

NYPL RESEARCH LIBRARIES

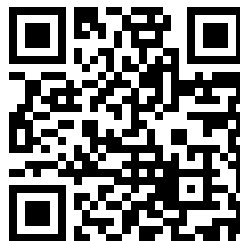


3 3433 10813 4036

This is a reproduction of a library book that was digitized by Google as part of an ongoing effort to preserve the information in books and make it universally accessible.

GoogleTM books

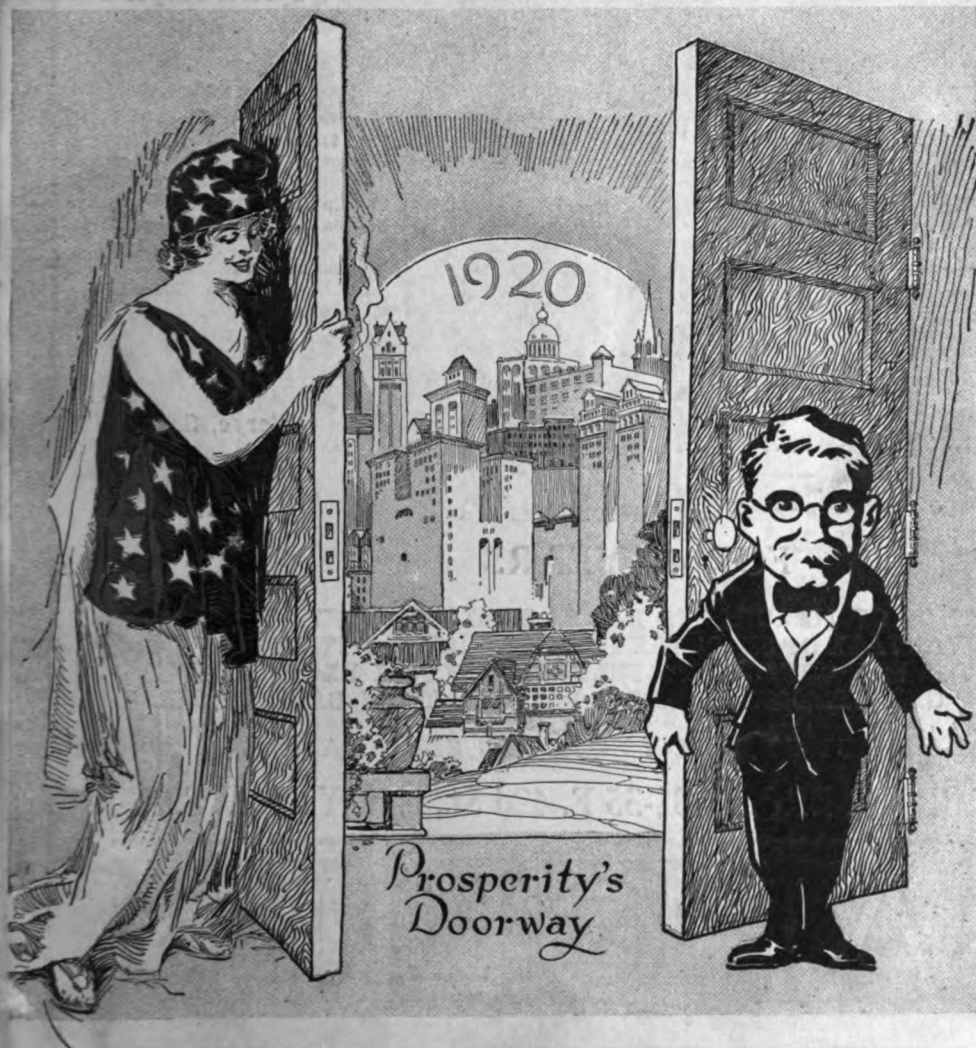
<https://books.google.com>



Hardware - PLUMBING AND HEATING - World

V. 15
Jan - June
1920

JANUARY 1920



Mr. Stanley Worker Says:

"Here's wishing you a great big share of the prosperity that 1920 has in store for every dealer in Wrought Steel Hardware made by the Stanley Works."

"The Door of Opportunity swings open, easily, smoothly and noiselessly, when hung on three Stanley Ball Bearing Butts."

Keep your eye on the car-owner in your vicinity — more garages than ever before will be built this year. Have a copy of our little booklet, "8 Garages," handy to show him when he calls.

THE STANLEY WORKS, New Britain, Conn.

NEW YORK, 100 Lafayette Street

CHICAGO, 73 East Lake Street

Digitized by Google

SAPOLIN

EVERY MERCHANT EVERYWHERE, SHOULD WRITE FOR PARTICULARS
ON THIS POPULAR LINE OF ENAMELS, STAINS, GILDINGS,
VARNISHES, BRONZE POWDERS AND BRONZING
LIQUIDS

WRITE TODAY

"Special Goods
for
Special Purposes"

Sapolin Varnishes
Sapolin Glass Frosting
Sapolin Metallic Enamels
Sapolin Carriage Gloss Colors
Sapolin Enamel, Porcelain Finish
Sapolin Gilding Powders and Liquids
Sapolin Motor & Engine Enamel
Sapolin Stove Pipe Ena. l.
Sapolin Aluminum Enamel
Sapolin Iron Enamel
Sapolin Gold Enamel

"Serve, Save
and Satisfy"



"Special Goods
for
Special Purposes"

Sapolin Gold Ink
Sapolin Bathtub Enamel
Sapolin Furniture Polish
Sapolin Wire Screen Enamel
Sapolin Porch Furniture Enamel
Sapolin Floor & Furniture Stains
Sapolin Gold and Aluminum Glaze
Sapolin Hot Pipe Aluminum
Sapolin Varnish Stains
Sapolin Auto Enamel
Sapolin Gold Paint

"Serve, Save
and Satisfy"

FOR 40 YEARS

THOUSANDS OF MERCHANTS HAVE REALIZED THE DISTINCT ADVANTAGE OF SELLING SAPOLIN BECAUSE WITH EVERY SALE THEY COULD CONSCIENTIOUSLY SAY "YES, I RECOMMEND IT; I BACK UP GERSTENDORFER BROS., BECAUSE THEY BACK UP ME."

WE ARE READY TO BACK YOU IN THE SAME MANNER

GERSTENDORFER BROS., 231-35 E. 42d St., New York, U. S. A.

SAPOLIN

Ropeconomy

TALK NO. 4

"LONG FIBRE"

The term "Long Fibre" is worthless as a quality designation for Manila Hemp or Rope. All Manila Hemp is **long**, as compared with other fibres, but its quality is indicated by texture and color,—not by length; the highest grades are much shorter than some of the inferior grades.

Following are the breaking strengths of three qualities of rope, all made in the same manner from different grades of Manila hemp—all **Long Fibre!**

<u>3/4" dia.</u>	<u>3/8" dia.</u>
A 6,200 pounds	A 1,600 pounds
B 5,400 pounds	B 1,450 pounds
C 4,300 pounds	C 1,200 pounds

"A" was Whitlock ALL-Manila, guaranteed to exceed Government Specifications (Bureau of Standards) in quality of fibre, yardage and strength—and the strength of a piece of rope gives a very real indication of its durability.



WHITLOCK CORDAGE COMPANY

46 South Street, New York

Chicago Office, 1303 Chamber of Commerce.

KANSAS CITY BRANCH, 339 Railway Exchange Building



Volume XV

JANUARY :: 1920

Number 1

857548

INDEX OF CONTENTS

	Page
DISCONTENT BASED ON FALSE IDEAS.....	95
METHODS OF CALCULATING PROFITS.....	96
ARE MERCHANTS THEMSELVES THE WORST ALIEN BUYERS?.....	97
HALFWAY DOING FALLS SHORT OF SUCCESS.....	98
CAPITALIZE YOUR SPARE TIME.....	99
WOMEN WITHOUT REASON—CLERKS WITHOUT TACT—How You and Your Clerks Appear to the Average Woman.....	100-101
HARDWARE WHITE GOODS SALE—Suggestions Merchants Can Use in Cooperating With Other Merchants.....	102
WHAT POLICY SHOULD MERCHANTS PURSUE?—A Most Important Summary of Trade and Business Conditions and the Outlook.....	104-112
TWO GOOD REASONS FOR A NUDGE ABOUT PROMISSORY NOTES.....	112
THE SMALL TOOL SITUATION.....	114
ANNOUNCEMENTS OF COMING HARDWARE CONVENTIONS.....	116-119
TYING UP THE PARTNER NOT TO BORROW MONEY.....	122
WHAT TO DO AGAINST A CERTAIN CLASS OF DEBTORS.....	123
CAN MANUFACTURER CUT OFF PEOPLE BECAUSE THEY SELL TO CUTTERS?.....	128
MISSION OF THE ADVERTISING AGES.....	134
VICTORY OVER SELF.....	136
HOW TO ADVERTISE A RETAIL STORE.....	138
GROW THROUGH OVERCOMING DIFFICULTIES.....	142
NOT GOOD UNLESS SIGNED BY AN OFFICER OF THE COMPANY.....	148
SELF-PRAISE NO RECOMMENDATION.....	150
SALESMANSHIP IMPORTANT FACTOR IN PLUMBING LINE.....	182
SUCCESSFUL PLUMBING METHODS.....	184
AUTOMOBILE ACCESSORY DEPARTMENT.....	124-171
RETAIL SELLING PRICES.....	189-207
BUSINESS OPPORTUNITIES.....	208
INDEX TO ADVERTISERS.....	209

HARDWARE WORLD. Issued on the first of each month by HARDWARE WORLD Publishing Co. Subscription, payable in advance, 50c. per year, or three years for \$1.00. Entered as second class matter, under act of Congress, at Portland, Oregon. T. M. Shearman, Editor and Manager. Raymond L. Shearman, Associate Editor.

Correspondence, or articles for publication may be addressed to office nearest you.

388 Taylor Street, Portland, Ore.	Boatmen's Bank Bldg. St. Louis, Mo.	Phelan Bldg. San Francisco	70 Fifth Ave. New York	1302 Young St., Dallas, Texas.	Salt Lake, Utah 204 Scott Bldg.	507 Pioneer Bldg. Seattle, Wash.
--------------------------------------	----------------------------------------	-------------------------------	---------------------------	-----------------------------------	------------------------------------	-------------------------------------



"I beg you do not linger"
 Advises Winthrop Wise.
 "But hasten now and grasp it
 This line called KYANIZE"

The full force of all Kyanize Advertising in big space in the big magazines is focused directly on ONE EXCLUSIVE AGENT only in each locality.

Powerfully designed window displays, cut-outs and signs make it easy to tie-up your store to this campaign.

Attractively designed, sales-winning booklets, like "The Inviting Home," color cards and folders that you are proud to distribute to your customers.

Direct-from-the-factory personal letters to your prospects.

All these, perfectly dove-tailed plans, combine to bring you (if you are the Kyanize Exclusive Agent) the cream of the varnish and enamel business in your town.

Kyanize
 KY-AN-IZE

The Business-Building Varnishes and Enamels

This high grade, quality line places you in the position to command the profitable business of your town.

Bigger advertising plans than ever are under way. Winthrop Wise, the Kyanize salesman extraordinary, is back. All the old Kyanize Agents know what that means and the new ones soon will.

NOW'S THE TIME—WRITE FOR PARTICULARS

In towns where there is now no Kyanize Agency an opportunity awaits some live dealers. Perhaps you're the man. Write us today, a postal will do, for full particulars. Just say: "Send me details on the Kyanize Agency." Now's the time to grasp this opportunity.

BOSTON VARNISH COMPANY

San Francisco
 Warehouse and Office
 269 Eighth Street

Everett Station, Boston, Mass.
 U. S. A.

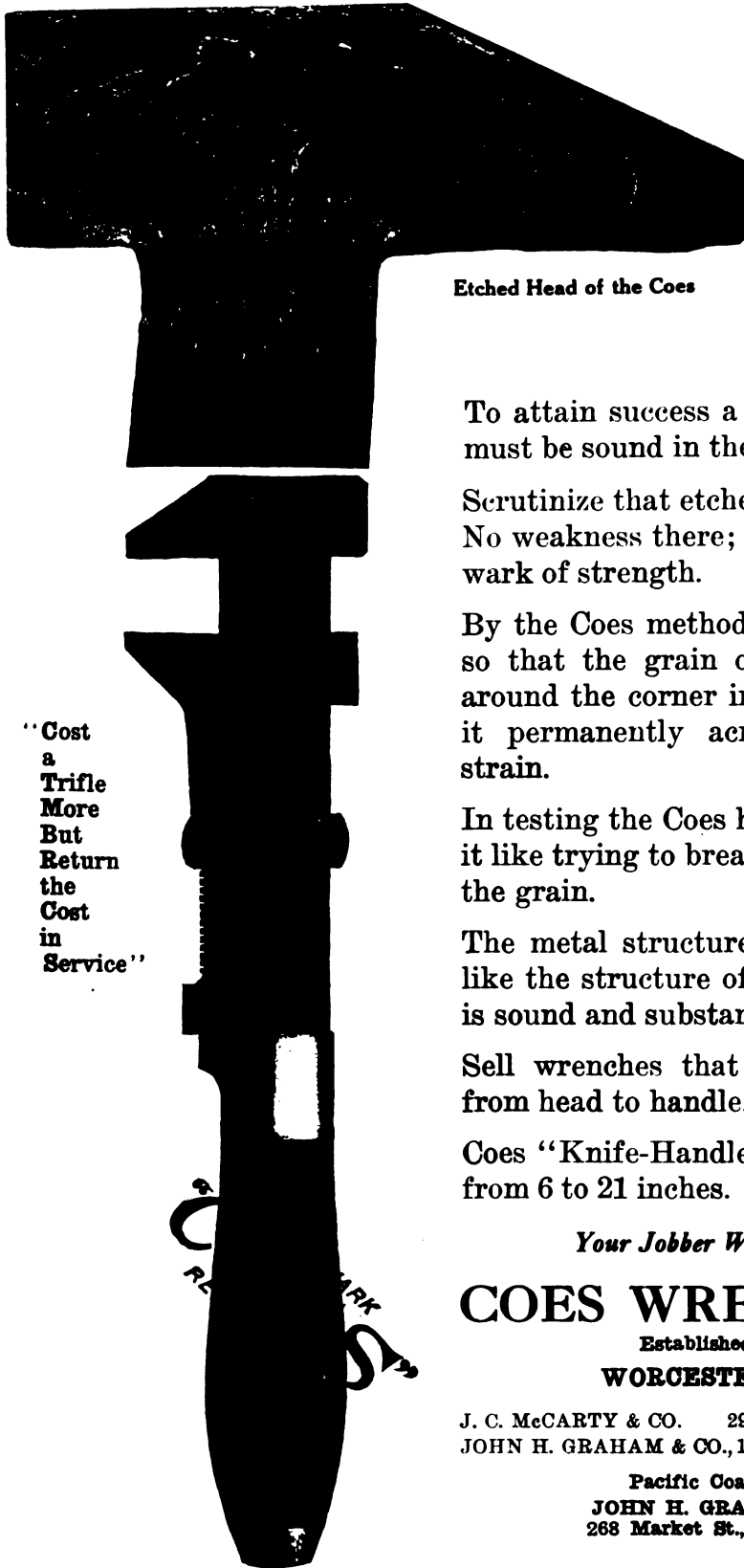
Chicago
 Warehouse and Office
 519 W. Roosevelt Ed.

Bogardus, Wickens,
 Limited,
 Vancouver, B. C.

Campbell Hdw. Co.,
 Seattle, Wash.

Sunset Paint Co.,
 Los Angeles, Calif.,
 and El Paso, Texas

Timms, Cress & Co.,
 Inc.,
 Portland, Oregon



"Cost
a
Trifle
More
But
Return
the
Cost
in
Service"

Etched Head of the Coes

Sound in the Head

To attain success a wrench like a man must be sound in the head.

Scrutinize that etched head of the Coes. No weakness there; it's a veritable bulwark of strength.

By the Coes method this head is upset so that the grain of the steel curves around the corner in a way that keeps it permanently across the angle of strain.

In testing the Coes head we have found it like trying to break hard wood across the grain.

The metal structure of the Coes head like the structure of the entire wrench is sound and substantial.

Sell wrenches that are made right—from head to handle.

Coes "Knife-Handle" come in all sizes from 6 to 21 inches. Every inch a Coes.

Your Jobber Will Supply You

COES WRENCH CO.

Established 1841 in
WORCESTER, MASS.

J. C. McCARTY & CO. 29 Murray Street, New York
JOHN H. GRAHAM & CO., 113 Chambers St., New York

Pacific Coast Agents
JOHN H. GRAHAM & CO.
268 Market St., San Francisco

Get a Grip on Wrench Sales

Sell a good wrench—or better not make the sale. Good wrenches like Pexto, out-grip, out-last and in the end out-sell cheap ones. Stores with a real grip on wrench sales are found to recommend only the best.

Pexto Wrenches are good wrenches with a hundred years' experience built into them. They have the metal, the temper, the design and features to maintain their leadership for another century.

And Pexto Wrenches are known to the general public. National advertising in the Saturday Evening Post has planted the name Pexto indelibly in the minds of hundreds of thousands of people. They can be sold *more* than wrenches—they are ready for the complete line of Pexto Tools—and you can sell them.

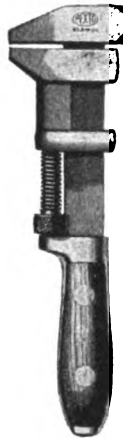
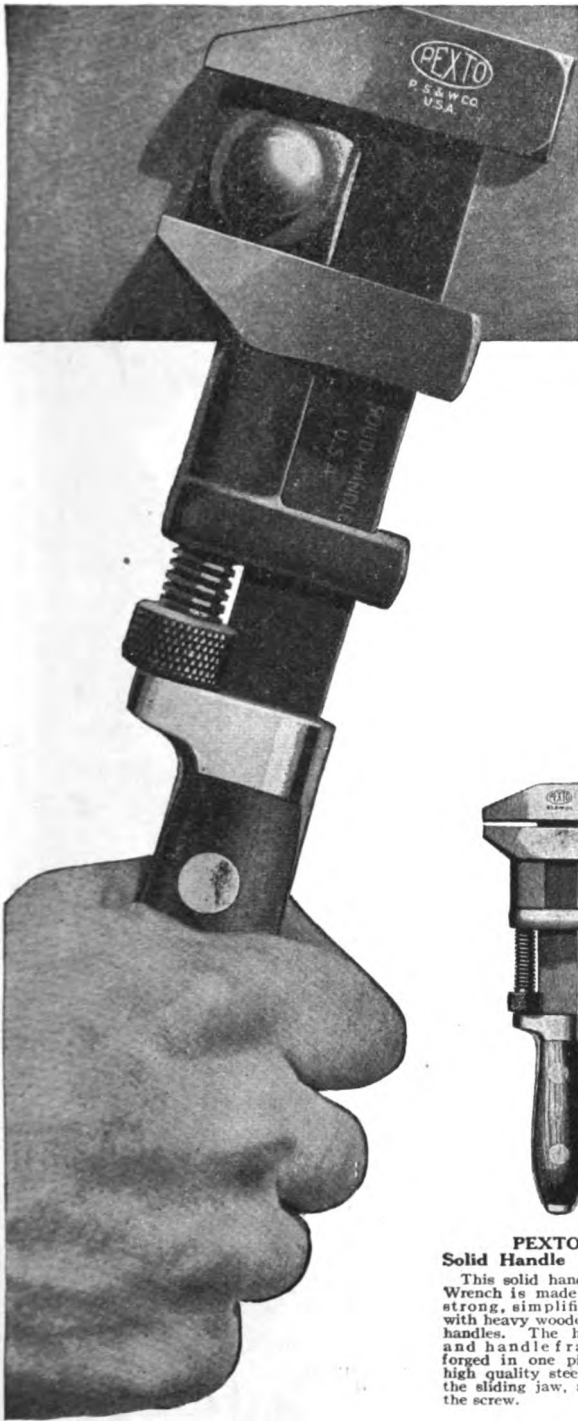
THE PECK, STOW & WILCOX COMPANY

Mfrs. Mechanics' Hand Tools, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Builders' and General Hardware.

Southington, Conn.

Cleveland, Ohio

Address correspondence to 233 West Center St., Southington, Conn.
100% American for 100 Years. Founded in 1819



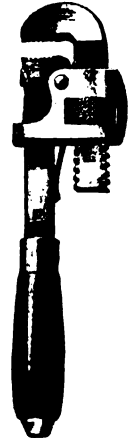
**PEXTO
Solid Handle Wrench**

This solid handle Pexto Wrench is made of three strong, simplified parts with heavy wooden riveted handles. The head, bar and handle frame are forged in one piece from high quality steel, next is the sliding jaw, and third the screw.



**PEXTO
Solid Steel Wrench**

Like its solid handle partner this wrench is made of three simple parts—the head, bar and handle are all forged in one piece from high quality steel. This Pexto Wrench is built for heavy duty.



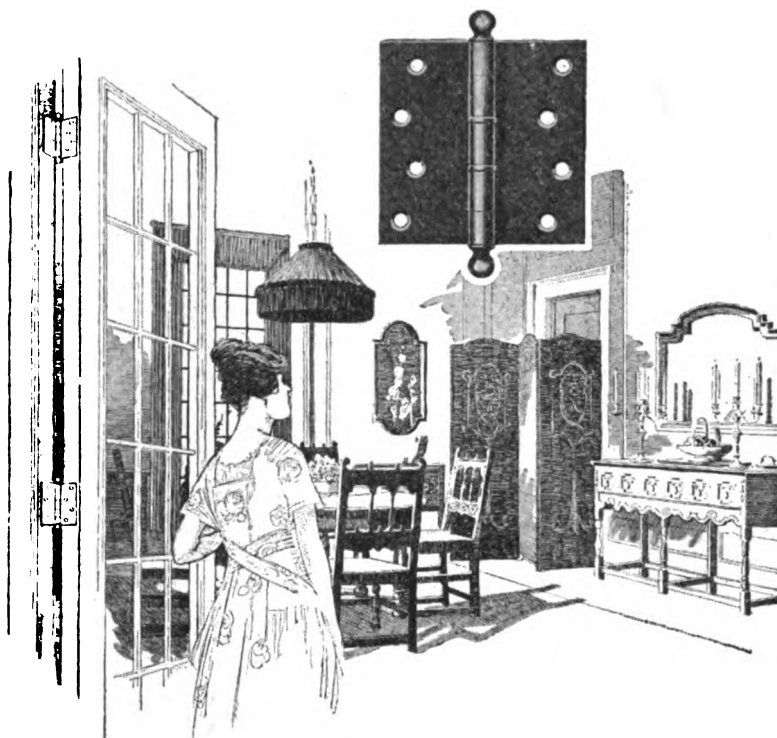
**PEXTO
Pipe Wrench**

This Pexto Wrench carries out the highest ideals of Pipe Wrench design. The hardened jaws of steel grip like a vise, yet they are easily tightened or released. When you get a pipe wrench be sure it's Pexto-made.

PEXTO

TOOLS

FOR USE ABOUT THE HOME AND FARM
FOR THE MECHANIC IN EVERY TRADE



McKINNEY BUTTS

For every door in every room

In homes and other buildings equipped with McKinney Butts door troubles are unknown—no sagging doors to chafe and destroy the woodwork—no nerve-racking squeaks as doors are opened and closed.

Despite the careful selection of materials and expert workmanship McKinney Wrought Steel Butts are inspected many times before they receive our stamp of approval. You can always tell a McKinney Butt by its smooth, even surface, clean cut edges, accurately-fitted joints and beautiful finish—and the quality never varies.

Interesting Butt Booklet will be sent upon request.

McKINNEY MANUFACTURING COMPANY

WROUGHT STEEL



BUILDERS' HARDWARE

PITTSBURGH, PA.

AAA

the necessity of signing the treaty

BUILDING IS BOOMING

At this time there is a shortage of homes of nearly a million, to which must be added the normal requirements for the balance of this year. The pressure to inaugurate and complete delayed construction is being felt; the supply of labor is adequate and the resumption of home building on a large scale is possible.

DRIVER HELD AFTER ACCIDENT

Frank Tracy, 2215 East 1st Street, was arrested under the charge of operating under the influence of alcohol after an accident involving a car.

NAVY

At the meeting, the Navy Council

AAA

Could this not be a profitable business opportunity for the hardware dealer?

The

"Build It Now"

idea is growing. In normal times, under normal conditions, it required the building of about 600,000 homes annually. For over two years normal construction has been suspended, therefore, over 1,000,000 homes are needed. This means more business. Be prepared for greater sales, and handle

Atkins SILVER STEEL Saws

Write for our catalog which illustrates and describes

"A Perfect Saw for Every Purpose"

E. C. Atkins & Company, Inc.

"The Silver Steel Saw People" Established 1857

Home Office and Factory, Indianapolis, Ind.
Canadian Factory, Hamilton, Ont. Machine Knife Factory, Lancaster, N. Y.

Branches carrying complete stocks in all large distributing centers as follows:

Atlanta	Minneapolis	Vancouver, B. C.
Chicago	New Orleans	Sydney, N. S. W.
Memphis	New York City	Paris, France
	Portland, Ore.	
	San Francisco	
	Seattle	

AAA

ROUND CORD PULLEY CHAIN

PATENT APPLIED FOR

GUARANTEED to operate over any common cord pulley, and is stronger and more economical than sash cord.

Get rid of the troublesome and unreliable sash cord, and standardize on the modern product, the latest thing out—"ACCO" Round Cord Pulley Chain. Guaranteed to operate freely and smoothly over any common cord pulley. Will not kink

Infinitely stronger than sash cord and will not stretch or rot—practically ever-lasting. Costs no more than common grade sash cord.

In case of fire "ACCO" Round Cord Pulley Chain won't burn. It will keep the windows closed, prevent drafts and the spread of a conflagration. Looked upon with favor by fire insurance companies.

"ACCO" Round Cord Pulley Chain

is made of the best steel obtainable, and blanked and assembled on specially designed automatic machines. Its strength is uniform throughout.

The builder likes "ACCO" Round Cord Pulley Chain because there is no waste. It can be cut into exact lengths, and the quantity required checked. You can hang more sash with "ACCO" Round Cord Pulley Chain than you can with sash cord. There's no knotting—it's all used.

"ACCO" Round Cord Pulley Chain is easily handled, and won't deteriorate in stock. It is packed in strong cloth bags containing 100 feet of chain, with 20 weight fixtures—enough for five double hung sashes.

"ACCO" Round Cord Pulley Chain comes in two finishes—Coppered Steel and S. R. P. (Special Rust Proof). Order from your regular jobber. If his stock hasn't arrived, write us direct. We'll give you immediate delivery.

MANUFACTURED ONLY BY

AMERICAN CHAIN COMPANY
INCORPORATED
BRIDGEPORT, CONN., U.S.A.

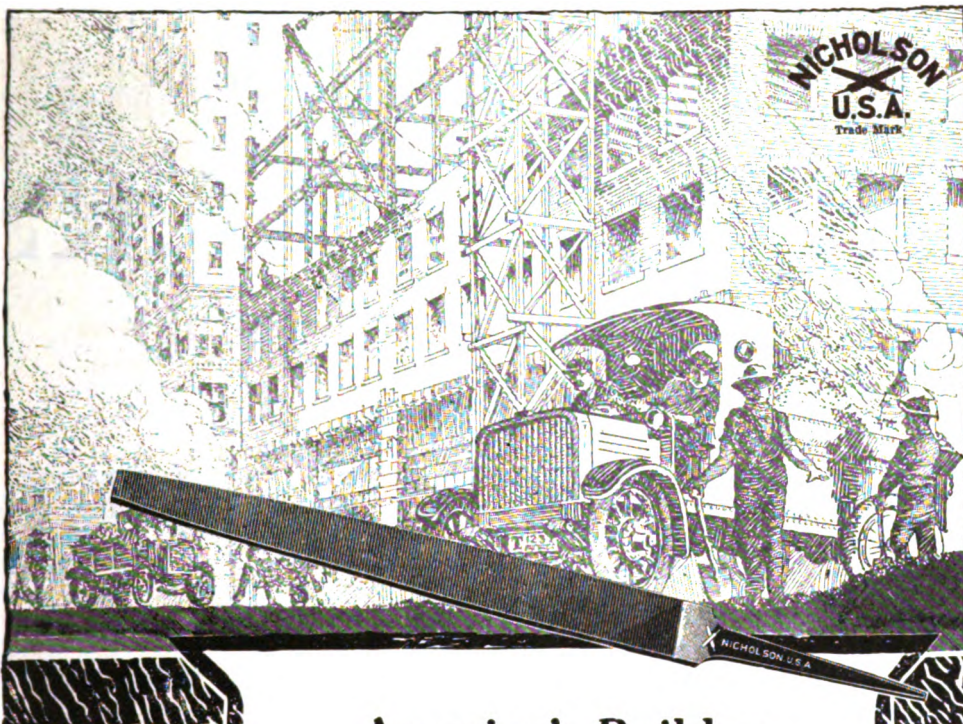
IN CANADA: DOMINION CHAIN CO. LTD., NIAGARA FALLS, ONT.

General Sales Office, New York City

DISTRICT SALES OFFICES: CHICAGO, PITTSBURGH, BOSTON, PHILADELPHIA, PORTLAND, ORE., SAN FRANCISCO

Largest Chain Manufacturers in the World





America's Builders are again Productively at Work

America at peace must make up for the enforced neglect of war times. From sea to sea is heard the rattle of riveters, the clatter of hammers, and the clink of masons' trowels.

Nicholson Files

are helping far and near in the shaping and smoothing of America's munitions of peace — hoisting engines, concrete mixers, drills, air hammers, etc. They are the world's fastest and smoothest cutting Files — uniformly tempered for lasting service.

Write for our Catalog and for File Philosophy — a most instructive booklet about files and their use

NICHOLSON FILE CO.
PROVIDENCE, R. I., U. S. A.



JOBBER SELLING ATLAS TACKS ARE GOOD PEOPLE TO DEAL WITH

You can judge a man by the company he keeps. If your jobber handles Atlas Tacks he can be depended upon to handle other good goods.



**Registered
Trade Mark**

When you see this trade mark on a package of tacks, nails, or rivets, you know that you are getting full value.

Atlas Products

cost no more than inferior goods, yet our packages do contain "The Greatest Quantity of Quality at the Price."

We are the **LARGEST** and **OLDEST** manufacturers of **TACKS** and **SMALL NAILS** in the world.

About twenty thousand different kinds and sizes in iron, steel, copper, brass, and zinc—electroplated, galvanized, tinned, enameled and japanned.

Our line includes iron and copper rivets, copper burrs, staples, wire nail specialties, and numerous other packaged products.

We guarantee full **NET** weight.

ATLAS TACK COMPANY

Fairhaven, Massachusetts, U. S. A.

BARCALO

PLIERS

CUT NAILS



DROP FORGED

GUARANTEED

SIZES
• 6½" - 8" - 10"

BARCALO MANUFACTURING COMPANY
BUFFALO, N.Y., U.S.A.

DIETZ LANTERNS



DIETZ DEALER HELPS

- 1—The best lanterns that can be made
- 2—The right price to the user
- 3—The best profit to the dealer

WE offer many helps to the dealer in selling Dietz Lanterns.

The Dietz Lantern Display Stand is a Silent Salesman that sells many Lanterns.

Placed in a conspicuous place this stand, with its stock of Lanterns, reminds customers that a new Lantern is needed at home.

In addition, we furnish an attention-getting Window Display, striking Hanger Cards in colors, and many interesting Folders for counter distribution, which describe the various Dietz Lanterns for general use, or for special uses.

R. E. DIETZ COMPANY
NEW YORK

Largest Makers of Lanterns in the World
Founded 1840

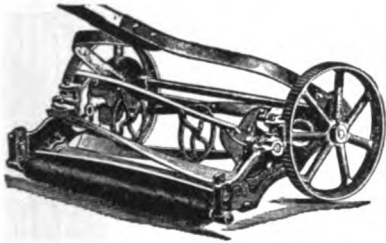


**LANTERN
DISPLAY
STAND**



WINDOW DISPLAY

GENUINE
"PHILADELPHIA"
 LAWN MOWERS



Style "E"—Four Blades
 Removable Box Caps

FOR MORE THAN A HALF CENTURY
 THE MOST POPULAR
 AND HIGHEST GRADE
 IN THE WORLD

WHY?

Because in this more than a half century the **"PHILADELPHIA"** has proved its unmatched cutting efficiency on good lawns everywhere, with the least effort and best results.

Remember, the sole purpose of a lawn mower is to cut grass. No other machine has ever been made that cuts grass like the genuine **"PHILADELPHIA"**

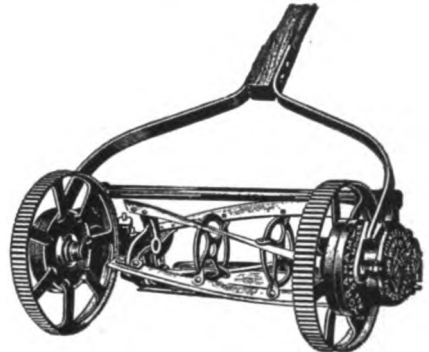
**THE ORIGINAL
 THE OLDEST**

THE BEST

This scientifically constructed machine with
 its famous

Vanadium Crucible Steel Blades

Is superior to ALL OTHERS



Styles "Graham" and "A"—All Steel
 Vanadium Crucible Steel Blades. Practi-
 cally Indestructible

So great is the demand we are compelled to make **"PHILADELPHIA"** in 22 styles of HAND—5 styles of HORSE—3 styles of MOTOR POWER

SEND FOR CATALOG AND PRICES

THE PHILADELPHIA LAWN MOWER COMPANY
 MORE THAN A HALF CENTURY DOING ONE THING WELL

31st and Chestnut Streets

Philadelphia, Pa.

HAVEN & HAVEN, 508 Mission Street, San Francisco, California Selling Agents

THE ONLY FAIR TEST

The only fair test of Hack Saw Blades is the test of continuous use under local conditions.

Testing on high speed steel blades that you will use to cut machine steel gives a misleading result. Testing one or only a dozen blades gives little indication of what a brand will average. Testing in hand frames of blades to be used in machines, will teach you nothing.

Goodell-Pratt Hack Saw Blades are not made with the idea of excelling in freak tests, but are made to stand the test of continuous use day in and day out under average shop conditions.

Try them for a reasonable length of time and we know you will find them satisfactory.

GP
888



GP
777

GOODELL-PRATT COMPANY, Greenfield, Mass., U. S. A.

Toolsmiths



RUSSWIN

Announcing
The New Russwin Catalogue
Volume Eleven

Our new catalogue contains 480 pages, including indexes, introductory and explanatory matter. It is practical, convenient in size, and weighs less than three pounds.

Examination of the new catalogue will disclose a reduction in variety of many lines of goods, also many practical additions. Both additions and eliminations are the result of careful consideration of trade requirements and of the popularity of the goods as shown by sales records.

"Since 1839" we have been manufacturing and selling hardware. We are proud of the many years of service and endeavor, and trust that our latest catalogue will receive your commendation, lead to increased business in our goods, and be used as a text-book by the hardware trade.

Your copy awaits an order—or your request



RUSSELL & ERWIN MFG. CO.

New Britain, Conn.

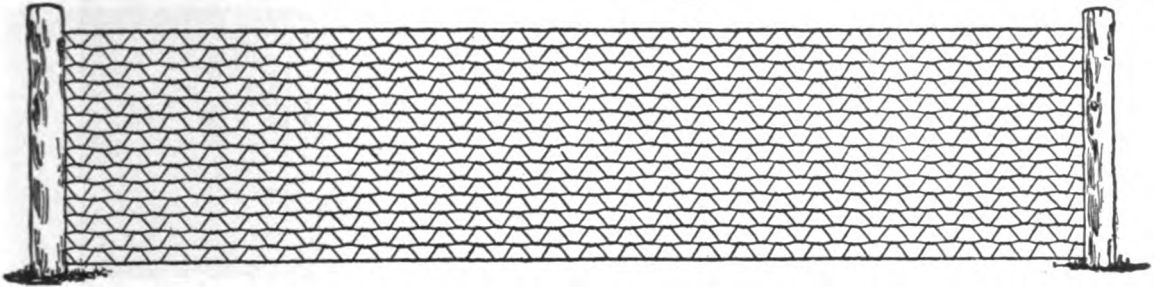
COLUMBIAN TWINES



COLUMBIAN ROPE COMPANY
"The Cordage City"

AUBURN **N.Y.**
BRANCHES , BOSTON , NEW YORK , CHICAGO .

“W W” Poultry Fencing



**Most Practical—Durable—Economical
Poultry Fencing on the Market**



Wickwire Brand Hex Nettings

Galvanized Before or After Weaving

Wickwire Screen Wire Cloth

Cortland Painted Wire Cloth

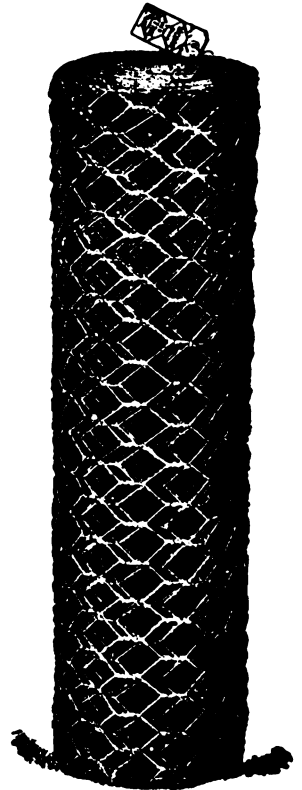
Made from Hard Drawn Steel Wire

Wickwire White Metal Finish Wire Cloth

Heavily coated with high-grade spelter or zinc by the old fashioned hot process method, recognized the world over as the most approved method of applying a durable zinc coat to iron or steel.

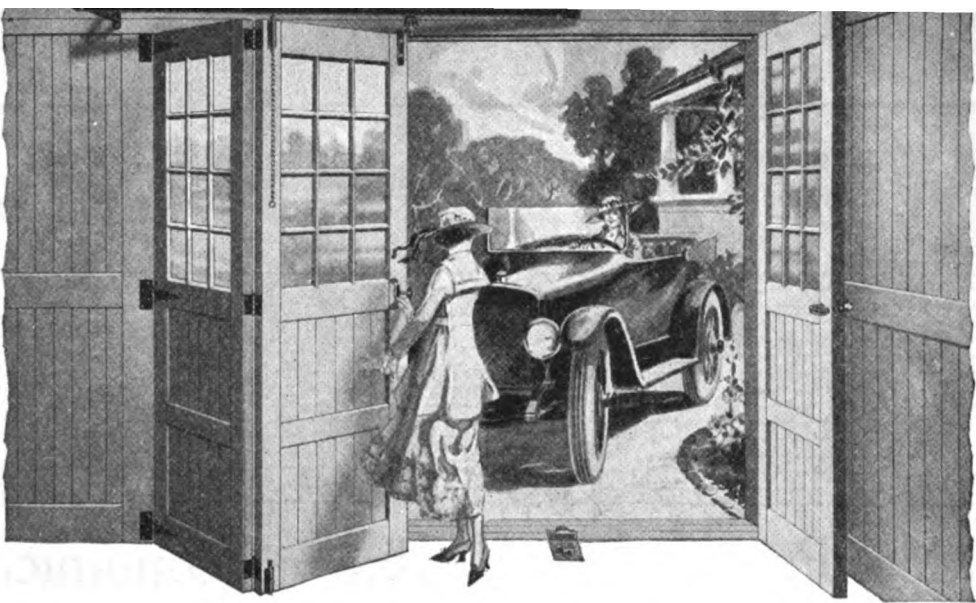
Wickwire Bronze Wire Cloth

Made from Hard Drawn Bronze Wire



WICKWIRE BROTHERS

**CORTLAND
NEW YORK**



Let Us Put Garage Door Sets on Your "Fast Selling" List

THERE'S good business for some one in your town selling "Cannon Ball" Garage Door Sets. Here are garage door hangers that sell as easily as they run. Every car owner wants them. They carry a good profit and you can sell them on a plan that ties up but little money in stock. Write and let us tell you about it.

The door hanger in the track is the famous

"Cannon Ball"

—two steel ball wheels running in an enclosed tubular track. Each wheel running on ball bearings—frictionless and noiseless.

Fit any door opening. Folding sliding doors fold inside. Protected from wind and weather. Automatically held in place against the wall. Cannot sag. Gives the owner tight fitting, weather proof doors without making them stick and bind. Doors that womenfolk can operate as easily as any door in their home.

This is just one of the many styles of garage door sets that you can get the sale of with the STAR Line of equipment. STAR Equipment includes not only garage sets but everything needed to equip a barn complete.

Write and ask for our catalog.

HUNT, HELM, FERRIS & CO.

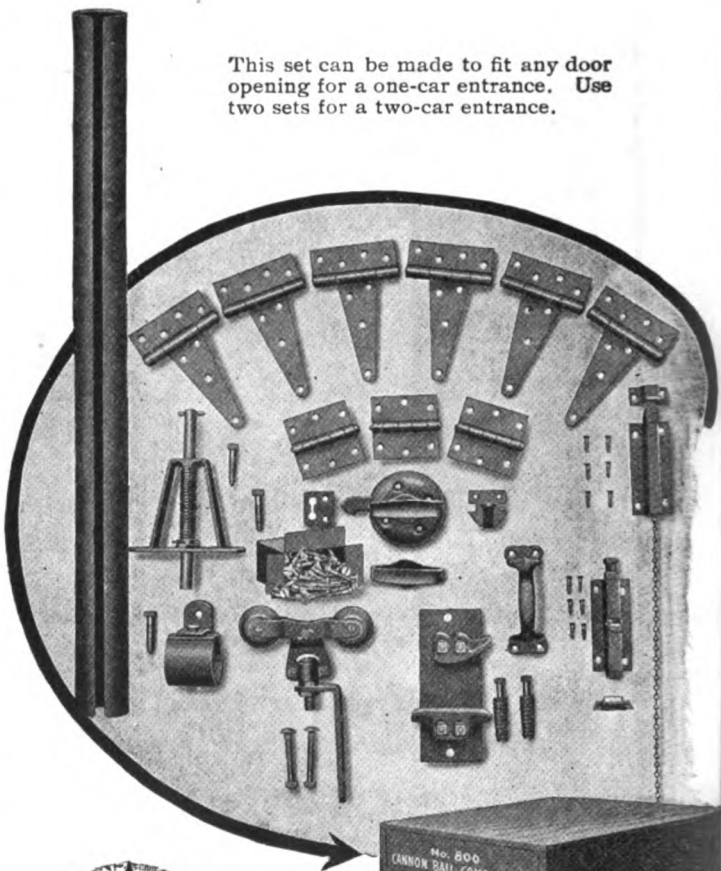
Complete Barn Outfitters

Harvard, Illinois

Albany, New York

Designers and Manufacturers of

This set can be made to fit any door opening for a one-car entrance. Use two sets for a two-car entrance.



Entire set comes packed complete in one box. Makes an easy sale and simplifies your stock.

STAR

Barn Equipment



Ask Your Mechanic!

IF you want straight talk on tools, ask your mechanic or your garage man what he thinks of Billings & Spencer.

Tools are the biggest thing in his working life.

They make all the difference between the good job he's proud of and the bungle he hates.

Ask him.

He will tell you it's a matter of just-right steel—hard enough to stand the most strenuous service without denting—yet not so hard as to be brittle.

And a matter of perfect fit to the nut engaged—a matter of jaw shape, for the right wrench makes a clean, tight job of every twist, even when you put your weight into it.

You who buy tools may safely take a workman's word for what is right.

After all, it is more than a wrench you buy. It is hours of service and years of satisfaction instead of months of trouble.

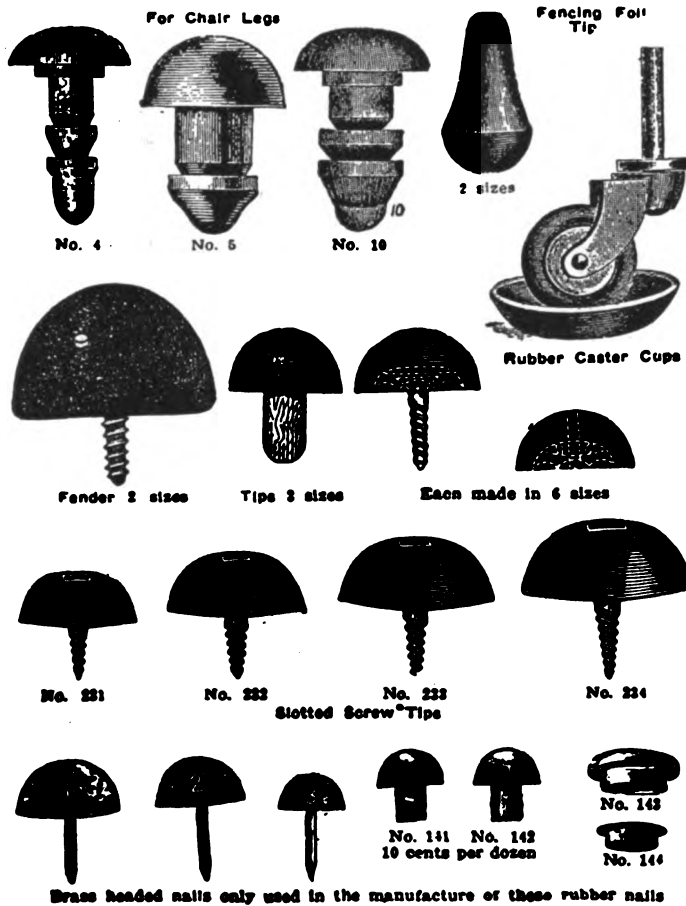
Your hardware dealer will nod approvingly when you look for that Triangle B. Several thousand men have worked fifty years to make it worth looking for.

The Billings & Spencer Co.
Hartford  Conn. U.S.A.

The First Commercial Drop Forging Plant in America

Some High Grade Standard Rubber Tips and Bumpers

That ought to be in your stock

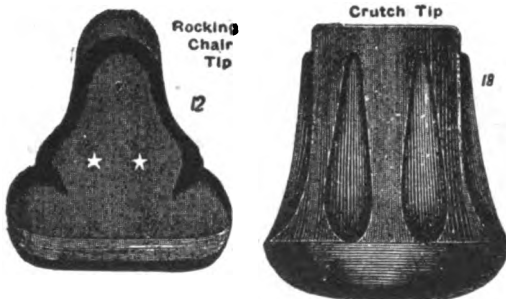


Rubber Tips and Bumpers are in big demand these days—people are beginning to realize the great advantages of their use.

But all tips are not good tips—and a bad tip prevents further sales—further business.

It is up to you, to stock the best and most varied line. Inspect some of the illustrations—there's a tip in our line for every practical tip purpose. You had better investigate—for the sake of good business.

Write today—ask for catalog, prices and terms.



THE ELASTIC TIP COMPANY

370 Atlantic Avenue.

Boston, Mass., U.S.A.



**WHY THE
ROCKWEAVE
WICK**

**CANNOT
CREEP
OR STICK**

The entirely new application of the principle of burner construction — eliminating all ratchets and gears — and the introduction of a non-burnable wick that is carried stationary in the movable burner, one of the greatest shortcomings of the ordinary oil stove, is completely overcome in the



Prove it by investigating a Nesco Perfect Stove; look at the cutaway view shown above.

The toggle joint swings on its pivot and raises or lowers the burner bowl. This motion regulates the level of the oil in the bowl in its relation to the flame.

The Rockweave Wick is stationary in the burner bowl. It never moves from this position. When the burner is raised or lowered, it carries the wick with it. The wick is non-burnable and woven with long fibres, making it strong, durable and absorbent for conducting oil from feed to flame. There is not

a single gear to rust or stick or wear out. No teeth to catch in the wick and tear, or fail to catch when they should work. Only positive action, — sure raising and lowering with ease, and staying where put. That is characteristic of the burning with the Rockweave Wick.

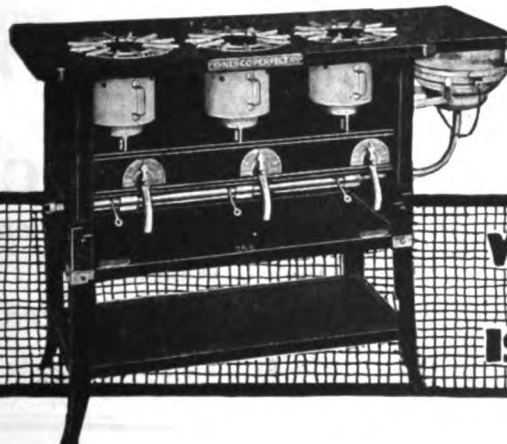
The Nesco Perfect will please your customers as no other oil cook stove ever has. It is the last word in satisfaction, — a stove that will back up with performance your heartiest recommendation.

Investigate it: Write us today for descriptive circular.

Address Your Nearest Branch Office

NATIONAL ENAMELING & STAMPING CO.

ST. LOUIS, MO.
GRANITE CITY, ILL.
NEW YORK CITY
MILWAUKEE, WIS.

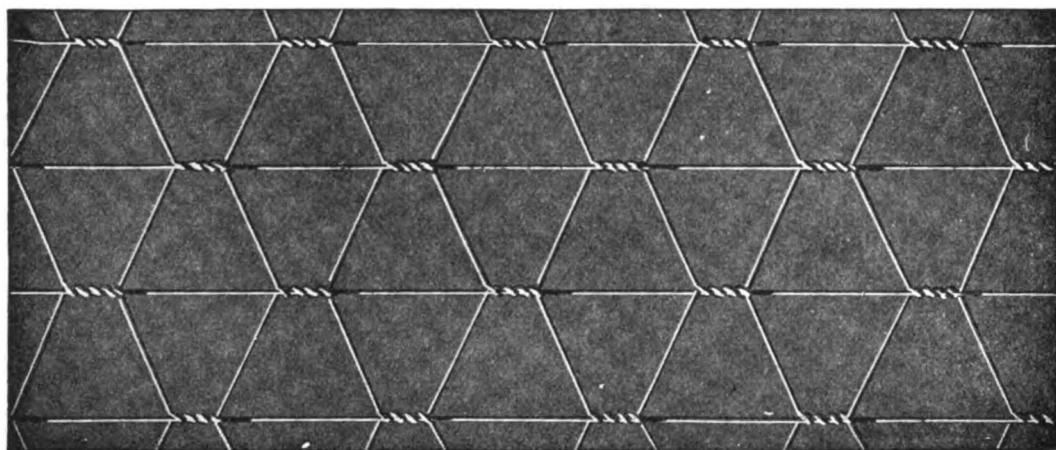


BALTIMORE, MD.
CHICAGO, ILL.
NEW ORLEANS, LA.
PHILADELPHIA, PA.

**"SAFE TO
BE
BURNED"**

**WHEN YOUR
BACK
IS TURNED"**

Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and **FEWER POSTS ARE NEEDED** and **NO TOP OR BOTTOM RAIL**. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

American Steel & Wire Company

United States Steel Products Company

SELLING AGENTS

San Francisco

Los Angeles

Portland

Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.

To cut down the cost per cut

How Many S. P. M.?

"Haste makes waste" is just as true of hack saws as of anything else. Forcing a blade by increasing the strokes per minute means a quickly dulled blade. 50 to 60 strokes per minute is about as fast as it is economical to run when cutting dry. On soft steel, using compound, saws may be run to advantage at about 100 S. P. M., at from 65 to 80 on annealed steel, and on unannealed tool steel at about 60 to 80 strokes per minute.

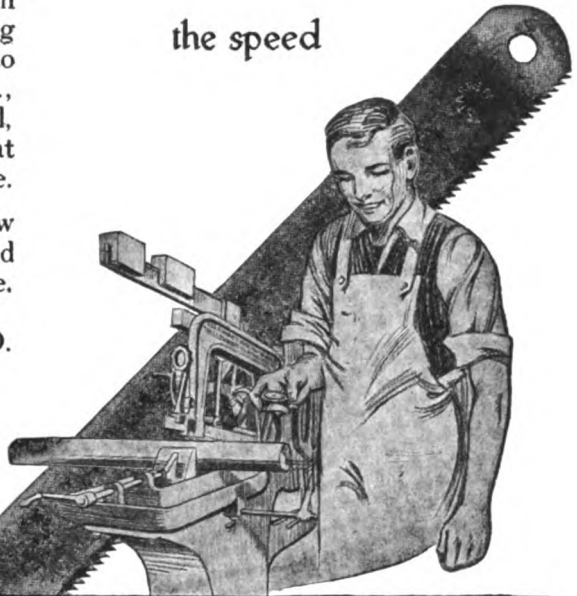
Follow the Starrett Hack Saw Chart, put on the weight and watch the cutting cost decrease.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.



the speed

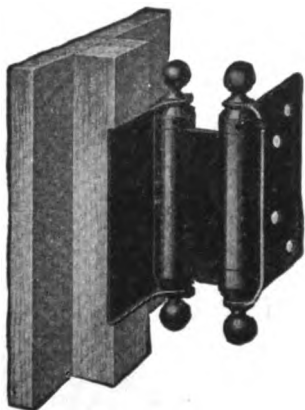


Use Starrett Hack Saw Blades

If your customers are kept supplied with Starrett Hack Saw Charts "BF" both you and they are helped.

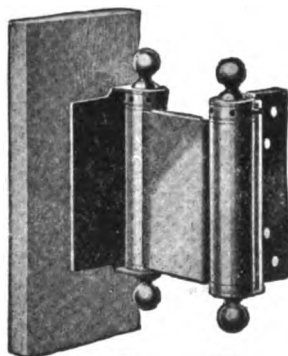
42-982

You Cannot Afford to be Without Lawson Hinges

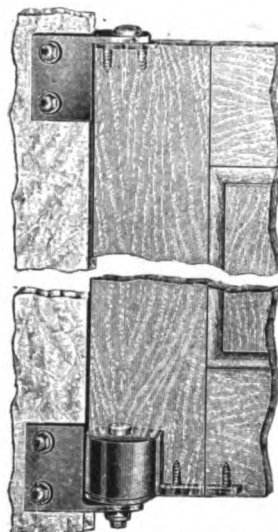


The Old Way

The "NU" JAMB HINGE



The Lawson Way



Lawson Universal Hinge
for Lavatory Doors



Lawson Surface Floor Spring Hinge

Dealers will find Lawson Hinges unusually profitable because of their popularity with architects and contractors.

Lawson Hinges, including the "Nu" Jamb Spring Hinge, the "Universal" Pivot Spring Hinge and the Surface Floor Spring Hinge, have distinctive features not to be found in other lines. In spite of their superior qualities, they cost no more than others.

Write us for details of the Lawson line.

LAWSON MANUFACTURING CO.

228-230 W. Superior St., Chicago, Illinois.

COAST REPRESENTATIVE: C. N. & F. W. JONAS

Seattle

San Francisco

Los Angeles



Greetings

THE Holiday Spirit enables us at least once a year to turn from the thought of money-making to a higher conception of our social relations. On the threshold of 1920, The Remington Company, individually and collectively, extend to the Hardware and Sporting Goods Trade their very best wishes for those things which go to make up the best in life. A Happy New Year!



REMINGTON
UMC

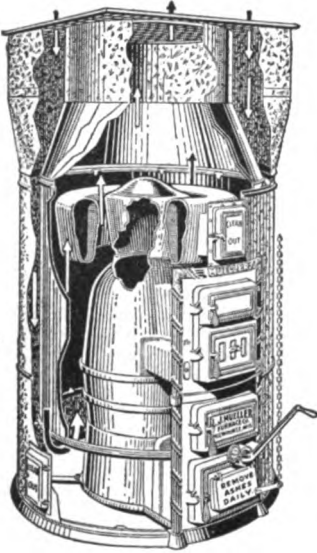
**The Remington Arms Union Metallic
Cartridge Company, Inc.**

Woolworth Building

New York City



1816 - 1920



Keep the Confidence of Your Customers

HANDLE THE

MUELLER PIPELESS FURNACE

You know that a great number of your customers buy almost entirely on your recommendation.

Confidence makes it easy to sell goods. Therefore, choose the pipeless furnace that will keep your customers' confidence and hold their trade. You can depend upon the Mueller Pipeless to give your customers 100% satisfaction. Thousands of Mueller dealers will testify to that. Study the construction of the Mueller thoroughly and you will be convinced that its many excellent features result in positive fuel-saving and heating comfort.

A SCIENTIFICALLY BUILT FURNACE

The Mueller Pipeless is based on 63 years' experience in building heating systems of all kinds.

All parts are scientifically and correctly proportioned, shaped and arranged.

Its vast heating surface, straight, unre-

stricted air passages and large register face mean maximum heating efficiency.

These exclusive Mueller features furnish real selling points which you can use to show why the Mueller is the most successful pipeless furnace made.

POSITIVELY SAVES ONE-THIRD TO ONE-HALF ON FUEL

Thousands of Mueller Pipeless owners are saving one-third to one-half on fuel each winter.

Letters prove it—and many of these letters come from the coldest parts of the country.

The Mueller burns all fuels—hard or soft coal, coke, wood, lignite, gas or oil. Its ease of installation is another reason why dealers favor the Mueller. No bolts or screws are used. No need to tear up floors or walls for pipes.

L. J. MUELLER FURNACE CO.

Makers of Heating Systems of All Kinds Since 1857

233 Reed Street, Milwaukee, Wis.

DISTRIBUTORS

THE SALT LAKE HARDWARE COMPANY,
Salt Lake City, Utah, and Pocatello, Idaho.

HOLBROOK, MERRILL & STETSON,
San Francisco and Los Angeles, California.

SEND FOR THE MUELLER BOOK

Get all the facts about this remarkably efficient pipeless furnace and the Mueller plan of advertising, which has made it known throughout the United States. The attractive Mueller offer to dealers will also interest you. Write today.

Stocks also carried at Brooklyn, Buffalo and Syracuse, N. Y.; Pittsburgh, Scranton, Lancaster and Philadelphia, Pa.; Baltimore, Md.; Toledo and Cincinnati, Ohio; Nashville, Tenn.; Detroit and Grand Rapids, Mich.; Minneapolis and St. Paul, Minn.; Chicago, Ill.; Kansas City and St. Louis, Mo.; Omaha, Neb.; Aberdeen, S. D.; Seattle, Wash.



The Hall-mark of Quality in Sheet Metal

Years of service have proven that Toncan Metal is far more lasting than the best ordinary sheet, made from iron ore.

However, Toncan Metal when new looks just like any other sheet metal. That is why every sheet is clearly stamped with this trademark. It's a protection for you as well as for your customer.

The use of this **quality** sheet metal means bigger business for you. First—because in years to come your work will be judged by the way it lasts and, Second—because the lasting service given by Toncan Metal will lead to a wider use of sheet metal.

It pays to recommend and use Toncan Metal for every severe sheet metal service.

Write for Quotations and Our Sheet
Metal Men's Handbook

THE STARK ROLLING MILL CO., Canton, Ohio

COAST DISTRIBUTORS

THE BERGER MFG. CO., OF CAL.
San Francisco—Los Angeles

HOLBROOK, MERRILL & STETSON
San Francisco—Los Angeles

THE FAILING-McCALMAN CO.,
Portland, Ore.



TEA KETTLE
No. 265

with the Cool Handle

UNIVERSAL ALUMINUM WARE

New goods for the New Year—a new avenue of revenue for “Universal” dealers. Universal Aluminum Ware is new in design, new in quality concepts, new in selling possibilities. Thousands of women have bought “Universal” Home Needs. They have locked the name “Universal” in an unshakable memory. They know that “Universal” stands for everything that quality can mean. They are ready to buy the strong, lustrous Universal Aluminum Ware to brighten their kitchen hours. They will buy it because they’ll get the most quality—and the best quality for their money that has been or can be produced. You cannot afford to neglect investigating this line so vital to the welfare of your business.

Write today for particulars

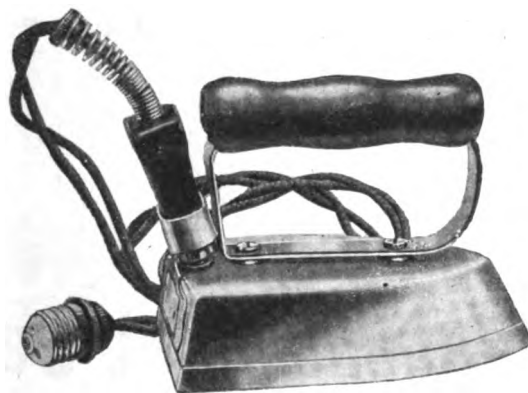
LANDERS, FRARY & CLARK, New Britain, Conn.

**Back of the UNIVERSAL Trade Mark is
a manufacturing experience of over
half a century**

Here's a Big Seller for Every Hardware Dealer

WEIGHT
6 LBS.

VOLTAGE
110



RETAIL
PRICE
\$6.75

Domestic Electric Irons Turn Quickly at a Substantial Profit

THE Domestic Electric Iron is strictly a hardware dealer proposition. It is the best iron possible to make, and pays you a very liberal margin of profit. It never fails to please the user, and is backed by our guarantee.

The Domestic is thoroughly high grade in efficiency, durability and appearance. Its design is pleasing, its finish is distinctive and its service high quality.

The Domestic heats quickly and retains the heat, with minimum current consumption. Packed in individual boxes, complete with 6-foot detachable cord and stand. Six irons to the case—two cases make shipping weight.

Push this profitable seller in 1920. An immediate inquiry will get you a very liberal discount. Write at once for details.

Order now from your jobber, or direct from us, and put the goods on your counter. They'll go quickly, showing up a nice bit of coin in the year's business.

Save Money by Lining Up for Spring Now

(Shipment as late as March 15 if you wish.)

CHICAGO FLEXIBLE SHAFT COMPANY

5604 Roosevelt Road, Chicago

Faultless Caster Company

PACIFIC COAST REPRESENTATIVES

CHAS. A. DOWD SALES COMPANY, 320 Market St., San Francisco, Calif.

Evansville

Indiana



Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"



The Makings of Royal

A I.I. raw materials used in the manufacture of Royal Cotton Waste are supplied from standard sources selected for the uniform character of their products. This standardization of Royal "makings" is the beginning and basis of the standardized proficiency of Royal performance.

It is a dependable proficiency, extending from the handful to the bale to the carload—from day to day and year to year. The economy is real and great.

Ask your Jobber or us for the Royal Sampling Catalogue and the booklet "Clean Clean Thru"—the How and the Why of Waste Buying.

HAS YOUR DEALER SHOWN YOU THE NEW
HANDY 1-POUND ROYAL AUTOPACK BALE?

ROYAL MANUFACTURING CO.

General Offices & Plant
Rahway, N. J.

New York
Baltimore
Pittsburgh

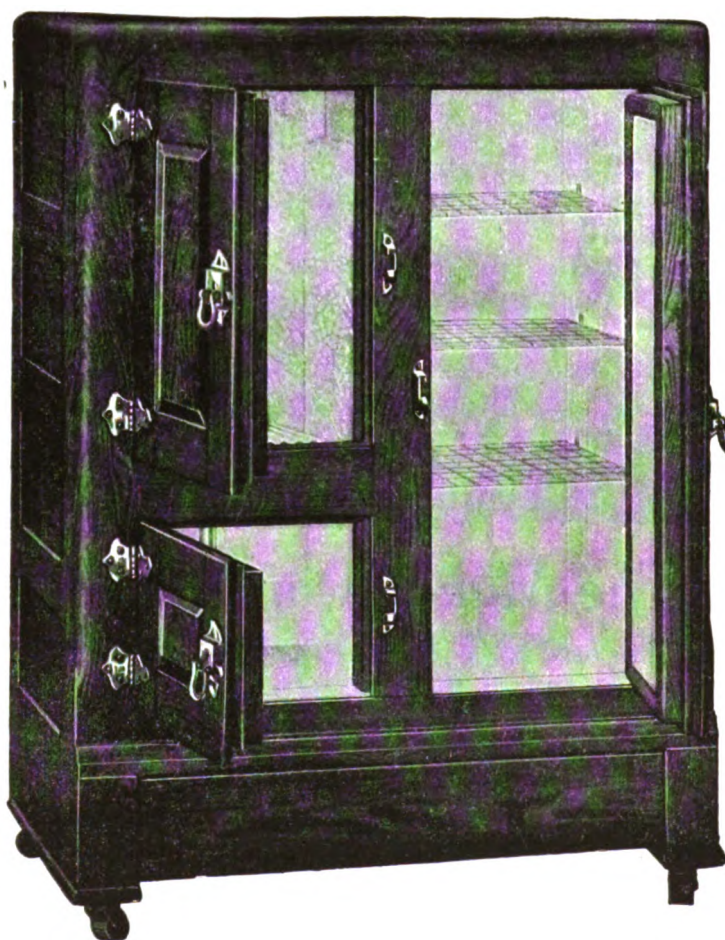
Chicago
Boston



THE GUARANTEE: Uniform Quality 6% Tare (Wrappings) Exact Weight

EXACT WEIGHT

It Is Going to be Hard to Get Refrigerators Next Summer When You Want Them



UNION HARDWARE & METAL CO.
Los Angeles

SLOSS & BRITTAIN
San Francisco

MONARCH REFRIGERATOR WORKS
BURLINGTON, VERMONT

Evolution of a Successful Business



1877



UNPRETENTIOUS and humble was the beginning of the Voss Washers. Over forty years ago the first little hand power machine was built.



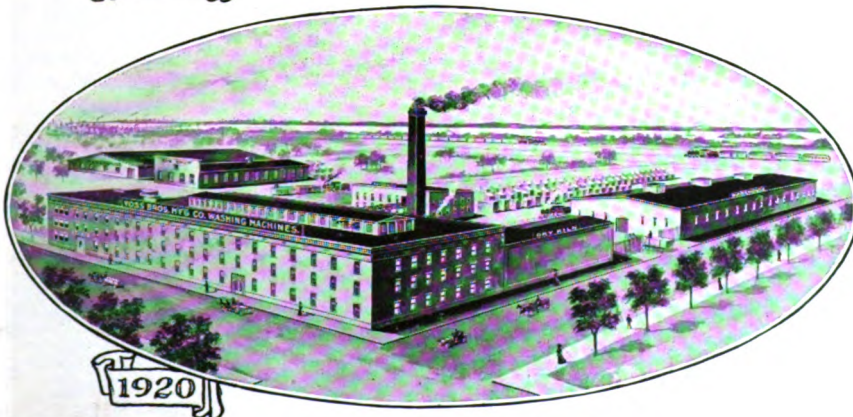
1882

The advent of new inventions made it necessary to improve the Voss Washers to keep abreast of the demands.



1895

Wonderful improvements and changes have been wrought in the past decade until Voss Washers are of a pronounced design having exclusive features found on no other machine.



1920

over

VOSS BROS. MFG. CO.

Digitized by Google

Evolution of a Successful Business



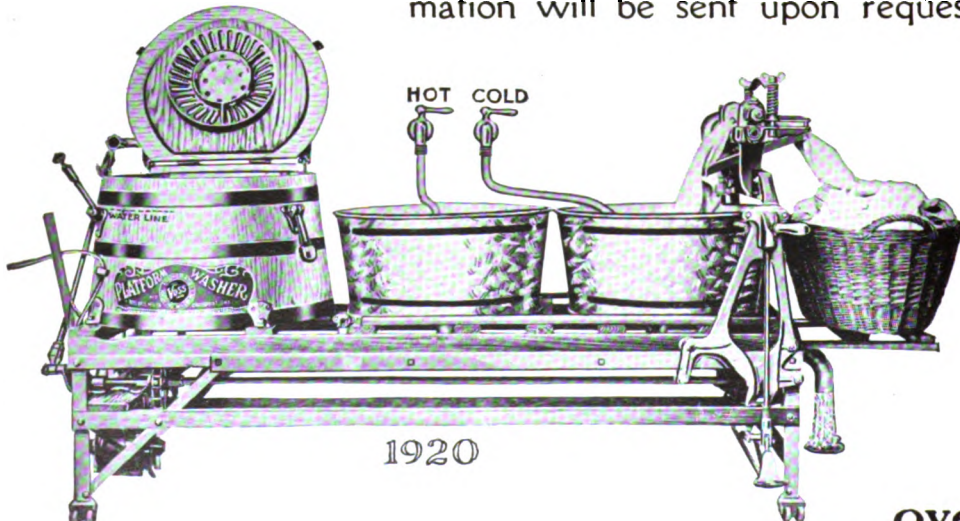
1877



1882



1895



1920



WHEN Dealers acquire the Voss Line they are starting on a foundation that has stood the test of time—a foundation on which a successful business has been built.

A business that has proven successful for the Manufacturer must of a necessity prove successful for the Dealer.

The Voss Service comprises a Voss Washer suitable to every home and Dealer Helps suitable to every Dealer.

Voss Co-operative Dealer Plan creates business right in your own community. Full details and information will be sent upon request

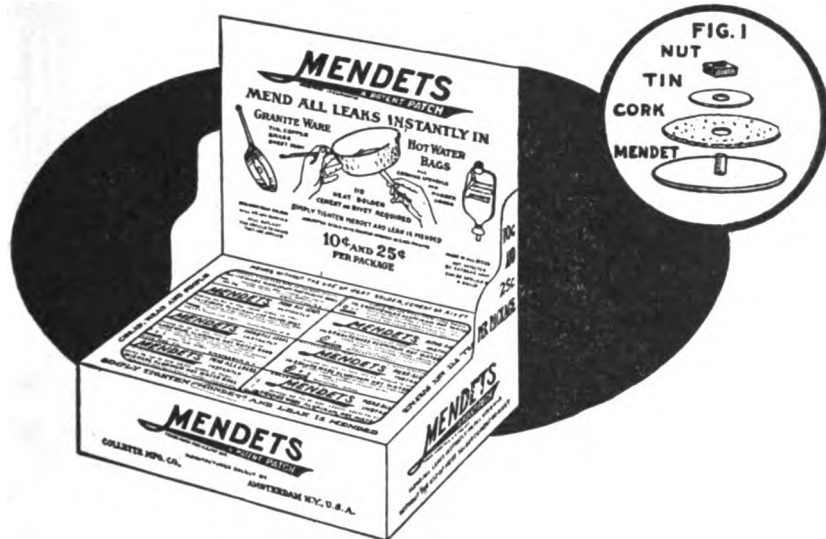
over

VOSS BROS. MFG. CO.

Selling by the million!

Saving as much —

by mending Pots and Pans with



MENDETS

A PATENT PATCH

TRADE MARK REG. U.S. PAT. OFF.

These live jobbers are making big profits by handling Mendets, because Mendets are a fast-moving proposition. They bring repeat orders in an ever-increasing volume. It will pay any jobber to handle them, too. Sales have been growing every year for ten years.

Let them boost your business.

Mendets fix leaks instantly, without the use of heat, solder, cement, or rivet; in granite and aluminum ware, hot-water bags, tin, copper, brass, all cooking utensils and rubber goods.

The following Jobbers are Newly Added to our list:

Albany Hardware Co., Albany, N. Y.
 Ballou, Johnson & Nichols Co., Providence
 Burhams & Black, Inc., Syracuse, N. Y.
 Bristol Co., St. Joseph, Mo.
 Wm. L. Blumberg Co., New York, N. Y.
 Sigelow-Dowse Co., Boston, Mass.
 Bronson & Townsend Co., New Haven
 Belcher & Loomis Hdw. Co., Providence
 Joseph Breck & Sons, Boston, Mass.
 Pearson, Capstein Co., Boston, Mass.
 Central Hdw. Co., Inc., Alexandria, La.
 Capelle Hardware Co., Wilmington, Del.
 Dunham-Hanson Co., Bangor, Me.
 Decatur & Hopkins Co., Boston, Mass.
 Demmler Bros. Co., Pittsburgh, Pa.
 E. Eckstein, New York, N. Y.
 Failing-McCalman Co., Portland, Ore.
 The Galloway James Co., Baltimore, Md.
 Kline & Co., Williamsport, Pa.

Hibner-Hoover Hardware Co., Du Bois, Pa.
 W. T. Hight & Co., Boston, Mass.
 Jones Cash Store, Portland, Ore.
 Johnson Smith Co., Chicago, Ill.
 The Jeanerette Hdw. Co., Ltd.,
 Jeanerette, La.

Robert P. Jones, Lima, Ohio
 Janney, Semple, Hill & Co., Minneapolis
 Kalispell Merc. Co., Kalispell, Mont.
 Logan Gregg Hdw. Co., Pittsburg, Pa.
 Lansing Hardware Co., Scranton, Pa.
 W. C. Landon & Co., Rutland, Vt.
 Morley-Murray Hdw. Co., Green Bay, Wis.
 The Geo. Mayer Hdw. Co., Denver, Colo.
 C. H. Miller Hdw. Co., Huntingdon, Pa.
 Mitchell Hdw. Co., Ashtabula, Ohio

**THE COLLETTE MANF'G CO.,
 AMSTERDAM, NEW YORK**

R. B. McRas, Fort Plain, N. Y.
 Pierson Hardware Co., Pittsfield, Mass.
 C. B. Porter Co., Philadelphia, Pa.
 Reilly Bros. & Raub, Lancaster, Pa.
 Joseph Redfield & Co., New York, N. Y.
 Spencer Hardware Co., Keene, N. H.
 Seltzer-Klahr Hdw. Co., Inc., Philadelphia
 Sibley, Lindsay & Curr Co., Rochester,
 Simmons Hardware Co., St. Louis, Mo.
 Tracy, Robinson & Williams Co., Hartford
 Thompson-Diggs Co., Sacramento, Calif.
 Tenk Hardware Co., Quincy, Ill.
 Louis N. Wilcox & Son, Baltimore, Md.
 The Geo. Worthington Co., Cleveland, O.
 Tissier Hardware Co., Selma, Ala.
 Van Camp Hdw. & Iron Co., Indianapolis
 Herman Kornahrens, Inc., New York, N.Y.
 Eclipse Hardware Co., Gera, Va.
 Dame, Stoddard Co., Boston, Mass.

SELL FOR 10c AND 25c A PACKAGE

YOUR TRADE WANTS



The Highest Grade Coil
File Made

IT'S A TOOL

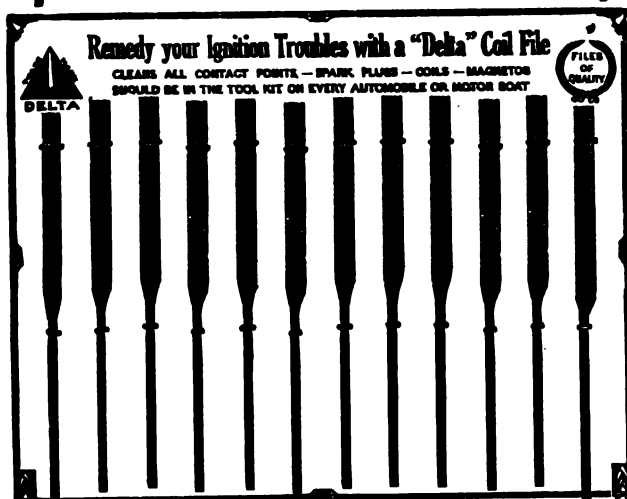


Will Please Your Customers

Needs Only to be
Displayed to Make
Sale

REMEDY Your IGNITION TROUBLES with

DELTA COIL FILE



**Cleans All Contact Points, Spark
Plugs, Coils, Magnetos**

*Should be in the Tool
Kit on Every Auto-
mobile or Motor Boat*

High Grade Files for Every Purpose



DELTA FILE WORKS

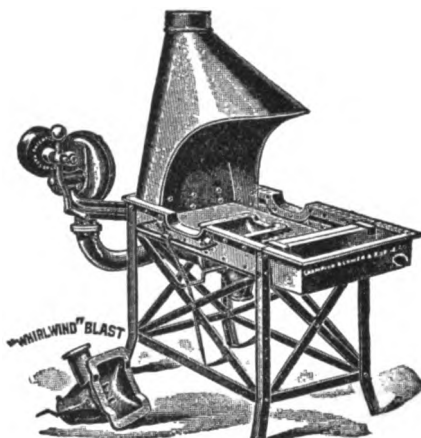
PHILADELPHIA, PA., U. S. A.



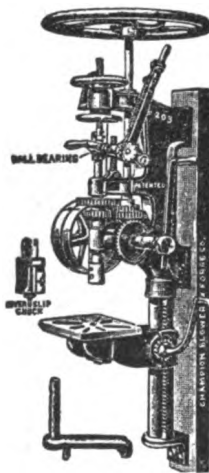
CHAMPION BLOWERS FORGES DRILLS



No. 400 Blower



No. 408 Forge



No. 203 Drill

CHAMPION TOOLS

Built for Service

Carried in Stock by all
Leading Jobbers

Write for 365-Page Cata-
logue



THE CHAMPION BLOWER AND FORGE CO.

Lancaster, Pennsylvania,
U. S. A.



How to buy a pair of pliers

2 — Cut a nail in two

Try this test with CEE TEE CO. Pliers; then with ordinary pliers:

Take an ordinary six-penny wire nail. Try to cut it in two.

See how clean the CEE TEE CO. Pliers cut—and how easily.

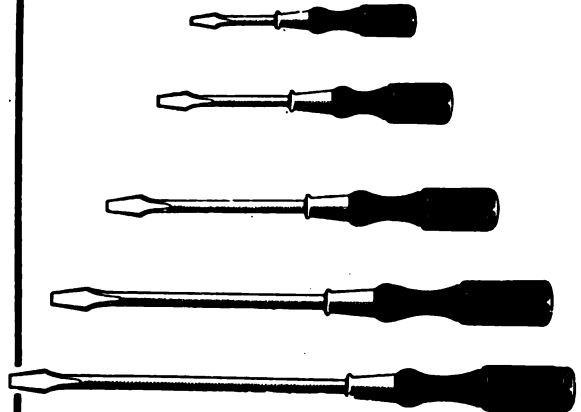
You can't "spring" a pair of CEE TEE CO. Pliers, because every part is milled to fit so perfectly. Try this test with ordinary pliers — chances are you will spring the cutters apart without cutting the nail.

Your jobber has CEE TEE CO. Pliers.

CRESCENT TOOL CO.,
Jamestown, N. Y.

Crescent
TOOLS

Stanley
Tools



"HURWOOD" Screw Drivers

**Unsurpassed for
Strength and
Durability**

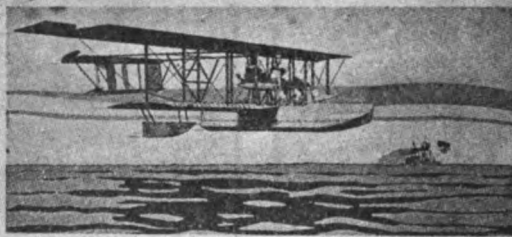
Blade, Shank and Head are one piece of special steel. Two patented projecting wings under the head together with a rivet which passes through the ferrule, handle and shank, securely fastens the Blade in the Handle, preventing its turning.

The Blades are finely tempered and well finished.

The Handles are polished and stained black.

Many styles and sizes from which to select your stock.

Manufactured by
STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



When Life Hangs by a Thread!

FAR out at sea! Battling against wind, fog and storm! Every second a moment of peril!

With face tense, the aviator listens to the whirr of the speeding aeroplane motor—listens for the sound that would tell him in a flash of some slight inaccuracy of adjustment—slight, yet perhaps sufficient to turn success into failure and possible disaster.

But the flying man's apprehension is tempered by the knowledge of the wonderful progress made by present-day mechanics.

For the mechanic of today performs the delicate operations of fitting together engine and machinery parts with Clover Grinding and Lapping Compound. He is enabled to produce work of unfailing accuracy because the patented solidified oil and abrasive formula of Clover successfully meets every condition of grinding, lapping, surfacing and polishing—and Clover is always uniform.

Clover-fitted engines and machinery are enabling man to conquer time, space and distance. Clover is the modern factor in mechanical progress.

Clover Compound is Standard throughout the World. Over 3,000,000 cases sold in 1918. Made in 7 grades from extremely fine to extremely coarse—a grade for every mechanical purpose. Used in garages, machine shops, tool rooms and factories. Used for general grinding, lapping, surfacing and polishing work on automobiles, airplanes, tractor, motor boat and ship engines, locomotives and stationary engines; gas, air and steam fittings, flaps, dies, gauges, etc., and on general machinery of every description. For sale at hardware and automotive equipment dealers and jobbers everywhere.

Send for sample and interesting Clover booklet
CLOVER MANUFACTURING COMPANY
 301 MAIN STREET, NORWALK, CONN., U. S. A.
 San Francisco Branch, 554 Howard Street

CLOVER

Grinding and Lapping Compounds



4-oz. Duplex Cans for Valve-Grinding

This is the famous handy package on which Clover won its reputation as the world's best valve grinding compound. Last year, half a million people bought 2,000,000 of these Duplex Cans. Motor engine valves ground with Clover seal better, produce greater power and last longer.



Sample on request

Pound Cans for the Shop

Made in 7 grades—a grade for every use. The toolmaker will appreciate Clover as the best lapping compound he has ever used. The garage mechanic will find that our Grade D works faster and gives better results than anything else. Clover will positively remain uniform throughout every lapping operation—it is the only compound which can be used successfully with a power-driven tool.



Sample on request

CAUTION: Avoid inferior grinding and lapping compounds. They cannot possibly give satisfaction. They waste your time and money.

THIS IS THE SECOND ADVERTISEMENT OF THE

CLOVER

National Advertising, 1919-1920

This ad is appearing in The Literary Digest, Collier's Weekly and The American Magazine

CLOVER MFG. CO.

70 MAIN STREET

NORWALK, CONN.

Chicago Branch: 603 West Adams Street.

San Francisco Branch: 553 Howard Street



The oldest manufacturers

Your customers know there is a logical reason for the better and cheaper blasting results of Giant Powders. They have been improved and developed longer than any other dynamite or powder made in this country.

In 1866 the first Giant laboratory was built in the present Golden Gate Park. Today, with our chain of great plants and magazine stocks throughout the entire West, we can serve you with Giant Powders.

There is a good profit in every sale of Giant Farm Powder. Its use leads to improvements, permits the use of intensive tillage methods and develops your farm machine market. More than 3000 merchants are selling Giant Powder in constantly increasing quantities. These merchants have found that sales of Giant Farm Powders bring repeat orders. Farmers who once use them always come back for more. Dealers who have been selling only the ordinary dynamites find that their sales increase rapidly as soon as they stock the Giant brands.

Write for information regarding the ways in which we help Giant dealers to sell more Powder.

The Giant Powder Co., Con., San Francisco

First National Bank Building

"Everything for Blasting"

Branch Offices: Denver, Portland, Salt Lake City, Seattle, Spokane.

EXPLOSIVES

PHOENIX HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

Phoenix Shoes are Kept in Stock by the Following Houses

Boise, Idaho.....Northrop Hardware Co.
Butte, Montana.....Montana Hardware Co.
Fresno, California.....Inland Iron Co.
Hamilton, Montana....The Valley Mercantile Co.
Los Angeles, Calif.—

W. T. McFie Supply Company
Percival Iron Company
Waterhouse & Lester Company

Ogden, Utah.....Geo. A. Lowe Company

Portland, Oregon—

Northwestern Hardware & Steel Co.
J. E. Haseltine Company

Pocatello, Idaho..Salt Lake Hardware Company
Sacramento, Calif.....Schaw-Batcher Company
San Francisco, Calif.—

Baker, Hamilton & Pacific Company
Scovel Iron Store Company
Spotswood-Heifer Company
Taylor-Spotswood Hardware Company
Waterhouse & Lester Company

Salt Lake City, Utah....Salt Lake Hardware Co.

Seattle, Washington.....Gray Brothers

Spokane, Washington..Holley-Mason Hdwe. Co.

Tacoma, Washington.....West Coast Wagon Co.

MANUFACTURED BY

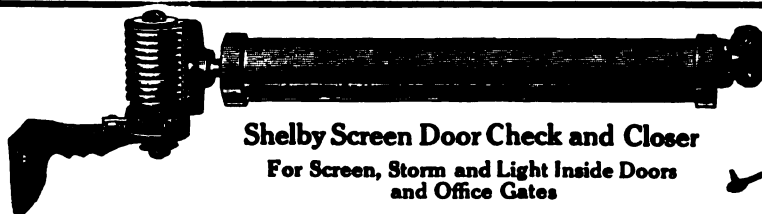
PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES

JOLIET, ILL., POUGHKEEPSIE, NEW YORK

SHELBY SCREEN DOOR HARDWARE



Shelby Screen Door Check and Closer
For Screen, Storm and Light Inside Doors
and Office Gates

**SHELBY
SCREEN DOOR
BRACES**



**GOOD TONIC
FOR SAGGING
SCREEN DOORS**

THE SHELBY SPRING HINGE CO.

POND HARDWARE SPECIALTY CO., Los Angeles, Cal.

SHELBY, OHIO, U. S. A.

← Coast Representatives → D. L. HERMAN, Seattle, Wash.

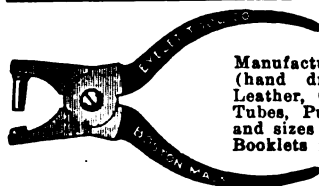
SAND'S PLUMBS AND LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

YOUR JOBBER CARRIES THEM

J. SAND & SONS - Detroit, Michigan

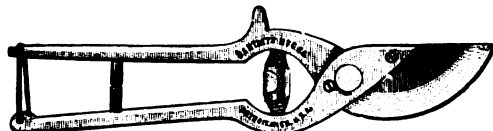


EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

**40 Lincoln Street
BOSTON - MASS.**

No. 999 SECATEUR



This hand pruner is modeled after a French tool. The handles are drop forged from open hearth steel and the blade stamped from crucible tool steel.

Its worth and quality are guaranteed to give satisfaction to both user and dealer.

BARTLETT MANUFACTURING CO.

36 E. Lafayette Ave., Detroit, Michigan

San Francisco Office: A. RANNIE, Agt., 693 Mission St.

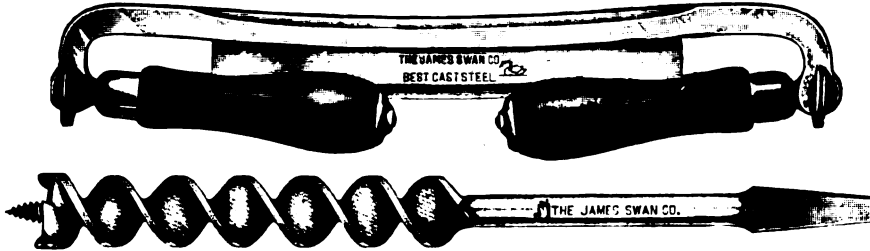
THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

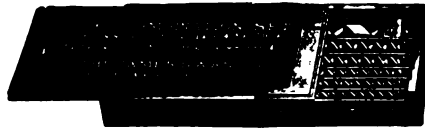
Bits
Augers



Chisels
Draw Knives



Nail Sets
Gimlets



Gouges
Screw Drivers

New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

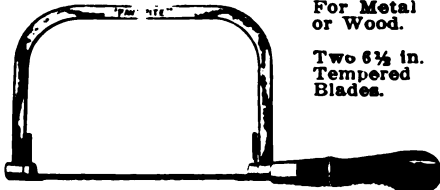
Sold by THOMSON-DIGGS COMPANY, Sacramento, California

THE BRIDGEPORT HDW. MFG. CORP.

BRIDGEPORT, CONN.

ADJUSTABLE COPING SAWS

Heavy Steel Frame



For Metal
or Wood.

Two 6½ in.
Tempered
Blades.

- No. 9 "Favorite" Nickel Plated and Buffed,
Hardwood Handle, Rubberoid Finish, doz. \$9.00
No. 9 "Leadall" N. P. only, Red Varnished
Handle, doz. \$8.00
No. 29 "Leadall" Bright Finish \$7.20

"LITTLE WONDER" MIDGET SCREW DRIVER



No. 42
Sizes—
1¼ In.
2 In.
3 In.

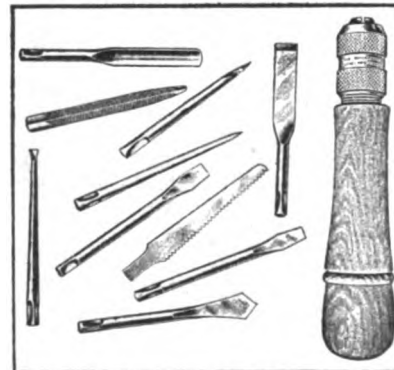
assortment
Polished
and
Tempered

No. 30 MATCHLESS ADJUSTABLE HACK SAW FRAME



Nickel and Buffed, Rubberoid Handle, packed
one in a box with 10-in. Hard Blade.
List Price, \$12.00 Dozen.

No. 200—7½ TOOL HANDLE LIST \$15.00 DOZEN



Heavy Chuck, Hard Jaws

Hand Polished, 10 Tools, 4 Inches

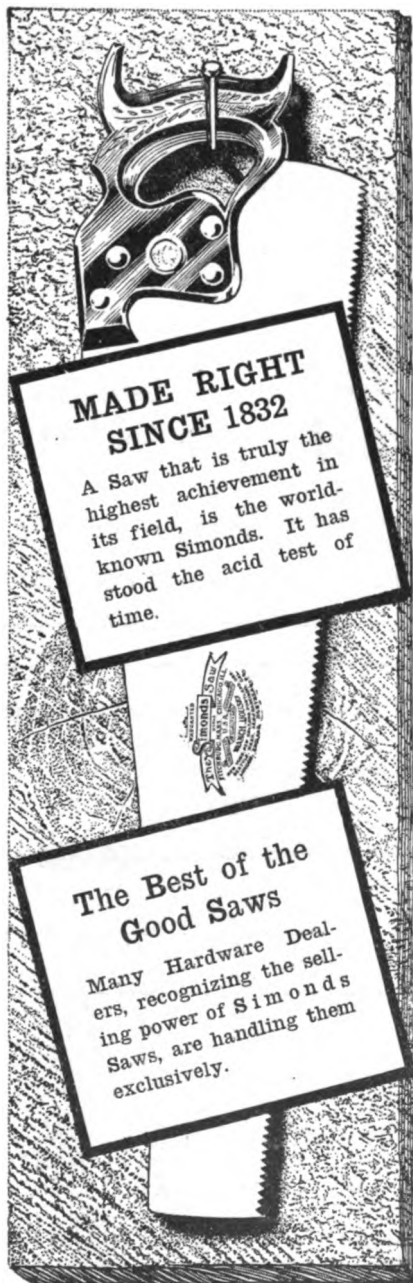
C. W. GAUSE CO.

Western Sales Agents

693 Mission Street

San Francisco, Cal.

SIMONDS SAWS



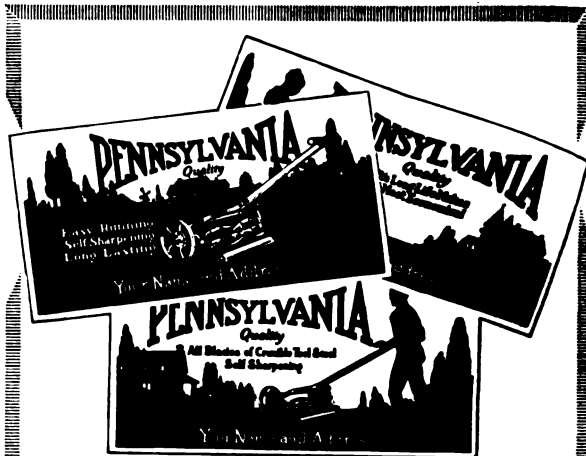
Write for Catalog and Prices

SIMONDS MANUFACTURING CO.

"The Saw Makers"

Portland, Oregon
San Francisco, Calif.

Seattle, Wash.
Vancouver, B. C.



Part of Our Sales Making Display

Hardware Men! Don't miss getting these new 1920, sales-making, attention-attracting business boosters—FREE!

Edition is limited. Send your name and address for imprinting, together with brands of the "PENNSYLVANIA" Quality Lawn Mower you carry.

We're creating many prospective customers for you right in your city with our National Advertising Campaign.

Take the first step to make sure they come to your store to buy—fill out the coupon, mail it now and reap the harvest of big sales in high-grade mowers this season.



Look for this mark
on the handle of all
"PENNSYLVANIA"
Quality Mowers.

Pennsylvania
Great
American
Continental
Pennsylvania
Jr.
Keystone
Shock
Absorber

Golf
Putting Greens
Horse
Pony
Undercut
Trimmer
Braun Grass
Catcher
Lawn Cleaner

Tear here

Please send me free—transportation prepaid:
Book of Ready-made Advertisements; Silhouette
Card Panels; Counter Books—"How to Care for
the Lawn"; Three Color Window Posters, 25x38
inches; Full Color Counter Slips of

(Give brand of "PENNSYLVANIA" Quality
Lawn Mowers you carry here)

Firm Name.....

St.....City or Town.....State.....



What Is a Dealer's Greatest Asset?

Customer-confidence — that feeling of faith which comes from the **dependability** and continuous trouble-free service of the

Corbin Duplex Coaster Brake

For the Corbin Duplex **makes good** alike for the dealer and the user. It is the most practical, most modernly designed coaster brake on the market, always embodying those fundamentally sound construction features that have for more than eighteen years made it the universal standard of efficiency.

The Corbin Duplex means a steady, profitable turnover for any dealer in highest quality accessories. We would be happy to give you full 1920 selling particulars.

And how about your share of the big 1920 Speedometer business? Corbin-Brown Speedometer for Motorcycles, Automobiles and Trucks, with their exclusive **Maximum Speed Hand** and **Luminous Dial**, offer a money-making connection you should lose no time in connecting up with.

CORBIN SCREW CORPORATION

American Hardware Corporation, Successor,
NEW BRITAIN, CONN.

Branches: New York Chicago Philadelphia



SAVAGE PROGRESS

We have always endeavored to embody in our fire-arms the latest modern designs, and improvements. Following this policy, we take pleasure in announcing that all our automatic pistols will be furnished hereafter with an improved hammer with a spur cocking lever.

The experience of the war has proved conclusively the necessity of being able to readily cock and uncock a pistol with the thumb of the hand that holds it. The United States Navy, in seeking a new pistol to adopt as its service arm, specified as one of its most important requirements that it should have a hammer or similar device to permit cocking and uncocking the pistol with the thumb of the hand that holds it.

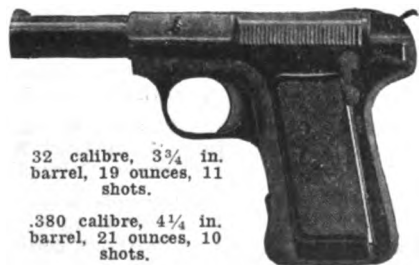
As the Savage has all the essential features of the best military pistols in miniature form, it has been decided to equip all pistols hereafter with an improved spur cocking lever.

SAVAGE ARMS CORPORATION

UTICA, N. Y.

Sharon, Pa. Detroit, Mich.

Executive and Export Offices:
50 Church St., New York City, N. Y.



32 calibre, 3 3/4 in.
barrel, 19 ounces, 11
shots.

.380 calibre, 4 1/4 in.
barrel, 21 ounces, 10
shots.

THE BRIER HILL STEEL COMPANY

YOUNGSTOWN, OHIO



MANUFACTURERS OF HIGH GRADE



OPEN HEARTH STEEL SHEETS and PLATES

BLUE ANNEALED SHEETS
1/4" to 16 Gauge

**BLACK AND GALVANIZED
SHEETS**
10 to 30 Gauge

CORRUGATED, V-CRIMP
And all kinds of Formed Roofings

SHEARED PLATES

For All Purposes

TANK—MARINE—BOILER

Still Bottom, Fire Box, etc.

7-64" to 2" in thickness
Widths ranging up to 120 inches

DISTRICT OFFICES:

359 Monadnock Bldg., San Francisco.
503 Dooly Bldg., Salt Lake City, Utah.

412 Ry Exch. Bldg., Kansas City, Mo.
204 Gibbs Bldg., San Antonio, Texas.

NEW YORK

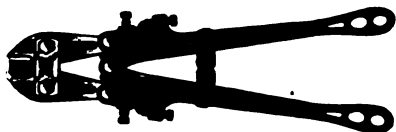
CHICAGO

PHILADELPHIA

CLEVELAND

NEW ORLEANS

PORTER'S New Easy Bolt Clippers



Are you handling the

10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives
will tell you why you should.

Address

Omer Cox	Jones & Cox,
Postal Telegraph Bldg.,	Newhouse Bldg.,
San Francisco, Cal.	Salt Lake City, Utah
Sands & Cox,	Turnbull & Cox
San Fernando Bldg.,	Inter State Trust Bldg.,
Los Angeles, Cal.	Denver, Colorado
Strimple & Cox,	Strimple & Cox
L. C. Smith Bldg.,	Corbett Bldg.,
Seattle, Wash.	Portland, Ore.

H. K. PORTER

Bolt Clipper Specialist

6 ASHLAND STREET, EVERETT, MASS.

The "PONY"

Is the very best Hand Machine that
money can buy, for setting Tubular
or Bifurcated Rivets



IT'S GUARANTEED

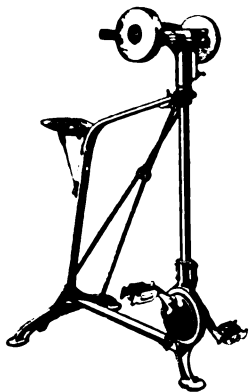
SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.

The Fastest Tool Sharpeners Made



The Hammer Grinder

pedals like a bicycle—worm gear drive—all-metal construction—dust-proof ball bearings. Head swivels, making the most awkward tool easy to sharpen. Two Dymo-Grit wheels. Every farmer needs a "Hammer."

LUTHER GRINDER MFG. CO. MILWAUKEE, WIS., U. S. A.
The Largest Makers of Farm Repair Tools in the World

Twenty-five times as fast as a grindstone without drawing the temper from the tool—that's the big reason why Luther Tool Sharpeners are so popular with all who use cutting tools.

The wonderful Dymo-Grit wheels, found exclusively on

Luther
TOOL GRINDERS

are the fastest grinding wheels known. They cut the steel instead of wearing it, as grindstones and emery wheels do. No pressure required—no water or oil to cool the tool.

Best Maide Grinders

Ask for catalog describing these quick-selling hand-power grinders. Their worm gears, tilting frames and ball bearings make them the ideal tool sharpeners. Especially good for wood-working tools.

Write for catalog and information concerning the complete line of Luther farm repair tools.



Stock this Mayhew Bit Extension

Your customers need this Mayhew Bit Extension—the most nearly perfect on the market.

The forged steel jaws completely close on the shank of the bit. A flexible connection between jaws and shank of the extension insures centering the bit. Sleeve runs on a quick-acting multiple thread. Extension will follow a $\frac{5}{8}$ " hole. Made in all lengths from 12" to 36".



"Every blow of the hammer repairs the steel"

Regular Mayhew quality. Meets a definite demand. It should be in your store.

At your jobber's—or

MAYHEW STEEL PRODUCTS, INC.
291 Broadway, New York

508 Mission Street
San Francisco

180 N. Market Street
Chicago

MAYHEW MADE TOOLS
ARE RIGHT

Built for Service

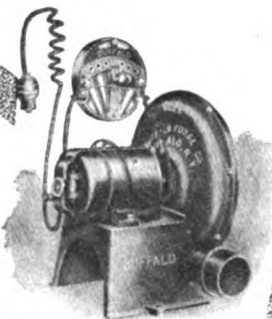
Blacksmiths and garagemen are determined to have the best that may be had in tools—their work today demands it.

Buffalo Forges, Drills, Blowers, Punches and Shears are backed by the critical test of over forty years. Each machine is designed to meet specific requirements. Dealers find the Buffalo line profitable sellers.

Write Dept. 37 for Complete Catalog

BUFFALO FORGE COMPANY
BUFFALO, NEW YORK

"Buffalo"



DISSTON SAWS AND TOOLS

THINK of the farms in this country—over six million of them, and every one equipped with saws and tools.

We are going after this farm business with all our heart. These farm papers—29 of them in all—are the evidence.

These journals have a combined circulation of 4,737,245.

Advertisements of Disston Saws and Tools appear in every one of these farm papers.

Think what a direct help to your farm business it is to have this immense audience of farmers interested in Disston Saws and Tools.

The already tremendous prestige of Disston Saws and Tools among farmers, as among all sorts of tool users, will show increasing results in your sales as this work goes on.

**HENRY
DISSTON
& SONS
Inc.**

Philadelphia
U. S. A.

Next month we
will tell you
of another
part of our
work—influencing the
boys of America to the use
of quality
saws and tools



"EASY EMPTYING" Grass Catchers

"Favorably known the world over" now made with

**Re-Inforced
Non-Slipping
Bottom**

**Rigid Light
Durable**

Many exclusive patented features and strong selling points explained in Catalog No. 20.

Write for it!

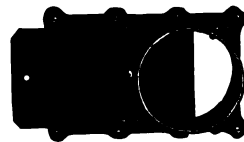


SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.	Baker, Hamilton & Pacific Co.
Union Hardware & Metal Co.	Honeyman Hdwe. Co.
Hoffman Hdwe. Co.	Jensen, King, Bird & Co.
Harper & Reynolds Co.	The Schaw-Batcher Co.
Failing-McCalman Co.	Schwabacher Hdwe. Co.
Marshall-Wells Hdwe. Co.	Seattle Hardware Co.
Holley-Mason Hdwe. Co.	The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.	

THE SPECIALTY MFG. CO., St. Paul, Minn., U.S.A.

BLAST GATES



We make these Blast Gates ourselves of the best material obtainable and they are absolutely the best and finest gate on the market.

These gates are used for closing pipes, supplying blast to furnaces, forges, boilers, etc.; for use in exhaust or blast pipe systems and various other ways.

Made in a large assortment of sizes.

Also steel and "Armco" ingot iron locked seamed pipe in light and heavy gauges.

Our prices are lowest—get them.

BERGER BROS. CO.
229-231 Arch Street, PHILADELPHIA



MANUFACTURERS

WOOD SCREWS

MACHINE SCREWS

CAP SCREWS

SET SCREWS

STOVE BOLTS

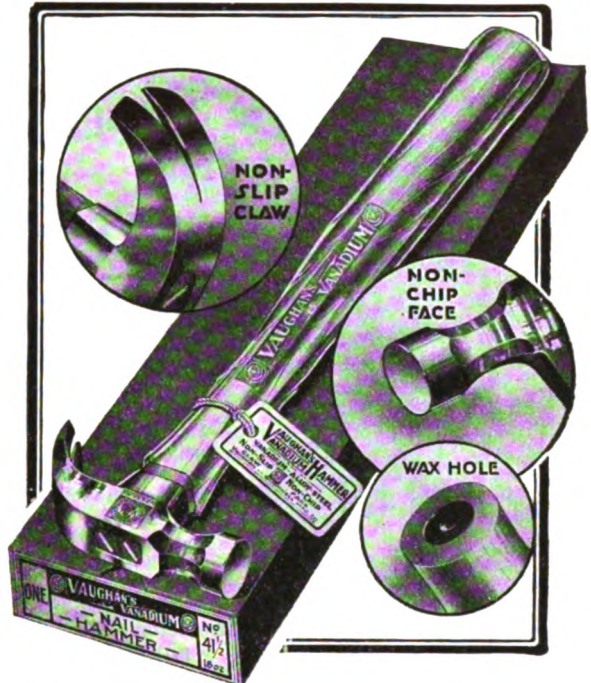
RIVETS

BURRS

NUTS

REED & PRINCE MFG. CO.

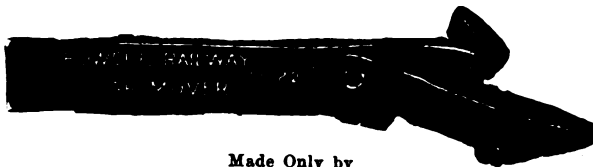
WORCESTER, MASS., U. S. A.

Vaughan's Vanadium Nail Hammers

No. 41, 20 oz.; 41½, 16 oz.; 42, 13 oz.; 42½, 10 oz.
Retail Price \$2.25 each.

VAUGHAN & BUSHNELL MFG. CO., CHICAGO

**Sold by All
Leading Jobbing and Supply Houses**



Made Only by

G. D. ROWELL & SON, Appleton, Wisconsin

Mayrant Conner, 693 Mission St., San Francisco, Pacific Coast Representative

Buy a

SAMSON or ROWELL**Railway Car Mover**

And Have a

LITTLE SWITCH ENGINE

OR

YOUR OWN**PRICE EACH, \$5.00****"LENOX"****HACK SAWS****BAND SAWS**

AMERICAN SAW & MANUFACTURING CO.
SPRINGFIELD, MASSACHUSETTS U. S. A.



Sell the Car Mover That Moves

- that Moves the Cars Easily.
- that Moves off Your Hands Quickly.

NEW BADGER
SLIP-PROOF SAFETY SPURS

CAR MOVER

sells on sight—we allow you to sell it on a no-money-in-advance, try-out basis that breeds confidence, gets the order and rarely comes back.

ASK ABOUT OUR SELLING PLAN!

—It's framed to sell the Goods for you—to keep you selling more.

Something you want Write Today

ADVANCE CAR MOVER CO.
Appleton, Wis.

Pacific Coast Representative
M. G. HAINES
950 Mission St
San Francisco



Smooth Operating— and Dependable

Satisfaction to yourself as a dealer and to your customer as a user is what you get when you handle ALLLITH-PROUTY Garage Door Hardware. Your customers secure years' of service and protection—quick, smooth operating, and dependable Garage doors.

We illustrate above the 4-door type of Garage Door in which the doors are hinged together in pairs and slide and fold right and left. These doors fit perfectly into the door opening, are secure against sagging and are absolutely weather tight.

We make a complete line of Garage Door Hardware suited to practically any requirement or demand made upon you.

Write us for our catalogue No. 90

ALLLITH-PROUTY CO. Hardware Manufacturers

Department 129

DANVILLE,

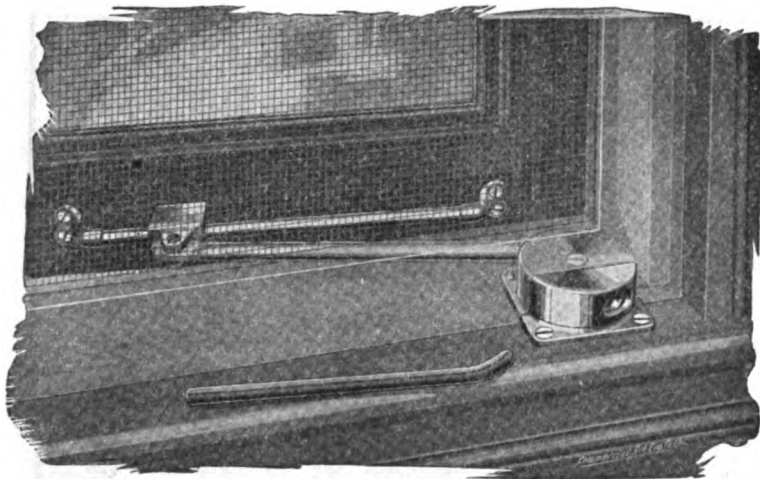
ILLINOIS

Door Hangers
and Tracks,
Fire Door Hardware,
Garage Door
Hardware

Overhead Carriers
Hardware
Specialties,
Spring Hinges,
Rolling Ladders



Satisfaction
in
Hardware



Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

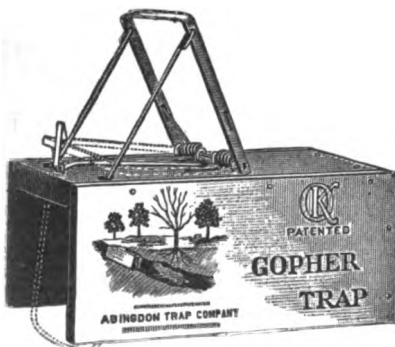
For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.
136 W. Lake Street, Chicago



**EASY TO GET RID OF THE
POCKET GOPHER WITH THE
O. K. GOPHER TRAP**

**SURE TO CATCH AND SURE TO
HOLD**

Manufactured by
The Abingdon Trap Co.
Abingdon, Illinois, U. S. A.

**FOR SALE BY LEADING JOB-
BERS THROUGHOUT THE WEST**



THE TRAP THAT TAKES THE GO OUT OF GOPHER

FOR QUALITY, SERVICE AND SATISFACTION, BUY

"BUFFALO"



Trade Mark Reg. U. S. Pat. Off.

WIRE CLOTH

It's made in all grades and meshes, in steel, galvanized, copper, brass, bronze and many other metals, to suit all requirements.

Large stock of standard grades always carried for immediate shipment.

Specialists in wire products for fifty years, we are in position to guarantee Quality, Service and Satisfaction from every "BUFFALO" Wire Product.

Catalog No. 8AF, fully illustrating and describing our entire line, mailed gratis upon request.



A yellow tag like this, with the imprint of the "BUFFALO" on it, is attached to every roll or piece of genuine "BUFFALO" Wire Cloth. It is the sign of Quality, Service and Satisfaction.

BUFFALO WIRE WORKS COMPANY

Formerly Scheeler's Sons

524 TERRACE - BUFFALO, N. Y., U. S. A.

SAGER CHEMICAL PROCESS AXES

AND

BULL DOG LOGGING TOOLS

Recognized all over the
United States as the
BEST money and skill
can produce

WRITE FOR CATALOGUE



WARREN AXE & TOOL CO. WARREN, PA. U. S. A.
DAILY CAPACITY 3500 AXES AND LOGGING TOOLS

THEY DON'T SCRATCH—THEY CUT



STERLING HACK SAW BLADES

Manufactured by **DIAMOND SAW & STAMPING WORKS, Buffalo, New York**

CALDWELL SALES CO., Pacific Coast Representatives, Seattle—San Francisco—Los Angeles

GILSON GARDEN TOOLS

GILSON WEEDER—LIBERTY CULTIVATOR

The Gilson Line offers a profit-making opportunity to the dealer and jobber who appreciate modern garden tools of unquestioned quality—tools that have made good—including Hand and Wheel Cultivators, Weeders, Lawn Edge Trimmers, Dandelion Diggers, etc.

Write for Samples and Booklet.

J. E. GILSON CO., Port Washington, Wisconsin

JOHN KEGLEY,
Western Representative,
Lankershim, Cal.

THOS. M. GARDINER,
Oregon and Washington
Representative, P. O. Box
299, San Francisco.



Goods Made by  are Made to Please

You Sell Them on Sight

because your customers will appreciate these good points in the

Kees Screen Hangers



No extra cost—screws furnished.
No fumbling—patented guide-flange prevents that.
No rust—Japanned pressed steel.
No makeshift—holds rigidly secure.
Not expensive—cost no more than others.

SUPERIOR IN EVERY DETAIL

to the ordinary kind and Mr. Buyer can see it with the use of our display set. Stock them today and watch the profits grow with each satisfied customer. Sold by most Hardware Jobbers, or write for Free Samples and Prices to Department 50.



F.D. Kees Mfg. Co. Beatrice, Nebr.

The Auto-Wheel Coaster Arouses Nation-Wide Interest



From Maine to California the Auto-Wheel Coaster is the favorite boy's wagon. Our contest brought inquiries from and made sales in every state in the Union.

The great demand for the

Auto-Wheel Coaster and Auto-Wheel Roadster increases—and each sale registers a net profit for the local dealer.

We clinch the sales for local dealers by sending every prospect to them to buy—and then urge every Auto-Wheel owner to organize an Auto-Wheel Club, so as to bring more customers to you. We furnish the boy club member with CAPS and send a FREE FELT PENNANT to every boy who answers our advertisements.

If you would like to have a share of this business, write for details of our follow-up plan today. We'll be glad to send it, for we know that you will appreciate the help in making sales.



THE BUFFALO SLED CO.

Department A N. Tonawanda, N. Y.

Factories: N. Tonawanda, N. Y.

In Canada, Preston, Ont.

New York Office, 108 Chambers St.
Seattle Office, 214 Maritime Bldg.



Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD

CLOTHES LINES

SOLID BRAIDED ROPE

SHADE CORD

MASONS' LINES

CHALK LINES

Send for catalogue and samples.

Samson Cordage Works

BOSTON, MASSACHUSETTS

ATLAS 10 Cent Fly Swatter

This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best every sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

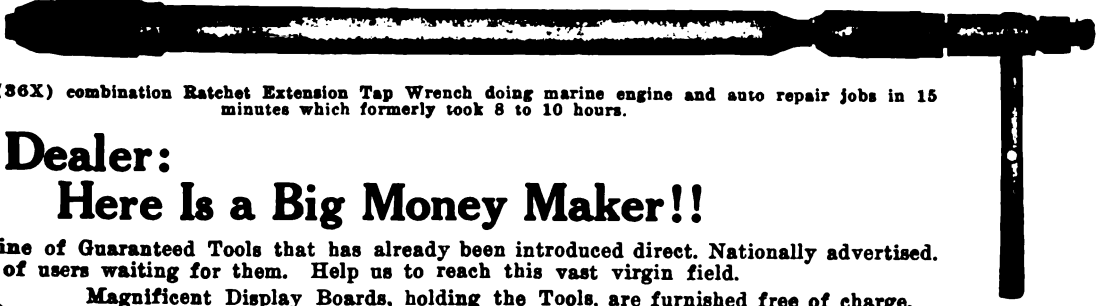
Atlas Mfg. Co.

NEW HAVEN, CONN.

HUGHSON & MERTON

Pacific Coast Agents
San Francisco, Los Angeles





Our 18" (36X) combination Ratchet Extension Tap Wrench doing marine engine and auto repair jobs in 15 minutes which formerly took 8 to 10 hours.

Mr. Dealer:

Here Is a Big Money Maker!!

A Line of Guaranteed Tools that has already been introduced direct. Nationally advertised. Millions of users waiting for them. Help us to reach this vast virgin field.

Magnificent Display Boards, holding the Tools, are furnished free of charge.

Order through your Jobber or Direct

Write for Proposition



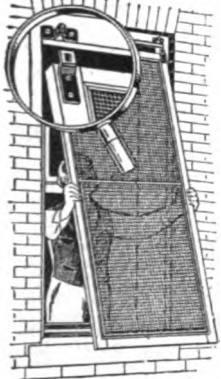
ALERT TOOL CO.

237-241 North 6th Street

Philadelphia, Pa.

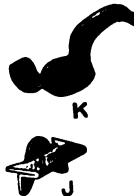
Give Them PHENIX QUALITY

In Screen and Storm Sash Hangers and Fasteners

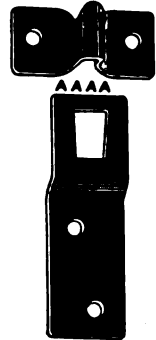


Phenix Storm Sash Hangers and Fasteners are simplest, handiest, easiest applied, most efficient—that's why they sell best. New improvements put them in a class of their own. Write today for Catalog showing full Phenix line. Samples free.

Sold by all leading jobbers of the Northwest



No. 30 Fastener



SSS

PHENIX MFG. CO., 038 Center St., Milwaukee, Wis.

No. 114 Hanger

There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

**Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers**

of all descriptions. Round and Square, Plain or Galvanized.

**Annealed Rivet Burrs Fellow Plates
Sheared and Punched Plates**

PROMPT SHIPMENTS

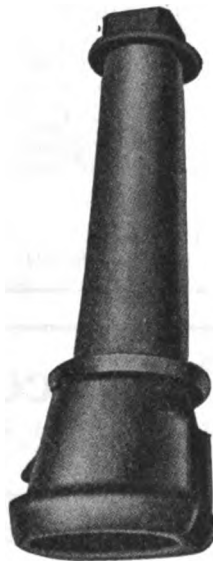
Wrought Washer Mfg. Co.
Milwaukee, Wis.

Coast Representatives,

HUGHSON & MERTON, Inc.

San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.;
Seattle, Wash.; Denver, Colo.

Gray Iron Castings



Capacity production enables us to supply the Hardware Trade with a full and complete line of Farm Wagon and D V Skeins, in all sizes.

Can also furnish reach plates, rub irons, brake shoes and other gray cast iron parts.

All orders cared for promptly.

Specifications and quotations on request.

Kentucky Wagon Mfg. Co.

Incorporated

Louisville, Kentucky



Will You Supply The Demand We Create?

Fourteen leading Sportsmen's and Outer's magazines are carrying big space ads telling the "clean gun" story of

PYRAMID SOLVENT

the new Nitro Solvent that dissolves residue of smokeless powder and loosens metal fouling without danger of injuring the firearm. Pyramid Solvent is a "quality" product like 3-in-One Oil. The same energy and merchandising skill that made 3-in-One the best known of all oils, now puts Pyramid Solvent in the same easy selling class. Yours will be the profit—a good generous profit. Get it.

Pyramid Solvent retails at 30¢ for a 3-ounce convenient flat can. "Pyramid Your Profits"—Order from your Jobber today
Three-in-One Oil Co., 165 KZP, Bdway, New York City

C213a

HAY-BUDDEN Solid Forged ANVILS



Entire top being in one piece of high-grade forged steel, makes a loose face impossible.

For over a quarter of a century, the name of "Hay-Budden" in connection with anvils has stood for perfection. The first Wrought Anvil Makers in America. Anvils made from the best American wrought iron and steel and sold by all the leading hardware jobbers.

WESTERN SALES REPRESENTATIVES

Omer Cox, Postal Telegraph Bldg., San Francisco, Cal.
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Jones & Cox, Newhouse Building, Salt Lake City, Utah
Turnbull & Cox, Inter State Trust Building, Denver, Col.

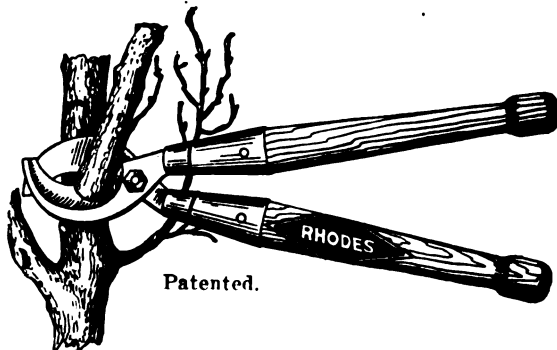
RHODES Double Cut Pruning Shears IN USE THROUGHOUT THE WORLD

The finest cutting and best made pruner on the market and the only one that cuts from both sides of the limb and does not bruise the bark. Made in all styles and sizes.

They are advertised in all the leading journals throughout the country and will prove a profitable line for you to handle. All goods delivered.

Send for circular and trade discounts.

RHODES MFG. CO.
515 S. DIVISION AV., GRAND RAPIDS, MICH.



"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



peditions than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by **THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.**

Enquire of Your Hardware Jobbers, or Write Us Direct.

Supplied in Sets

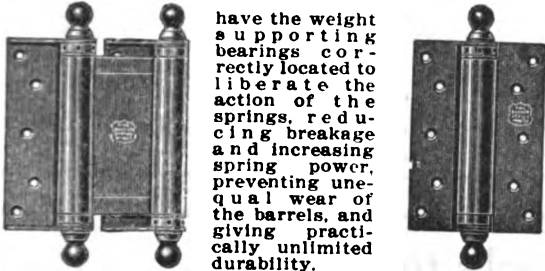
Write for Catalogue

Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expensive than other bits.

ONLY BOMMER

DOUBLE ACTING SPRING BUTT HINGES

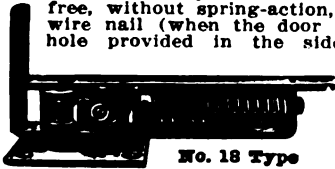


have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.

Bommer Floor Surface Spring Hinge

Has Release and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

BOMMER SPRING HINGE COMPANY, Mfrs. - Brooklyn, N. Y.

McCAFFREY
FILE CO.
Philadelphia



"Highest Award (Medal of Honor) for FILES and RA SPS, Panama-Pacific International Exposition, San Francisco."

Established 1863

LUFKIN

TAPES and RULES ACCURATE

NEW YORK **THE LUFKIN RULE CO.** SAGINAW, MICH.

"STAR" Expansion Bolts

ALL THE NAME IMPLIES

Also: Sebco Screw Anchors
Sebco Toggle Bolts
Sebco Concrete Inserts
Sebco Star Drills
Sebco Cold Chisels
Sebco Cable Clamps

STAR EXPANSION BOLT CO.

Trade "SEBCO" Mark

STOCKS AT

147 Cedar Street
New York

120 West Lake Street
Chicago

OHLEN - BISHOP

CIRCULAR CROSSCUT BAND **SAWS** HAND COMPASS BUTCHER

TOOLS AND TROWELS

—Made by—

THE OHLEN-BISHOP CO.

The Master Saw Makers

Lawrenceburg, Ind. Columbus, Ohio, U. S. A.

Western Trade Supplied Thru Branches at

San Francisco, Cal.

Portland, Ore.

Rogers Wire Works, Inc.

MANUFACTURERS

ROGERS BRAND

WINDOW SCREEN WIRE CLOTH
BLACK, GALVANIZED AND COPPER

Main Office and Works, Belleville, N. J.

SALES AGENTS:

Caldwell Sales Co... 320 Market St., San Francisco, Cal.
E. G. Grant Co... 7902 Sycamore St., New Orleans, La.
Clifford H. Adams... 18 Drayton St., Savannah, Ga.
B. H. Vogel... Orlando, Fla.

The Only Wrought Iron Anvil Manufactured in the United States



The body is made of wrought iron, the face of highest grade crucible cast steel.

The COLUMBUS ANVIL & FORGING CO.
Columbus, Ohio

Are you selling enough razors? We send you this handsome metal display case free with your first order of Genco Razors.

Write Today



Genco
RAZORS

GENEVA CUTLERY COMPANY

157 Gates Ave., Geneva, N. Y.

Largest manufacturers in the world of high grade razors

Sells to Every
Belt User

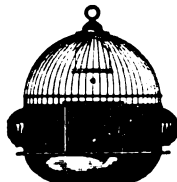
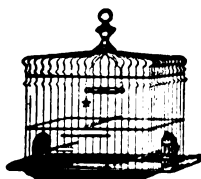


Your market for Blue Ribbon Belt Dressing is limited only by the number of belt users in your vicinity. The quality of the Dressing is high enough to suit the most discriminating purchaser. Ask your wholesaler for it or write for prices and samples.

THE JOBBER'S MFG. CO. 327 S. LA SALLE ST. CHICAGO, ILL.

O. LINDEMANN & CO.

35 and 37 Wooster St., New York Established 1863



Manufacturers of JAPANNED, BRASS and
TINNED WIRE

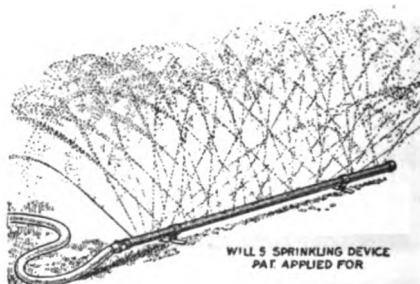
Bird Cages and Cage Sundries

A. L. Conger Co., 731 Market Street, San Francisco, Cal.
Representative for California

T. D. McLean, L. C. Smith Building, Seattle Wash.,
Representative for Washington, Oregon, Idaho,
Utah, Montana and British Columbia.

Will's Scientific Sprinkler

FOR LAWNS AND GARDENS



"There's a Reason Why This Business Increased 100 Per Cent in 1918"

Three Superior Qualities
Durability—Efficiency—Cheapness

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid Standards—securely attached. No bending or breaking. Hose connection BEST made. The Spray is distributed equally, covering every space and corner.

Made in all Lengths, and to suit any pressure. Guaranteed for 10 years' service if properly cared for. Ask your Jobber or send direct to the Factory for our descriptive folder.

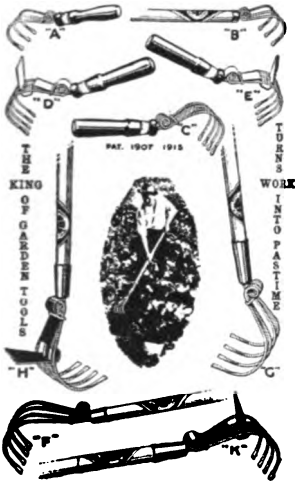
WILLS SPRINKLER CO.

607 CROCKER ST.

LOS ANGELES, CAL.

REICHARD'S Combination Spring-Tooth Magic Weeder Hoes

SAVE TIME AND STRENGTH



Strong in construction, light in weight. Quick sales.

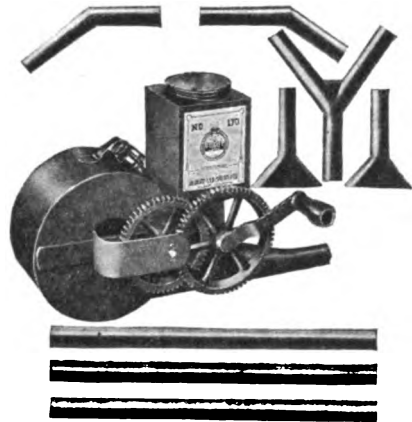
Styles and sizes for every requirement.

There is satisfaction and profit in handling the acknowledged "King of Garden Tools."

Send for Booklet and Prices.

Manufactured by
THE F. C. REICHARD MFG. CO.
Bangor, Pa., U. S. A.

The UTILITY DUSTER



No. 170

**CONSTRUCTION OF HEAVY TIN,
ENAMELED RED, WEIGHT 6 POUNDS**

Handles in dry form: Arsenate of Lead, Arsenate of Calcium, Paris Green or any combination. Gear-driven fan, $3\frac{1}{2} \times 6\frac{1}{2}$ " in size. Positive feed. Popular with the Cotton Grower.

Manufactured by
ALBERT LEA SPRAYER CO.
Albert Lea, Minn.

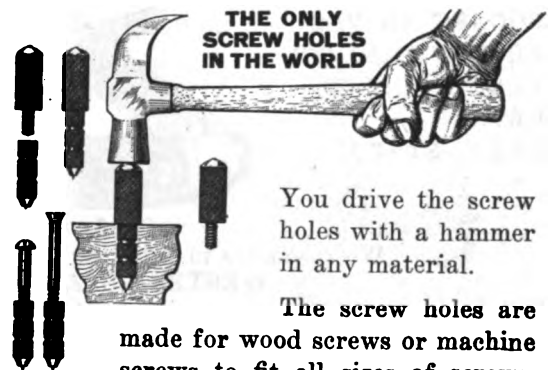
MYERS "HONOR BILT" PUMPS

We have built something more than just ordinary goodness into every Myers "Honor-Bilt" Hand or Power Pump. We have endowed them all with sound pump

knowledge put to practical use through such features as the Myers Glass Valve Seat, the Myers Cog Gear Head, the Myers Adjustable Base, the Myers Reversible Spout and many other improvements of similar nature which make the installation of Myers Pumps an easier job, reduce the power to operate them, and, above all, bring to the purchaser dependable long time pumping service. The aggressive dealer—the up-to-date pump man—the modern plumber does not question the Myers "Honor-Bilt" Standard of Quality. Ask your

Jobber or write us. Catalog and prices on request.

F. E. MYERS & BRO.
No. 42 4th St., Ashland, O.
Ashland Pump and Hay
Tool Works.



The screw holes are made for wood screws or machine screws to fit all sizes of screws. The head is removed and you leave a permanent screw hole.

The Stine Screw Holes Co.
Manufacturers
WATERBURY, CONN., U. S. A.

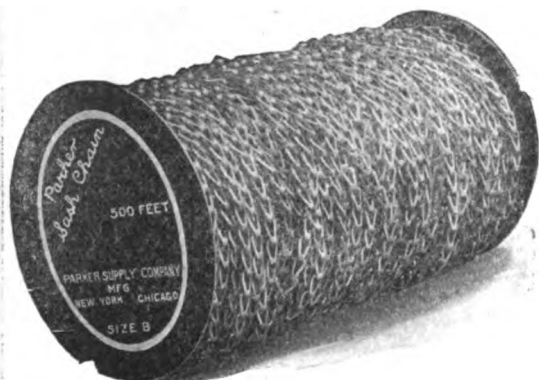
ONCE A SCREW
HOLE, ALWAYS
A SCREW HOLE

Department 46

THE BIGGEST
LITTLE THING
IN THE WORLD

Write at once for our handsome Color Card showing screw holes in various materials, which will be sent on request, together with samples and price list.

PARKER SASH CHAIN



has gained favor amongst users because—

The links are punched lengthwise with the grain, thus realizing the tensile strength. By this method, the fracture which is liable to occur by punching the links across the grain, is eliminated.

WRITE FOR SAMPLE CARD AND PRICES

PARKER SUPPLY CO.

MANUFACTURERS

784 East 135th St.

New York

Established



1899

THE GENUINE Hildebrandt Spinners and Flies

MADE ONLY BY

The John J. Hildebrandt Co.

Logansport, Indiana
Portland, Oregon

SEE THEM AT YOUR DEALERS

**POCKET KNIVES
BUTCHER KNIVES
PARING KNIVES
RAZORS
RAZOR STROPS**



California Stock Pattern

We specialize in Stock and Ranch Knives for the Western trade.

WESTERN STATES CUTLERY & MFG. CO.

Write for Samples and Prices

Mfgs. of Cutlery and Cutlery Products

BOULDER, COLO.

**SHEARS
SCISSORS
MANICURE GOODS
FLASHLIGHTS
FISHING TACKLE**

BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS,

122-124 N. Curtis St.,

Chicago, Illinois



BURNT IVORY BRAND Second Growth Hickory Handles

Special attention given orders for hand made Axe, Pick, Sledge and Hammer Handles.

IVORY HANDLE COMPANY
Hope, Arkansas

Nº30.

IVORY HANDLE CO.

ACCURACY-DEPENDABILITY-SAFETY-

That's why people who know insist

on

COLT'S

Firearms.

EVERYONE'S home needs real protection these days, and this need for home protection demands the accuracy and dependability of a **COLT** Automatic Pistol or Colt Revolver.

And now that people are able to procure the best, they naturally insist on a Colt. That makes a heavy demand upon the Colt factories, going at full speed ahead to catch up with civilian demands. Dealers should therefore place their orders at once for all future requirements.

Colt's Patent Fire Arms Mfg. Co.
Hartford, Conn.



HOPPE'S NITRO POWDER SOLVENT No. 9



For Cleaning High Power Rifles, Shot Guns and Fire Arms of all kinds. It will remove and prevent Rust in any climate. It will neutralize acid residue of smokeless powder and prevent corroding. Used by Army and Navy riflemen. Sold by Hardware and Sporting Goods Dealers.

FRANK A. HOPPE

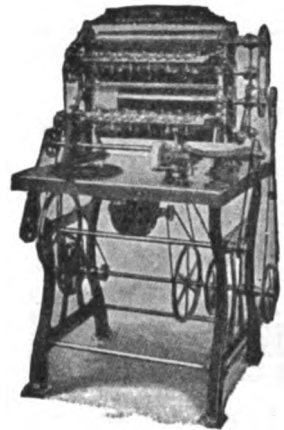
2314 No. 8th St.

Philadelphia, Pa.

700% Returns from Philadelphia

The Quaker City may be slow on some things, but they're right there with the "goods" when it comes to making money with the

Hatfield Complete Sharpening Machine



About four years ago a progressive Hardware Store there bought a Hatfield Machine.

Now instead of putting this machine in a dark corner they put it right in their Show Window.

Behold the crowds! They came—they saw—they brought in their dull safety razor blades to be sharpened.

That machine and a little "dodger" which they put in each package that went out of that store was all the advertising they did. Those sharpened blades did the rest.

They told us they cleaned up \$2,250 in one year.

No wonder men kept taking dull blades there. Some machine that Hatfield. Send for details.

HYFIELD MFG. COMPANY
21 WALKER STREET NEW YORK CITY

"PITTSBURGH PERFECT" WIRE NAILS

ALL
KINDS

BARBED WIRE

BALING WIRE

BALE TIES

"Pittsburgh Perfect" Electrically Welded
and
"Columbia" Hinge Joint

WIRE FENCING

AT RIGHT PRICES TO YOU

Carload shipments from Pittsburgh mills to all points on the Pacific Coast

MANUFACTURED BY

PITTSBURGH STEEL CO., SAN FRANCISCO, CAL.

A. C. RULOFSON CO., Sales Managers, 359-363 Monadnock Building

BRANCH OFFICES: 2113 L. C. Smith Bldg., Seattle, Wash.
1446 Malvern Ave., Los Angeles, Cal.

Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing:

Dunham, Carrigan & Hayden Co.,
San Francisco, Cal.
Northern California and Nevada.Whiton Hardware Company,
Seattle, Wash.
Washington and Eastern Oregon.

COBBLER SETS



LEADER
The Right Kind for You to
Handle

STAR HEEL PLATES



No. 4

FAST SELLERS
MADE IN 7 SIZES

SHOE STANDS & LASTS

THE
BEST
MADEOUR
PRICES
ARE
RIGHT,
TOO.

Empire
Guaranteed

WRITE FOR CATALOG NO. 15

STAR HEEL PLATE CO. (Louis Sacks, Inc.), 357 Wilson Ave., Newark, N. J.

Pacific Coast Representatives—J. J. Wirtner, W. F. Building, Room 605, 2d and Mission Streets, San Francisco, Cal. Utah and Idaho—E. C. Coffin & Co., 503 Dooly Building, Salt Lake City, Utah.

WAGNER Door Hangers and Tracks



Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade.

Write for catalog showing entire line.



Roller Bearings

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa.

1919 N. R. A. .22 CAL. COMPETITIONS

Like the Contests of previous years, result in victories for users of

Peters AMMUNITION

(The Original and only SEMI-SMOKELESS)

HIGH INDIVIDUAL SCORE 1999 x 2000

by Capt. T. K. LEE, of Birmingham, Ala. Keeping pace with his previous scores—WORLD'S RECORDS—4599 out of a possible 4600, and 2000 out of a possible 2000 points, all made with the **(P)** brand .22 Long Rifle Semi-Smokeless

INTER-MILITARY SCHOOL CHAMPIONSHIP

won by Culver Military Academy, Culver, Ind. Score 9832 x 10000, using Peters .22 Short Semi-Smokeless. This efficient shooting organization also annexed 2nd honors in the 1919 Astor Cup Match.

Semi-Smokeless Ammunition is an asset and a safe choice for any shooter who is jealous of his scores.

THE PETERS CARTRIDGE COMPANY - - Cincinnati, Ohio

BRANCHES: NEW YORK—SAN FRANCISCO

PACIFIC COAST BRANCH—585-87 HOWARD STREET, SAN FRANCISCO

MARSHALL-WELLS COMPANY, Portland-Spokane-Duluth-Winnipeg-Edmonton
HIBBARD, SPENCER, BARTLETT & CO., Chicago, Ill. SLOSS & BRITTAIN, Inc., San Francisco

IT'S "SOME GUN" OUT SELLS OUT SHOOTS OUTLASTS

All Others

Stock this National Advertised Gun today. Sales compelling placard on request.

WRITE

BENJAMIN AIR RIFLE MFG. CO.
611 N. Broadway

ST. LOUIS - MISSOURI

"THE BENJAMIN"

A REAL AIR RIFLE

This is the air rifle which is so much in demand by boys and men. It has the power, accuracy and reliability which makes an air rifle popular for target practice and small game hunting.

SALES

PROFITS

SATISFACTION

Order a sample gun today and give it a "tryout." Its shooting qualities will surprise you. If not satisfactory in every way return at our expense.

Pacific Coast Representatives: McDonald & Linforth, Call Bldg., San Francisco.

HARDWARE AGENTS WANTED



We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus.
O. J. CHILDS CO., Utica, N. Y.

THE BRAINERD LINE

MOST COMPLETE LINE OF CABINET
HARDWARE ON THE MARKET



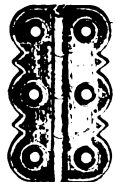
No. 699



LET US
HAVE
YOUR
ORDERS

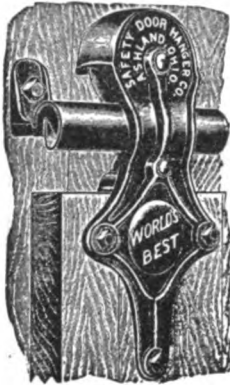


No. 698



No. 1170

THE BRAINERD MFG. CO., East Rochester, N. Y., U.S.A.



**YOU ARE RIGHT IN
RECOMMENDING
"WORLD'S BEST"
IN NAME AND FACT**

World's Best Tubular Track Barn, Factory and Warehouse Door Hanger

EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the Easiest Running Hanger on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you we will.

THE TOPPING MFG. CO.

For 18 Years Safety Door Hanger Co.

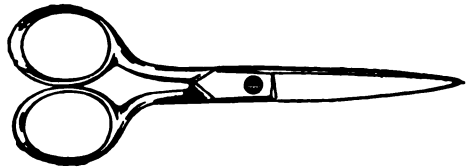
ASHLAND, OHIO, U. S. A.

"ATLAS" Shears and Scissors

**SHOULD BE IN THE STOCK OF
EVERY JOBBER IN AMERICA**

The wonderful Atlas Brands are the best values in popular priced cutlery. Years of experience, with improved machinery and methods, now enable us to offer the wholesale trade a wonderfully complete and up-to-date line of Shears and Scissors in all styles and sizes.

Our Counter Display Carded Assortments
sell Scissors for dealers very quickly.



Send for No. 18B Catalog.

We are prepared to make prompt shipments.

THE ATLAS SHEAR COMPANY

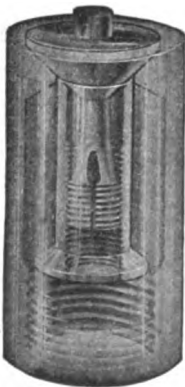
250 North Av., Bridgeport, Conn.

Represented by
JOHN T. BOWNTREE, Inc.
San Francisco, Los Angeles, Seattle, Salt Lake City and
Denver.

P
O
P
U
P
L
A
W
N
S
P
R
I
N
K
L
E
R



P
O
P
U
P
L
A
W
N
S
P
R
I
N
K
L
E
R



Closed

**Pop Up—Automatic Lawn Sprinkler In Operation On the
Grounds of the**

UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Made for half-inch connections. Has 25'-0" distribution with 75 pounds pressure. Made of non-corrosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill.

PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

or

AUTOMATIC LAWN SPRINKLER CO.

209 Scott Bldg., Salt Lake City, Utah



Open

ROCK-A-BYE NURSERY SPECIALTIES

The universal appeal of the many items in the Rock-a-Bye line has developed nation-wide sales. Advertising has created a demand among the families *right in your trade*.

The Rock-a-Bye items that you see in your territory have probably been purchased from us direct. For many mothers write in for Rock-a-Bye products when they see our advertisements in national publications.

We prefer for our dealers to make these sales. You can reap the profit of this fast-selling line by tying up with our advertising—by displaying Rock-a-Bye Specialties in your windows, and letting your trade know that you carry them. *See Your Jobber or Write Us.*

PERFECTION MFG. CO.,

Dept. W Leffingwell and Montgomery Sts.,
ST. LOUIS, MO.

WALKER No 18



SWING No 1

SWING No 2



BED

No 3

NURSERY SEAT

No 15

Rock-A-Bye



PLAY YARD No 4



Rock-A-Bye
HIGH CHAIR No 5



Rock-A-Bye
AUTO BED No 23

SWING No 19



JUMPER No 17



AUTO BED No 16



AUTO SEAT No 6



Best Selling Lamp in The World

Greatest advance in artificial lighting as applied to a sturdy portable lamp. Sold by 15,000 dealers. A big profit maker. No torch needed. Just use a match as with the old time oil lamp.

More Light Than 20 Oil Lamps

Gives a brilliant, steady, white light of 300 candle power, brighter than the brightest electric light, safer than the safest oil lamp—cheaper than candles.

The Coleman Quick-Lite

makes and burns its own gas from common gasoline. No wick to trim—no globes to wash. No dirt, grease, smoke or soot. No danger of fire or explosion. Fuel can't spill—no danger if tipped over. Quick-Lite lantern operates on same principle as the lamp.

THE COLEMAN LAMP COMPANY

Largest Manufacturers of Portable Lamps in the World
WICHITA ST. PAUL TOLEDO DALLAS
LOS ANGELES CHICAGO

More Than a Million in Use The Demand Still Growing

NORCROSS Hand Cultivators

are favorite tools.

In the three sizes—they fill practically every need in cultivating and weeding.

There is a Distinctiveness of Quality—Class—and Finish in a Norcross Tool, that stands out boldly and pulls easy sales. Well made—Durable—Handsome in appearance—they sell readily—at a good profit—and you can confidently recommend them.



ASK YOUR JOBBER ABOUT THIS PROFITABLE LINE

C. S. NORCROSS & SONS, Mfr's.
BUSHNELL, ILL., U. S. A.

We Solicit Your **IMPORT ORDERS** for
Alaska and Herrick Refrigerators

Blue Flame Oil Stoves Duplex Fireless Cookers
Ice Cream Freezers

We furnish and install complete Kitchen Equipment for Hotels, Institutions and Restaurants. Also **TILE** of every description. Let us work with you on your local prospects

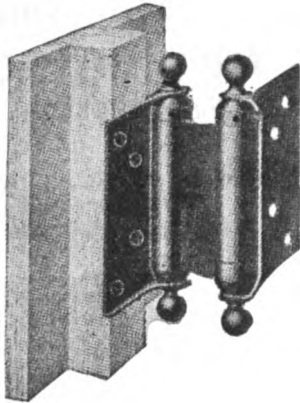
MANGRUM & OTTER, Inc. - SAN FRANCISCO

H. ROTH & SONS COMPANY

Specialty Hardware Jobbers

SAN FRANCISCO

The Lawson "NU" Spring Jamb Hinge



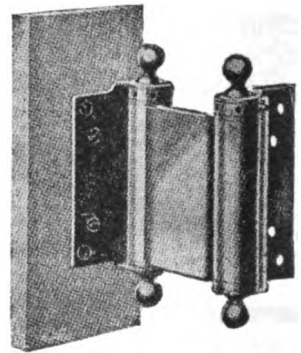
THE OLD WAY

No hanging strip required.
 More easily and more quickly applied.

Construction is stronger and better than any other spring hinge on the market.

It gives far more solid support fastened to the door jamb than if a hanging strip were used.

Approved by leading architects everywhere.



THE LAWSON WAY

ASK OUR SALESMAN

H. ROTH & SONS COMPANY

942-944 Mission Street

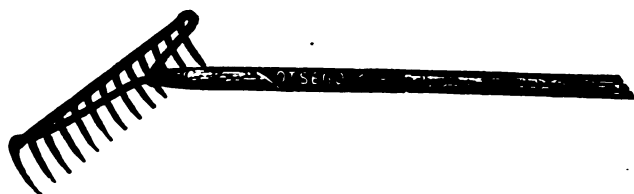
SAN FRANCISCO

STEEL GOODS

Otsego and Keystone Brands

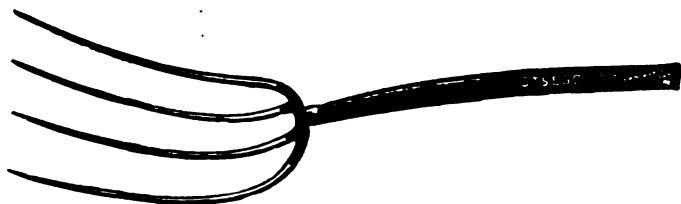
Otsego Brand Tools are strictly first grade and specially selected. Forged from extra quality crucible steel, oil tempered, polished hand finished and carefully tested. Handles are selected straight grain ash, polished, waxed and labeled. Ferrules are painted red. The Keystone Brand is the second selection of the Otsego factory.

Solid Socket Hoes



Steel Bow Rakes

English Digging Forks



Manure Forks

Header Forks



Owing to the present and probable future uncertain condition of the steel market, dealers will use good judgment in anticipating their wants for the season of 1920 as far ahead as possible.

Distributors for the Pacific Coast

DUNHAM, CARRIGAN & HAYDEN CO.

SAN FRANCISCO, CALIFORNIA, U. S. A.

Clover Leaf Manila Rope

PRIME CORDAGE REQUISITES

QUALITY
APPEARANCE
SERVICE

Clover Leaf Brand
Meets All the Foregoing



MANUFACTURED BY

The Portland Cordage Company
Portland, Oregon Seattle, Washington

GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY



INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

B. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.
539 Mission Street Nos. 61, 63, 65, 67 Fourth St. & Pine St.
SAN FRANCISCO, CAL. PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

TOOLS



A few mechanics' tools along with other hardware from a local jobber keeps the INVESTMENT down and SALES possibilities up.



Strevell-Paterson Hardware Co.
SALT LAKE CITY, UTAH

Wholesale Only

H-W-1



WE WISH TO THANK OUR
MANY FRIENDS AND
CUSTOMERS *for* THEIR
LIBERAL PATRONAGE
DURING *the* PAST YEAR
AND WISH THEM : :

*A Prosperous and
Happy New Year*



Honeyman Hardware Co.
Portland, Oregon

A. M. HOLTER
Hardware Company

Helena, Montana

—
Established 1867
—

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

HOLTER
Hardware Company

Spokane, Wash.

—
WHOLESALE
—

*High Grade Auto
Accessories*

Acme Paints
Monarch Ranges
Schuttler Wagons
Mill, Mining and
Logging Supplies

Sargent Hardware
Peninsular
Stoves
and Ranges
Diamond Tires

—
Prompt — Courteous Service



**ALWAYS
GIVES
GOOD
SERVICE**

Pioneer is as strong and sturdy as the Pioneers who delved for gold in '49.

31 years' experience are back of every roll of Pioneer.

Pioneer Roofing is a standardized building material that is specified and used all over the Pacific Coast.

**HOW ARE YOUR STOCKS OF
PIONEER ROOFING, INSULATING
AND BUILDING PAPERS, DEADENING
FELT AND SHEATHING PAPER**

WRITE FOR SAMPLES AND PRICES

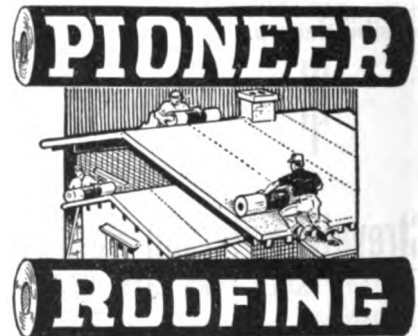
Since
1888

PIONEER PAPER CO.

Manufacturers

247-251 South Los Angeles St.

LOS ANGELES, CALIF.



NEW HAVEN SLUMBER STOPPER

ONE DAY ALARM

With Radium Dial and Hands

The radium material used on the dial and hands is of the highest quality and is guaranteed to last several years.



Height....5¾ inches
Dial.....3¾ inches

Bowed Glass.

Case is seamless brass, and with all outside fittings is highly polished and nickel plated.

3¾ inch bell metal gong on back.

Has silent switch on top for use when alarm is not wanted.

A RELIABLE ALARM CLOCK

MORGAN & ALLEN CO.

150 Post Street, San Francisco, California

The Schaw-Batcher Co.

SACRAMENTO, CAL.



WHOLESALE HARDWARE

Pipe and Fittings

Canton Steel

Ammunition

Sporting Goods

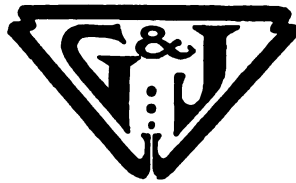
Blacksmith Supplies

Sargent & Co.

Builders' Hardware

Mill and Mining

Supplies



Tires

*I'll
say
that's
enough*

Cordially yours

Baker, Hamilton & Pacific Co.

7th, Townsend and King Streets

SAN FRANCISCO

HAMMOND LUMBER COMPANY

WHOLESALE HARDWARE

SPECIALIZING IN BUILDERS' HARDWARE

Sargents Locks and Hardware,
Nails, Bolts and Barbed Wire,
Beaver Board, Plaster Board,
Upson Board.

Galvanized and Painted Corrugated Iron,
Northwestern Expanded Metal Lath,
Composition Roofings, Screen Cloth,
Netting.

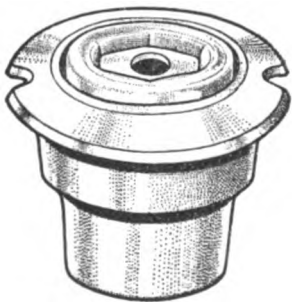
Full and complete lines of these materials stocked in carload quantities. We solicit your inquiries
Offices and Warehouses, Twentieth and Alameda Streets Los Angeles, California



MAKES STOVES LOOK LIKE NEW
Kills rust; prevents rusting; cleans
and polishes—all in one operation.
Superior Laboratories - Grand Rapids, Mich.

GENERAL SALES CORPORATION
Pacific Coast Representatives.
718 Mission St., 737 Terminal St.,
San Francisco Los Angeles
Seattle, Wash.

Thompson Adjustable Sprinkler Heads



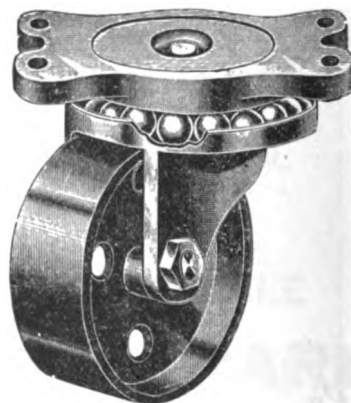
For Permanent Lawn Sprinkling systems
embody the utmost simplicity in construction
and efficiency in operation.

Made of brass and zinc,
Will last a lifetime

Write at once for folder or information
regarding sprinkling systems.

Thompson Manufacturing Company
East Eighth and Santa Fe Avenue,
LOS ANGELES

C A S T E R S



**WHEELS, WHEELBARROWS, STORE
AND FACTORY TRUCKS, CONCRETE
MIXERS, ETC.**

Have you our catalog?



San Francisco, Cal.

DO NOT DELAY

Placing Orders for **SPRING** and **SUMMER** Requirements

for if you do, you will be disappointed and lose many opportunities for **PROFIT MAKING**

We can give you **SERVICE** on Every Item in the **Hardware Line**

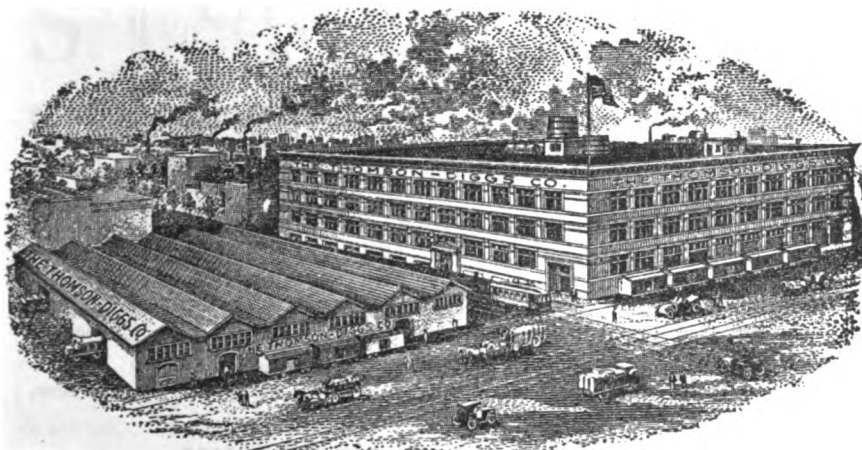
Our Stock of **Automotive Equipment** comprises everything used in the Up-to-Date Accessory Department or in the Garage

All of Our Merchandise is Dependable Quality and Priced Right

SALT LAKE CITY, UTAH *The Salt Lake* **Hardware Co.** **POCATELLO, IDAHO**

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



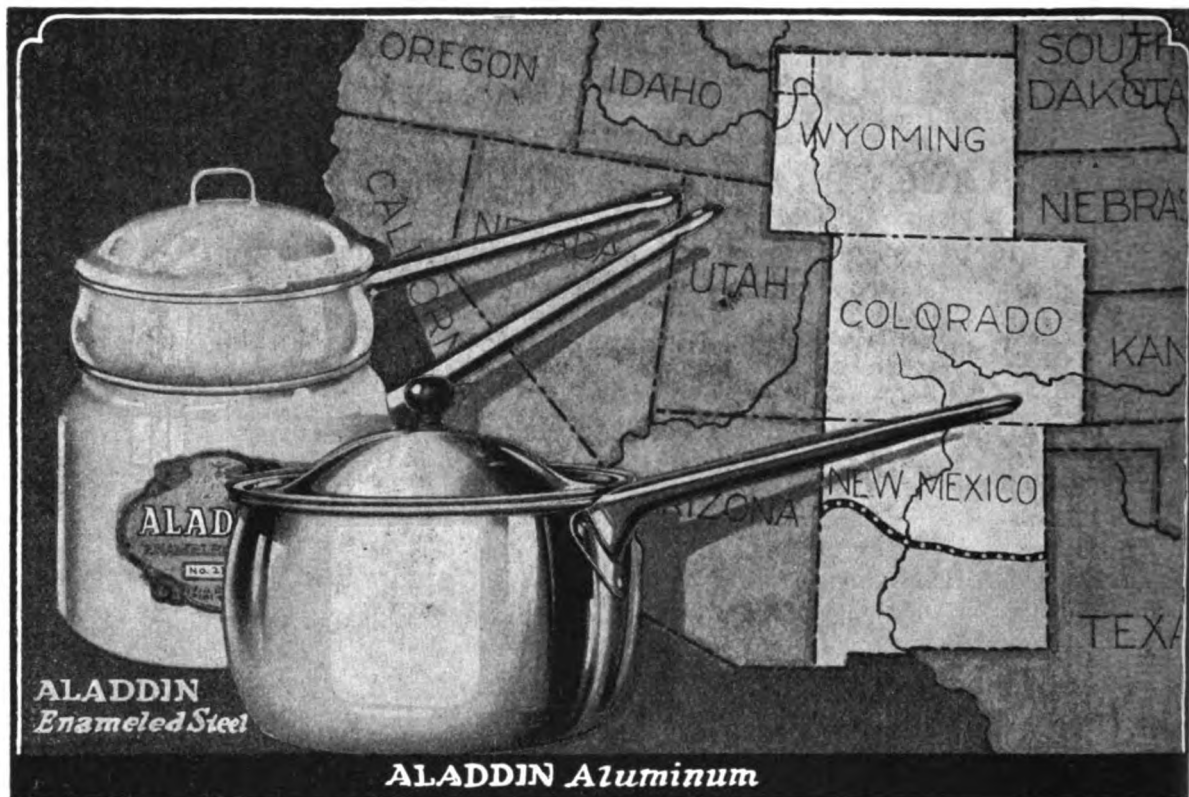
The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders



Announcement to Cooking Utensil Dealers

Within the states of Colorado, Wyoming and Northern New Mexico we offer to hardware, house furnishing, general and department stores the complete line of

A L A D D I N

Cooking Utensils

Aladdin Cooking Utensils are of the highest quality. Every Aladdin Enameled Steel utensil carries the big red label and the quality mark is stamped on the bottom of each Aladdin Aluminum utensil. They are quick sellers—made popular with housewives by the extensive, full-color, national advertising in the leading magazines.

These six *convenience features* identify the superior quality of Aladdin Cooking Utensils:

- | | |
|-----------------------------------------------|----------------------------------------|
| 1. Actual capacities by Government Standards. | 4. Smooth comfortable handles. |
| 2. Double Lipped Sauce Pans. | 5. Round easy-to-clean corners. |
| 3. Notched ears that keep bails cool. | 6. More pleasing and practical shapes. |

The white, glossy finish of Aladdin Enameled Steel and the silvery, shining lustre of Aladdin Aluminum quickly attract the eye of the customer.

Write for full particulars of this attractive new proposition today. Get your order in now. Liberal dealer help material furnished every dealer.

THE TRITCH HARDWARE COMPANY,

Jobbers in Hardware and Sporting Goods,

1648 to 1654
Arapahoe Street,
DENVER,
COLORADO.

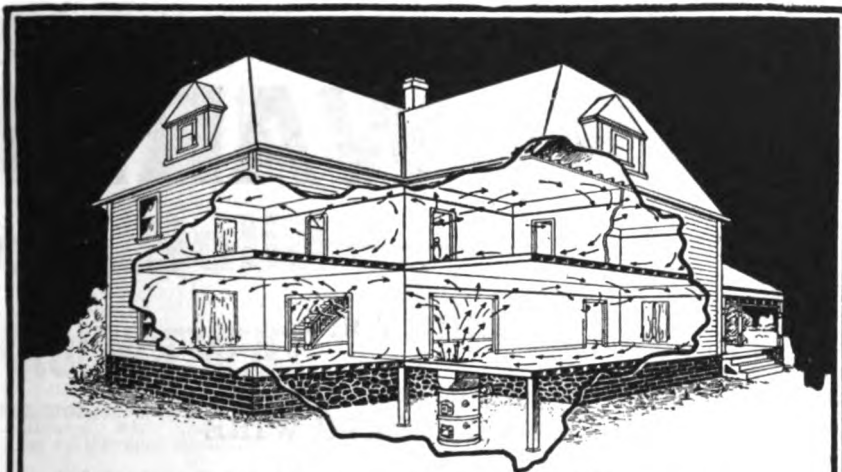


FRANK A. BARE,
President.
O. E. BARE,
Vice President.

QUAKER

P
I
P
E
L
E
S
S

F
U
R
N
A
C
E
S



Heat Your Entire House From One Register

SIMPLE — WARM — COMFORTABLE

Just this one large register. The hot air comes up through the center circle and the cold air goes down the other compartment between the circle and the border. It's right over the Quaker Pipeless Furnace.

More heat—and just where you want it—always ready. To warm that cold room, just open the door. The

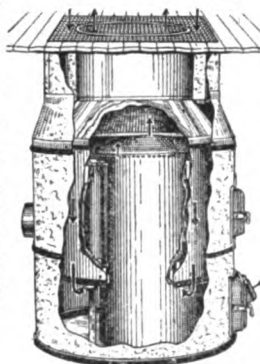
Quaker Pipeless Furnace

has no pipes, no bulky cold air returns. Your walls are not torn up, no cellar is too small.

Will burn any fuel. Particularly adapted to soft coal. Special humidifier keeps the air always moist.

The furnace is built of heavy boiler plate steel, no cemented joints to leak gas, dust or soot. Fire pot lined with high-test fire brick, capable of withstanding 3400 degrees of heat. An abundance of clean, pure warm air sent to every room. Simpler than a stove to operate, cleaner, more saving of fuel, and much more healthful.

Sends heat to every room in the house. Ventilates as well as heats. Changes and purifies the air to every room. Keeps the cellar cool for fruit and vegetable storage.



Arrows show direction
of air currents

A furnace of unusual merit, making it the most desirable agency obtainable in a line of business which is startling for its rapidity of growth.

WE HAVE A MOST ATTRACTIVE PROPOSITION FOR DEALERS

If we have no agency in your city we shall be pleased to hear from you

MARSHALL - WELLS CO.

Portland, Ore.

WHITON HARDWARE CO.

WHOLESALE

HARDWARE

DISTRIBUTORS

**AMERICAN WIRE FABRICS CO.'S
GALVANOID SCREEN WIRE**

**GILBERT & BENNETT'S
POULTRY NETTING**

PITTSBURG PERFECT FIELD FENCING

A STOCK OF NAILS

FOUR LARGE WAREHOUSES

**FULL OF GOODS THAT JUST NOW ARE HARD TO GET
ELSEWHERE**

GET WHAT YOU WANT WHEN YOU WANT IT

WE HAVE IT

SEATTLE

Offices and Salesrooms, 104-14 1st, South
Warehouses, 1919-21-23 1st, South
618 1st Avenue, South
1918 Utah Street
1743 Utah Street



MADE IN OHIO, U. S. A.

ALUMINUM

"Real Solid"

ANNOUNCEMENT

The **"REAL SOLID"** LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of

"REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidity and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS—Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the **"REAL SOLID"** Line the most complete on the market

Write Today and get our New Catalog just off the Press.

The Buckeye Aluminum Company
WOOSTER, OHIO



Three sizes of Pail
Four sizes of Can

Your Best
Customers
Already
Know
About
This Can
and Pail



In the leading magazines for years we have been showing them why Witt's Can and Pail outlast two ordinary cans; why they are 29 times stronger than plain steel; why the dog-proof lid keeps odors in, keeps dogs out.

The market is ready for Witt's Cans and Pails. Display the product in your store and quick sales are sure.

THE WITT CORNICE CO.
CINCINNATI, OHIO

For Sale on Pacific Coast by

Baker, Hamilton & Pacific Co.	San Francisco
Dohrmann Commercial Co.	San Francisco
Dunham, Carrigan & Hayden Co.	San Francisco
Heyman-Weil Co.	San Francisco
Holbrook, Merrill & Stetson, Inc.	San Francisco
Mangrum & Otter, Inc.	San Francisco
Seller Bros. & Co.	San Francisco
Thomson-Diggs Co.	Sacramento, Cal.
M. Seller & Co.	Portland, Seattle, Spokane
Whiton Hardware Co.	Seattle
Honeyman Hardware Co.	Portland

WITT'S CAN and PAIL

**ENTERPRISE'**

**Meat-and-Food
Chopper**

**No. 5
Family
Size
\$4.00**

**Larger Sizes
\$6.25 Up**

one clamped to your counter where it can be readily seen; it will pay you for the increased number of sales it will make for you. The

"ENTERPRISE" Sausage Stuffer, Lard and Fruit Press

has an equally strong appeal to the farmer who slaughters his own hogs. The advantages of its patented corrugated spout, wide-lipped lard strainer, and other points of superiority, are constantly being expounded in agricultural magazines, so that the farmer, seeing it displayed in your store, will, in most cases, be sufficiently interested to buy one.

"ENTERPRISE" Literature furnished any dealer on request

THE ENTERPRISE MFG. CO. OF PA.

New York
29 Murray Street,

Philadelphia, U. S. A.

San Francisco
77 O'Farrell St.,

There's Never an "Off" Season For These Two Specialties

All the year 'round, the demand continues for the two "ENTERPRISE" specialties shown on this page.

For every day, increasing numbers of housewives, in their never-ending search for appetizing dishes of reasonable cost, are learning of the economy and usefulness of

"ENTERPRISE" Meat-and-Food Choppers

Our advertisements to them in women's magazines are educating them to demand the chopper with the perfect cutting principle—steel knife against perforated steel plate—the chopper that shears the toughest meat or left-overs into tiny, easily digested bits, without the slightest waste of nourishing juices. Keep



"ENTERPRISE"

**Sausage
Stuffer
Lard and
Fruit Press**

**2 to 8-Quart
Size**

**Japanned
4-Qt. Size,
\$14.00**



**Everybody knows of "QUICK MEAL"
Stoves. But do you know we make a new
Oil Stove? And that it will be a winner?**

Ringen Stove Co. Div., St. Louis

C. H. SCHIECK

Pacific Coast Agent

715 Indiana Street, near 19th Street, San Francisco, Cal.



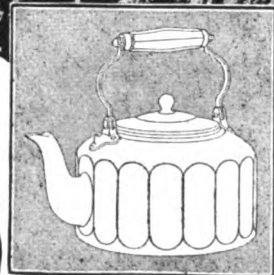
Triumphant through strength was the Viking of old. And triumphant through strength is Viko, the Popular Aluminum Ware. The metal of which it is made is rolled repeatedly under tremendous pressure to insure its freedom from defects. A profitable ware to handle.

ASK YOUR JOBBER



VIKO

The Popular ALUMINUM



Tea Kettle—One of the many Viko utensils

TIME TO ORDER FREEZERS

All of the three, **LIGHTNING, GEM or BLIZZARD**, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.



The **Blizzard**, being simpler in construction and cheaper in price, makes it a good running mate with either the **Lightning** or **Gem**. They sell themselves and stay sold! No comebacks or complaints. This means easy, net profits for you.

YOUR JOBBER CAN SUPPLY

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

The Ontario Knife Company, Franklinville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.



**BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE**

KNIVES

**KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE**

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

A NEW **CORCO** PRODUCT

REG. U.S. PAT. OFF.

The FRIAR Line

OF

EXTRA HEAVY STEEL SKILLETS

SMOOTH

EVENLY POLISHED

UNBREAKABLE



MADE IN FIVE SIZES

No.	7	8	9	10	11
SIZE	9 Inches	10 Inches	11 Inches	12 Inches	13 Inches

WHITAKER-GLESSNER COMPANY

Wheeling Corrugating Department

Main Office and Works, Wheeling, W. Va.

New York
Philadelphia

Chicago
Richmond

St. Louis
Chattanooga

Kansas City
Minneapolis

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware

El-an-Ge Enameled Ware

and

Pearl-Agate

Turquoise Enameled Ware

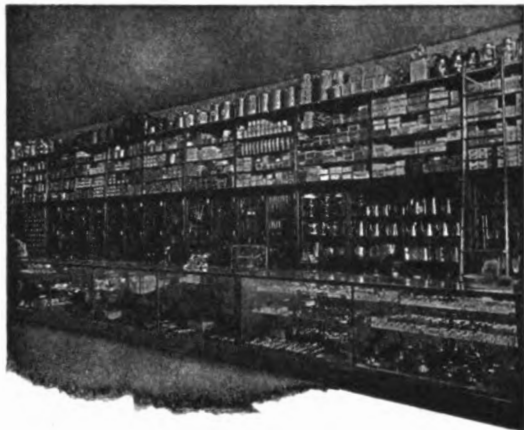
New York

Chicago

Boston

San Francisco

Hidden Hardware Won't Sell Itself



Don't keep your hardware out of sight, in odd shapes and sizes of boxes. Get it out where people can see it. If you do this you will sell more, because your customers will then be reminded of their needs.

Put "Duluth" Hardware fixtures to work for you, and they will pay for themselves in extra sales made.

DULUTH SHOW CASE CO.
DULUTH, MINNESOTA

BOOST YOUR STOVE SALES WITH
—the—

BOOMER CANNON

The ideal stove for factories, stores, schools, garages and warehouses.

Made in six sizes, Nos. 1, 2, 3, 4, 5 and 6.

A sheet iron drum may be attached, which increases its heating capacity.

Bulletin illustrating and describing this stove and giving weights and fire pot diameters, may be had on request.

The prices we are quoting at present, are much below the general market prices on such stoves.

THE HESS-SNYDER COMPANY, Mfgs.
Massillon, Ohio

SAFETY INTERLOCKING STOVE AND FURNACE PIPES

**Fire
Preventing**



**Home
Protecting**

Ambrose P. McGuirk's Patent

Our Asbestos-Covered Interlocking Furnace Pipes, Interlocking Stove Pipes, Interlocking Asbestos-Covered Flue Thimble, Interlined Interlocking Ring Flue Caps and Interlocking Elbows are not luxuries nor needless accessories. They are very necessary where stoves and furnaces are used. By fastening and cementing the Flue Thimble in the Flue Hole, and putting in and turning the pipe joint and locking it firmly therein, it can't pull out or be pushed in too far. Each successive pipe link is locked to the receding one, until the whole pipe is firmly locked together, and to the Stove Collar, so that the pipe can't fall down. When the pipe is taken down put in the Flue Cap and lock it, making the flue hole fire safe. Every home and factory owner is morally liable for impending fires on his property, and as fast as flames reap losses will our dealers reap profits on our Fire Safe, Rust Proof, Interlocking Pipes, Flue Thimbles, Caps and Elbows.

Send for Price List and Descriptive Statement.

SAFETY INTERLOCKING STOVE PIPE CO.,

MT. PLEASANT, IOWA



GENUINE HUNTER'S SIFTER

The Standard for a
Quarter-Century

Sectional View
Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO.

Bender Street

Hamilton, Ohio



THE PACKHAM Stove Pipe Crimper and Bender

MADE BY

THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO

If Your Jobber Does Not
Carry It, Write Us

"ANSONIA" NAIL CLIP 15 CENTS

Made by the makers of the "Gem" Nail Clipper. Twelve in a box or 12 on a display card.



Write

H. C. COOK CO. - ANSONIA, CONNECTICUT



Simplex Ironers Sell Easily

Women everywhere are sold on the value of household labor-saving devices. They have been educated as to the practical worth of modern equipment of all kinds.

So it is logical that they should buy a Simplex Ironer after having installed a good power washer. And that's the way it works out. Your women patrons will be quick to see the saving in time, labor and money effected by the Simplex Ironer.

SIMPLEX IRONER

"THE BEST IRONER"

Our National Advertising Campaign in the foremost publications has established the dominant position of the Simplex Ironer. The Simplex plan of cooperating with dealers for building business is most complete and far-reaching. It will pay you to investigate.

Write today for full information

The American Ironing Machine Company

431 Sutter St., San Francisco, Cal.

Home Office: 168 N. Michigan Ave., Chicago

COOKS THE
ENTIRE
MEAL

BAKES AND
ROASTS
BROWN



DUPLEX

FIRELESS STOVE

The new Duplex folders give many reasons why these stoves represent the greatest value.

Right now, Duplex dealers are making increased sales because of the fuel and money saved by Duplex Fireless Stoves.

But remember these are the only stoves with individual covers for each compartment. They are made of non-warping steel, with big aluminum-lined cooking wells, giving the greatest cooking capacity. They are the only stoves with such features as the Duplex Steam Vent, aluminum-banded heating discs, adjustable catches and metal legs.

Duplex advertising to millions of women is creating a greater demand for these stoves.

You can cash in on this demand by mailing the Duplex folder with your name and address printed on the front cover, or by the use of many other live Duplex sales helps.

If you are a Duplex dealer it will pay you to make use of these features—if you are not, it will pay you to write today for information regarding the Duplex proposition.

DURHAM MFG. CO.

MUNCIE, IND.

NEW YORK OFFICE: 108 CHAMBERS STREET
LOS ANGELES OFFICE: 1643 FIFTH AVENUE

CHATILLON SCALES

MORE than two score years of upright dealing, products honestly manufactured, and rendering long and satisfactory service, liberal profits to the dealer, rapid turnover and unflagging demand—the retention of old friends and the winning of new ones—have served to make the name

CHATILLON



familiar to tradespeople and housewives from coast to coast.

The Chatillon Red Seal Scale—illustrated by the cut—is especially appreciated by housewives who are particular to get uniform results in preserving.

The Chatillon line moves rapidly from stock and insures increased profits.

Your nearest Jobber will gladly furnish you with complete information



JOHN CHATILLON & SONS
New York U.S.A.

MAGNETIC CLOTH

CLEANS LIKE MAGIC

and is the most ready seller of any domestic device known



No up-to-date kitchen is complete without one; no more worry over Dirty Pans; just a rub or two with Magnetic Cloth and the pan is clean and sweet and sparkles like new. The Magnetic Cloth is made of a special crinkled spun wire fabric and gives excellent service.

Retails for
10 Cents

Send us your
jobber's name
if he can't
supply you.

Manufactured by

JOHN W. GOTTSCHALK MFG. CO.
Lehigh Ave. and Mascher St. Philadelphia, Pa.
McDONALD & LINFOR TH,
Pacific Coast Reps., 739 Call Bldg., San Francisco



American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the cast itself, and will not crack, shrink, crumble or fall out.

ELASTIC OIL ROOF CEMENT is a superior adhesive in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight cements, is made up of long asbestos fibre, an elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-CO is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

Manufactured by

The Wm. Connors Paint Mfg. Co.
1852 TROY, N. Y. 1920

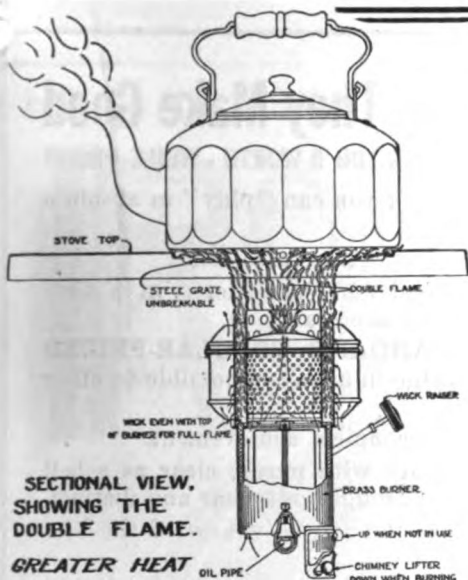
LADY ELGIN

Oil Cook Stoves

have scientifically constructed burners which produce a clean blue flame like gas.

Operation is simple and affords perfect control at low, medium and high flame. Automatic wick stop at high flame prevents smoking.

You can personally guarantee the LADY ELGIN to your customers, for we back this guarantee—just as we have done for many years with ELGIN BAKE OVENS.



ASK YOUR JOBBER

ORDER ELGIN COOKS AND OVENS NOW

Get Benefit of our Spring Terms

ELGIN STOVE & OVEN CO. - **Elgin, Illinois**

BEH & CO., Eastern Distributors, 106 Franklin St., New York

Warehouses: New York, Philadelphia, Boston, Syracuse.

The New "Liberty" Postal Scale

A TRINER, OF COURSE



The chart indicator shows instantly the amount required for all out of town postage—at the new 3c per ounce rate—as well as the correct local postage. Avoids the worry and inaccuracy of computing the new rates, pays for itself by eliminating "over postage."

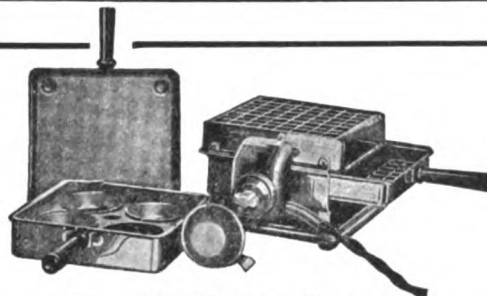
This new scale is called "Liberty Postal Scale"—capacity two pounds.

Finished in gold bronze or oxidized copper.

Order this TRINER scale now. It's a quick seller, with a good profit.

TRINER SCALE & MFG. CO.
Twenty-First Street CHICAGO, ILLINOIS

W. P. HORN & CO.
Pacific Coast Representatives
Rialto Building San Francisco, Cal.
Los Angeles, Cal. Portland, Ore.



RUTEMBER ELECTRIC TABLE STOVE

Model 206

Is one of the Jobber's or Dealer's quick, sure sellers.

Square cooking surface, seven by seven inches.

Furnished complete with all the necessary cooking utensils. Full nickel finished.

We manufacture a full line of Household Appliances.

Write for our complete Catalog and Trade Discounts.

RUTEMBER ELECTRIC CO.
Marion, Ind., U. S. A.



Operollos are Big "Turn-Over" — They Make Good



Model 95

A PHONOGRAPH LINE THAT MAKES YOU A WORTH - WHILE PROFIT

Phonograph Music is a stock you can "play" in absolute certainty of profit.

The market is as sound as the American Home.

Operollo has been designed and constructed at a time when costly experiments are unnecessary.

It comes in **FOUR STANDARD POPULAR-PRICED MODELS**—concentrating value in a way impossible to other instruments.

The motor is a reliable mechanical achievement.

The tone chamber is vibrant with music, clear as a bell and the tones of the voice are brought out clear and distinct.

In finish the Operollo has the attractiveness of the best cabinet making.

It belongs in your home and homes of your customers.

After the first profit comes the **CONSTANT DEMAND** for records.

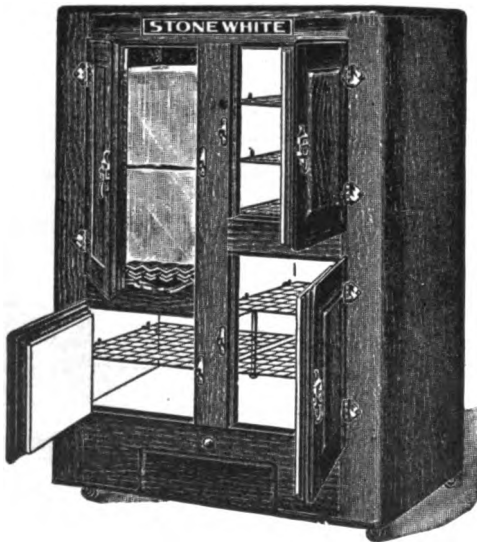
ORDER A SAMPLE OPEROLLO TODAY

It will please you and convince you, too. We send our unusual liberal dealer's discounts on request.

OPEROLLO PHONOGRAPH COMPANY

54 W. LAFAYETTE BOULEVARD, DETROIT, MICHIGAN

White Mountain Refrigerators



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated 1918 catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A.

New York City

Boston, Mass.

BRANCH OFFICES:
Atlanta, Ga. Dallas, Texas,
Melbourne, Australia

San Francisco, Cal.

Denver, Colo.

IRON SINK CAN HORSE



Made by

ROCHESTER CAN COMPANY
Rochester, N.Y., U.S.A.



Place Your Order NOW

for Avis Sanitary Fly Traps, to insure prompt delivery.

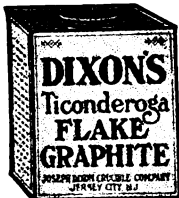
This Year's Demands Will Be Greater Than Ever

Raw material, however, is harder to get than ever. Co-operate with the dealer and manufacturer by anticipating the year's requirements, or you may wake up to find yourself left.

MANUFACTURED BY

**THE PEER
OF FLY TRAPS
TODAY**

AVIS HARDWARE COMPANY
POMONA, CALIF.



DIXON'S Ticonderoga Flake Graphite

THE WORLD'S STANDARD

Thousands of dealers throughout the world consider Dixon's Flake Graphite indispensable to their stock—a 90-year reputation has built up a steady demand for it.

Your customers ask you for it—can you supply them?

Write for Booklet No. 230-C and prices.

Made in JERSEY CITY, N. J., by the

JOSEPH DIXON CRUCIBLE COMPANY

Established 1827



We make **TUCKER**
PEERLESS

BOOTS AND CAMP FURNITURE, MOPS
Tents, Awnings, Covers, Leggings, Carpenters' Aprons

4 Factories. Write for Prices. Prompt Shipments.
TUCKER DUCK & RUBBER COMPANY - Ft. Smith, Ark.

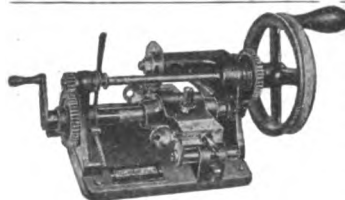
Your Prospective Customers

are listed in our Catalog of 99% guaranteed Mailing Lists. It also contains vital suggestions how to advertise and sell profitably by mail. Counts and prices given on 9000 different national Lists, covering all classes; for instance, Farmers, Noodle Mfrs., Hardware Dealers, Zinc Mines, etc. *This valuable reference book free. Write for it.*

Send Them Sales Letters

You can produce sales or inquiries with personal letters. Many concerns all over U. S. are profitably using Sales Letters we write. Send for free, instructive booklet, "Value of Sales Letters."

Ross-Gould
Mailing
Lists St. Louis



With the— Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office, 636 Hamilton Avenue, Allentown, Pa.

Are You Getting Your Share?



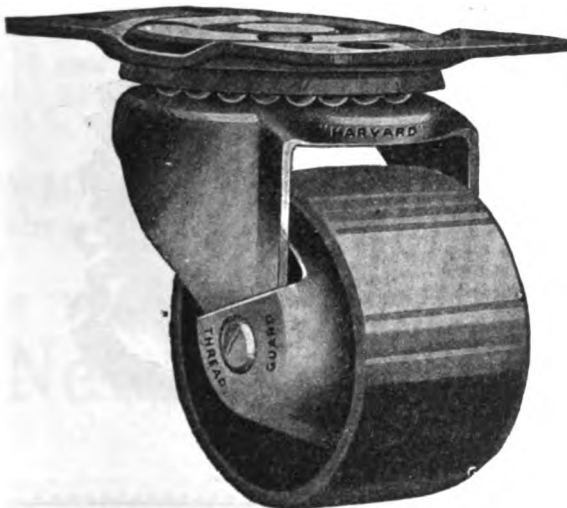
Hardware World Dealers all over the country are "cashing in" on the new "Harvard" Ball Bearing Truck Caster. Are you one of them or have you overlooked this opportunity to increase your sales?

The new "Harvard" Ball Bearing Truck Caster is constructed of extra heavy gauge steel. The axle is also made of extra heavy steel. The wheel is cast iron. This caster is much lighter than ordinary iron casters yet is practically indestructible. It is unequalled for strength and dur-

ability. The large 5-16 inch ball bearings make them easy running and turning.

Our new "Harvard" Ball Bearing Thread Guard Caster shown below has proved a big seller to shoe factories and mills where lint and threads from the floor are apt to twist around the wheels and prevent free action. Their big feature is the steel guard which prevents this and their 7-32 inch ball bearings.

Every Hardware World dealer should have our descriptive circular No. 105 H. W., showing our complete line. Write for one.



The Bassick Company

General Offices
Bridgeport, Conn.

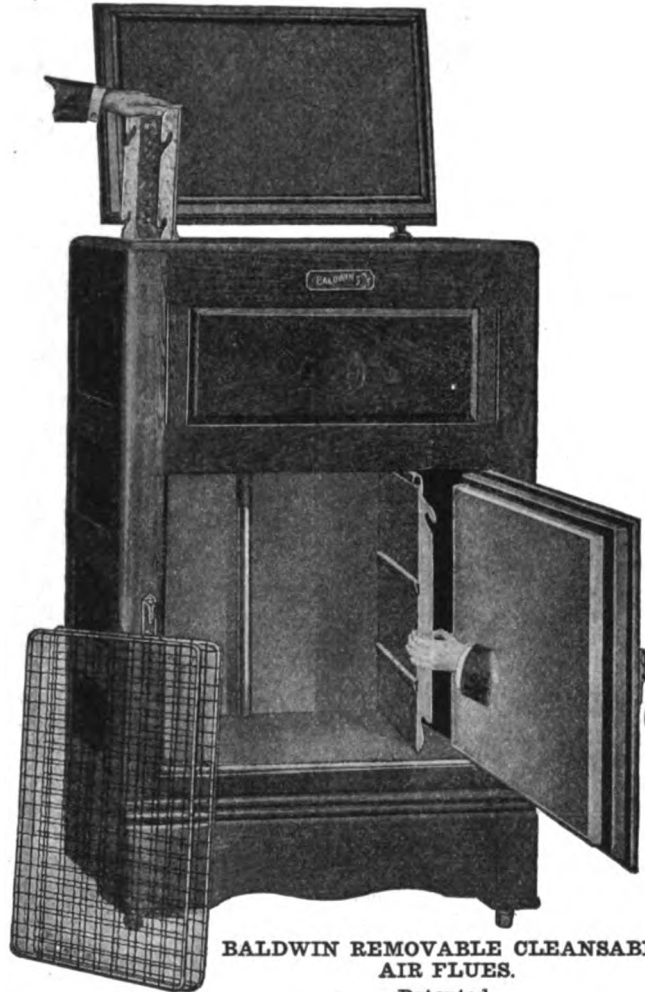
The M. B. Schenck Co.
Division

Universal Caster & Foundry
Works Division

The Burns & Bassick Company Division

Address all inquiries to Bridgeport, Conn.

BALDWIN DRY AIR REFRIGERATORS



**BALDWIN REMOVABLE CLEANSABLE
AIR FLUES.**
Patented.

This cut shows our fine patent removable air flues, giving access to all parts of the refrigerator for cleaning. They are made of stout galvanized sheet steel, securely locked to sides of refrigerator, and so shaped as to render them strong and proof against the rough usage of the average ice man; a radical improvement over the usual flat, loose piece of metal sliding in a groove used by competitors and ruined by the ice man in a few days. Ours is the strongest, most convenient and effective system of movable air flues in the market.

The Baldwin Refrigerator Company
Burlington, Vermont

Stock Carried by HEYMAN-WEIL CO., San Francisco, California



Genuine "Acme" Fry Pans and Spiders

Cost no more than imitation or inferior articles

But they Build Up Your Trade and Satisfy Your Customers

Insist on the

Genuine Acme

if you want ware of uniform and highest quality



*Examine
Samples of
This Ware
and prove it
for yourselves*



*Sold by all
First-Class Jobbers
throughout the West*

ORDER THROUGH THEM

WM. P. HORN CO., PACIFIC COAST REPRESENTATIVES
LOS ANGELES RIALTO BLDG., SAN FRANCISCO, CAL. PORTLAND

New York Stamping Company

BROOKLYN, NEW YORK

New Ladd's Discount Book No. 3

A new and enlarged edition of this standard work, comprising the most comprehensive collection of discounts ever printed, as well as many other valuable computations for commercial purposes, is now ready, after months of preparation by the compiler and editor, William J. Ladd.

Is one of the greatest time and labor-saving productions of the age. The net of any amount at any discount can be obtained in a second. The calculations have all been carefully checked. No proving is necessary. It is invaluable for pricing and checking invoices, figuring inventory, making prices, figuring profit, etc. Note the equivalent discounts. Are they worth anything to you?

It contains more than 300,000 Computations including New Discounts and Combinations which have come into use within the last few years. Nearly 600 pages, all double indexed.

60, 10, 10, 7½ & 2½.

Same as: 55, 20, 10, 7½ & 2½. 40, 25, 10, 7½ & 2½. 35, 30, 10, 7½ & 2½. 30, 35, 10, 7½ & 2½. 25, 40, 10, 7½ & 2½. 20, 45, 10, 7½ & 2½. 15, 50, 10, 7½ & 2½. 10, 55, 10, 7½ & 2½.

100.29 22	1103.21 43	2106.13 64	3109.05 84	4111.98 05	5114.90 26	6117.82 47	7120.74 67	8123.66 88	9126.59 09
200.58 44	1203.50 65	2206.42 86	3209.35 06	4212.27 27	5215.19 48	6218.11 69	7221.03 89	8223.96 10	9226.88 31
300.87 66	1303.79 87	2306.72 08	3309.64 28	4312.56 49	5315.48 70	6318.40 91	7321.33 11	8324.25 32	9327.17 53
401.16 88	1404.09 09	2407.01 30	3409.93 51	4412.85 71	5415.77 92	6418.70 13	7421.62 33	8424.54 54	9427.46 75
501.46 10	1504.38 31	2507.30 52	3510.22 73	4513.14 93	5516.07 14	6518.99 35	7521.91 55	8524.83 76	9527.75 97
601.75 32	1604.67 53	2607.59 74	3610.51 95	4613.44 15	5616.36 36	6619.28 57	7622.20 77	8625.12 98	9628.05 19
702.04 55	1704.96 75	2707.88 96	3710.81 17	4713.73 38	5716.65 59	6719.57 79	7722.49 99	8725.41 20	9728.34 41
802.33 77	1805.25 97	2808.18 18	3811.10 39	4814.02 60	5816.94 80	6819.87 01	7822.79 21	8825.71 42	9828.63 63
902.62 99	1905.55 19	2908.47 40	3911.39 61	4914.31 82	5917.24 02	6920.16 23	7923.08 43	8926.00 64	9928.92 85
1002.92 21	2005.84 41	3008.76 62	4011.68 83	5014.61 04	6017.53 24	7020.45 45	8023.37 66	9026.29 86	10029.22 07

60, 10, 10, 7½ & 5.

Same as: 55, 20, 10, 7½ & 5. 40, 25, 10, 7½ & 5. 35, 30, 10, 7½ & 5. 30, 35, 10, 7½ & 5. 25, 40, 10, 7½ & 5. 20, 45, 10, 7½ & 5. 15, 50, 10, 7½ & 5. 10, 55, 10, 7½ & 5.

100.28 47	1103.13 19	2105.97 90	3108.82 62	4111.67 33	5114.52 05	6117.36 76	7120.21 48	8123.06 19	9125.90 91
200.56 94	1203.41 66	2206.26 37	3209.11 09	4211.95 80	5214.80 52	6217.65 23	7220.49 95	8223.34 66	9226.19 38

The section above shows a part of a page of the book. There are six tables on a page. Put your finger right on the net the hand shows: The net of 73 cents is 21 cents, \$7.30 is \$2.13, \$73.00 is \$21.33, \$730.00 is \$213.31, \$7,300.00 is \$2,133.11.

OTHER USEFUL TABLES

Net of One Dollar showing all discounts arranged numerically, with different ways given for their application.

Per Cent Profit. Tables for adding percentage, affording an accurate and rapid way of making prices with profit added.

U.S. Money Into Foreign Money and Reversed. Pounds, marks, francs, kronen, etc.

Numerical Arrangement of Figured Nets brings the different nets together numerically and increases the value of the other tables.

Twelfths of a Dozen or Gross. These tables, arranged on the plan of the Discount Tables, give the price of fractional parts of a dozen or gross.

600 Pages. Double Indexed. Size, 8 x 11 inches. Cloth. Price, \$8.00, Including a Full Year's Subscription to the HARDWARE WORLD.

ADDRESS NEAREST OFFICE:

Phelan Building,
San Francisco, Calif.

507 Pioneer Building,
Seattle, Wash.

Hardware World

328 Taylor St., corner Tenth,
Portland, Oregon.

204-207 Scott Building,
Salt Lake City, Utah.

BOATMEN'S BANK BUILDING, ST. LOUIS, MO.

An up-to-date National Cash Register gives a merchant control of his business



IT forces each clerk, or the merchant himself, to make a record of every sale he handles. The record must be complete before change can be made or the transaction finished.



The record of each transaction is brought to the attention of the customer in two ways. By the electrically lighted figures at the top of the register and by the printed receipt which she receives.



The record is also printed and added automatically at the time the transaction takes place. These accurate records are the foundation of good storekeeping.

A merchant must have such records to control his business and to make up his income tax report. An up-to-date National Cash Register gives them to him cheaply, accurately, and quickly.

The National Cash Register Company, Dayton, Ohio
Offices in all the principal cities of the world



*The
Family
Plate for
Seventy
Years*

The Woman in the Hardware Store

No doubt you appreciate the value of feminine patronage. But many women still believe that a hardware store is an institution that takes care only of men's needs.

If your Silverware Department is up to date and attractive, it should serve to interest these doubters and introduce them to your store as a whole.

1847 ROGERS BROS.

SILVERWARE

is not only the best known silver plate, but it appeals to the woman who desires her silverware to harmonize with the furniture and other furnishings of her home.

INTERNATIONAL SILVER CO., Meriden, Conn.

Pacific Coast Warerooms, 150 Post Street, San Francisco

What Do Your Records Show?

DOMES OF SILENCE
REPEAT ORDER REPORT SHEET
JUNE - JULY - AUGUST

DEALERS NAME	LOCATION	Original Orders Gross sets	1st Repeat Gross sets	2nd Repeat Gross sets	3rd Repeat Gross sets
Bolton-Bayer Bros.	Detroit	2 gr	4 gr	7 gr	
F. B. Strong & Co.	Chicago	4 gr	7 gr	11 gr	
Bolton Hardware Corp.	Boston	3 gr	7 gr	10 gr	
Lowell Hardware Inc.	Philadelphia	6 gr	10 gr	14 gr	
W. S. Grayson Co.	New York	5 gr	9 gr	12 gr	
Hark & Sons	St. Louis	2 gr			

A Plain and Simple Story

A SHORT while ago you had the looselides—of different shapes and styles—and varied quality—you dumped them on your counter and left them to chance to close the

deal. Your sales ran along a low general average—so low that it was hardly worth while to carry that line.

A Set of Four in Each Package



Now we are giving you a different proposition entirely. We are giving you uniform slides of superior quality—Domes of Silence—

We have put up Domes of Silence in handsome colored display boxes to make them an attraction on your counter. Your sales turnover ought to equal that of the stores indicated above on our facsimile order sheet. The package will do that for you.

We suggest for a start: special assortment A1, consisting of $\frac{1}{2}$ gross sets each of best selling sizes— $\frac{7}{8}$ in., $\frac{3}{4}$ in., $\frac{5}{8}$ in. and $\frac{1}{2}$ in.

The leading jobbers have Domes of Silence. Order today. If your jobber has not got them—write us giving his name and address.

HENRY W. PEABODY & CO.,
17 State Street New York City

Patent Number
998,758
Enforced

Manning- Bowman Quality



12093 Electric
Percolator



11093 Electric
Percolator



12793 Electric
Percolator



The 1919 Sensation
Reversible Toaster
"Flip flop."

Just reason this out for yourself — It takes 3 hours for this M-B Iron to cool after disconnecting. It holds heat!

GRILLS HEATING PADS

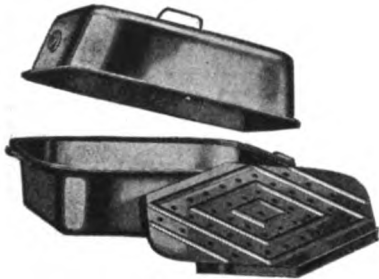
The Leading Line of Electrical Utensils



H·J·GUTE & CO.

PACIFIC COAST
FACTORY REPRESENTATIVES
150 POST ST.
SAN FRANCISCO
CALIFORNIA

West Bend
QUALITY UTENSILS



No. 895
Seamless Roaster With Rack—A good seller all the time. Used for preparing fowl, preserving and baking.



No. 78
Round Roaster—A popular dish that is used daily.



No. 841
Fountain Percolator
It's beauty and utility make it a profitable item.



No. 1064
Dish-Pan

West Bend
QUALITY UTENSILS

Aluminum Cooking Utensils

Are nationally advertised goods. Put in a full stock of West Bend Ware and you will have a line of aluminum you can be proud of.

ORDER NOW!

**PROTECT YOURSELF ON
DELIVERY**

Anticipate your needs and order now, so that you can have the goods when you want them. It is good policy to buy Aluminum ware at this time. Business will continue good and prices will not fall for a comparatively long time.

Get a copy of our Catalog and Price List and then place your order.

WEST BEND ALUMINUM CO.
WEST BEND, WIS.

ALBERT GROESCHEL, 1055 MARKET ST., SAN FRANCISCO, CALIFORNIA, AND W. M. CLARK, 707 SPALDING BLDG., PORTLAND, OREGON, WESTERN REPRESENTATIVES.



(Copyright 1920 by the HARDWARE WORLD. All rights reserved)

Volume XV

JANUARY :: 1920

Number 1

DISCONTENT BASED ON FALSE IDEAS

A student of labor conditions, himself a workman, recently declared that most of the industrial discontent in the United States today is based not on actual wrong suffered by labor, but on false ideas put into workmen's heads by radical agitators. It is largely the result, he reported, of a deliberate propaganda of distorted facts undertaken by the American I. W. W. and Bolsheviks and scheming politicians, posing as idealists.

The most mischievous notion spread among American workers, he said, is the notion preached everywhere by these radicals, that "capital" gets 85 to 90 per cent of the "earnings of industry," and "labor" only the remaining 10 or 15 per cent.

This, as the workman-investigator confessed, is almost exactly a reversal of the fact.

A good example is found in a recent statement made by a rubber company, which is not only one of the biggest business concerns in the country, but one of the most prosperous. Its sales for the current year are estimated at \$165,000,000. Of that sum its net earnings are estimated at \$20,000,000.

The other \$145,000,000 go, of course, mostly to the corporation's 43,000 employees. Of the remaining part paid for materials, etc., a correspondingly large part, of course, must be allowed for the labor engaged in producing and handling those materials before they come into the rubber company's hands.

Thus this very prosperous corporation is found to be getting a trifle over 12 per cent on its output. An economic expert estimates that, taking all business throughout the United States, the percentage is smaller than that—perhaps 10 per cent is going to capital and 90 per cent to labor, using "labor" in a broad sense.

Even this percentage may seem unjust in some cases, when there is a small investment and a big volume of production; but it is evident that the general ideas current among workmen on this subject need correcting.

TWELVE THINGS YOU SHOULD KNOW

1. Every sale made at cost reduces the profit on one profitable sale 50 per cent.

2. Every sale made at less than cost consumes the entire profit of at least two profitable sales.

3. A business that does not show a net gain of 10 per cent on the total volume of business is not making good.

4. If you are not figuring at least 10 per cent depreciation and 6 per cent interest on your total investment, you are fooling yourself into thinking that you are making money.

5. Depreciation and interest are the two items that keep the average man from going to the wall until his equipment is worn out.

6. If you are not paying yourself a good salary each week as manager of your plant, you are doing yourself and family an injustice and wrongfully reducing the cost of production.

7. What you think you know will not increase your bank account.

8. If you don't know why you know, you should get busy and find out.

9. The man who continues to ignore the benefits of co-operation and organization is continually buying oil to grease his way to ruin.

10. Ninety per cent of the men starting in business today without the experience and knowledge of cost and efficiency are failures.

11. Co-operation means more responsibility—more work—but also more results.

12. Yesterday is past. Plug for today and tomorrow.

When a group of retail men decide upon a wise, honest policy to pursue, there is sure to be some man or dealer who will stand out on the side and raise a controversy or a disturbance. Even so, the only thing to do is to go right ahead with the agreed-upon plan, and the man who holds out will either come into line, or will be satisfied at least that he is having his own way.

BURIAL OF JOHN BARLEYCORN

(By A. H. Halloran)

Friends, Rumhounds, Hardware Men, lend me
your ears!

I come to bury John Barleycorn, not to praise
him,

For that task belongs to those who knew him
better e'en than I.

The evil that men do lives after them,
Like the headache that comes the morning
after—

The good is oft distilled when they are cre-
mated.

So let it be with John Barleycorn. The Prohi-
bitionist

Hath told you that John gave men cheer;
If it were so, were it such a grievous fault?
You all did love him once, not without cause,
What cause withholds you then to mourn him?
But yesterday the power of John Barleycorn
might

Have stood against the world. Now lies he in
his bier

And none so rich might buy himself a stein.
If you have toasts, prepare to drink them now,
For now no more can you slake that thirst.
You all know this bottle. I remember the first
time ever I drank from it,

It was on a summer's evening in this hotel
That night I overcame the nerviest.
Look, in this place Carrie Nation's hatchet
struck.

See what a rent the envious Gandier made.
Through here the well-beloved Bryan stabbed.
Oh, this is the most unkindest cut of all!

Good friends, sweet friends, let me not stir you
up

To any sudden flood of mutiny.
They that have done this deed are honorable.
What private booze they have, alas, I know not.
What made them do it? They are wise and
honorable

And will no doubt with reason answer you.
I have neither wit, nor words, nor worth,
Action or utterance or the power of speech. But
were I soused,

Or even pickled, there were an orator
Would ruffle up your spirits, and put a tongue
In every empty glass that should move
Every one of you to rise and mutiny.

If you find a public need which is not filled
and you can plan to meet that need, you will
have plenty of business.

At the present time restlessness on the part
of help is met on every hand. Sometimes a
frank talk as to invoice costs and the expense
of selling costs will prove to your employes that
you are not a heartless profiteer.

TO CALCULATE PROFITS

Here is a schedule of profit calculations
which may be found useful by the average
business man. It shows, for instance, that 5
per cent added to the cost of an article is equal
to $4\frac{3}{4}$ per cent profit on the selling price. The
remainder of the table follows:

Addition to Cost	Profit on Selling Price
$8\frac{1}{2}$ per cent	7 per cent
10 per cent	9 per cent
$12\frac{1}{2}$ per cent	$11\frac{1}{4}$ per cent
15 per cent	13 per cent
16 per cent	$14\frac{1}{4}$ per cent
$17\frac{1}{2}$ per cent	15 per cent
20 per cent	$16\frac{2}{3}$ per cent
25 per cent	20 per cent
30 per cent	23 per cent
$33\frac{1}{3}$ per cent	25 per cent
35 per cent	26 per cent
$37\frac{1}{2}$ per cent	$27\frac{1}{4}$ per cent
40 per cent	$28\frac{1}{2}$ per cent
45 per cent	31 per cent
50 per cent	$33\frac{1}{3}$ per cent
55 per cent	$35\frac{1}{2}$ per cent
60 per cent	$37\frac{1}{2}$ per cent
65 per cent	$39\frac{1}{2}$ per cent
$66\frac{2}{3}$ per cent	40 per cent
70 per cent	41 per cent
75 per cent	$42\frac{2}{3}$ per cent
80 per cent	$44\frac{1}{4}$ per cent
85 per cent	46 per cent
90 per cent	$47\frac{1}{2}$ per cent
100 per cent	50 per cent

BE A MANY-TIME MAN

I was dining with a friend at his club. "Do
you see that chap yonder?" he asked me.
"Well, I knew him twenty years ago. He is the
man who produced one of the greatest musical
comedy hits of his day. But he hasn't done a
thing worth mentioning since, though he is bub-
bling with ability."

The world is filled with such "one-time"
men—those who let a single success kill them.

I have in mind an actor who scored a tre-
mendous success in a play that everybody was
talking about many years ago. But he never
rose again, after that popularity had waned.
He, also, was a "one-time" man in a "one-
time" job.

It never pays to become satisfied. Glory is
to the alert!

Keep studying, keep thinking, keep trying.
Never allow a single sun to set upon an effort
that isn't the best that you can do. Take the
job up again in the morning. Steer clear of
ever becoming a "one-time" man or woman.

Hit while the iron is hot—but keep the iron
hot all the time!

And never allow a single effort to settle
you in a "flowery bed of ease." The most
thrilling thing in the world is achievement. Yet
not one, but many, one after the other. And
the greatest achievement of all is to pass and
to surpass, yourself!

Be a many-time figure in the world.

—George Matthew Adams.

ARE MERCHANTS THEMSELVES THE WORST "ALIEN BUYERS"?

There is no reason why the local retail merchant should not secure the bulk of the business of his home town. But it can be done only by fostering a feeling of loyalty for the home town.

Let every merchant in the town spruce up a bit, paint the store front, put in a few dollars' worth of new, and badly needed, fixtures and bring out his new goods, and then all together "whooper-up," and the old town will wake up with such a jolt that the people will forget, for the time at least, that there is a mail-order house in the country.

It is wonderful what a little cooperation will do. Let the merchants forget their petty jealousies for a few weeks and hob-nob together for mutual profit's sake.

A prosperous merchant of Birmingham some time ago had a card printed which read:

"Don't knock Birmingham if you stay here. If you feel like knocking the city, don't stay. There are 18 trains north and east each day. There are 16 trains south and west each day. Mileage is cheapest—it's up to you."

That merchant had the proper spirit at any rate.

If all merchants had this same spirit there would be many more good little places to trade, many more good little places on the map where a merchant could settle down contentedly and make money. If the people of some of these places are disloyal to the home town in buying, they frequently have the merchants to thank for starting the thing. It usually starts by one merchant buying some little thing away from home, which causes a feeling in some other that he may do the same thing, and so the links in the chain of outside buying are forged, one by one.

Some merchants are so selfish they do not care if the whole town buys the other's fellow's goods out of town so long as they can feel that their own goods will be purchased at home. But they do not know human nature. They do not know the power of habit. They do not know how strongly imitative the human animal is. They do not know anything about the psychology of business, or they would not start a movement that will eventually reach themselves with its harmful consequences.

Let the merchant curb his desires and make them conform with the goods that he can secure from his brother merchant. Let all retail merchants beware of the dollars they send away. There is no profit in them, even if there is an apparent saving. Every dollar that goes out of town stays out. None of it ever comes back again. It is like the drafts our un-American aliens send to Europe. Every dollar that is spent in the home town circulates and leaves a

profit in every hand that holds it for the time being.

Stir up things in the home town. Have a "Home Products Week" or a "Bargain Week," or a "Street Fair," or something better. Start something and wake up the burg. Let the people know that there are a few live and loyal merchants outside of the large cities. There's profit in it.

A NEW YEAR'S PRAYER

Teach me that sixty minutes make an hour, sixteen ounces one pound, and one hundred cents one dollar. Help me to live so that I can lie down at night with a clear conscience, without a gun under my pillow, and unhaunted by the faces of those to whom I have brought pain. Grant, I beseech Thee, that I may earn my meal ticket on the square, and in doing thereof that I may not stick the gaff where it does not belong. Deafen me to the jingle of tainted money and the rustle of unholy skirts. Blind me to the faults of the other fellow, but reveal to me mine own. Guide me so that each night when I look across the dinner table at my wife, who has been a blessing to me, I will have nothing to conceal. Keep me young enough to laugh with my children and to lose myself in their play. And when comes the smell of flowers, and the tread of soft steps, and the crushing of the hearse's wheels in the gravel out in front of my place, make the ceremony short and the epitaph simple: "Here Lies a Man."

—Homer McKee.

A SMILE

If I were owner of a store
I'll tell you what I'd do;
I'd never let folks hear me grouch,
Nor think that I was blue.
I'd scatter good cheer all around,
And though it may sound strange,
Whenever folks bought goods of me
I'd give a smile in change!

I'd make folks like to deal with me;
I'd make them all my friends,
And then I know my store would grow
And pay big dividends!
It's such a little thing to do,
Yet I know it's worth while
Whenever someone buys my goods,
To throw in, free, a smile!

Forget the sadness and the scowl,
There's nothing worth a frown;
Remember, when things seems upset
It's you that's upside down!
So in my store I'd have good cheer
Right from the very start!
And all my gladness I would have
Backed by an honest heart!

HALF-WAY DOING FALLS SHORT OF SUCCESS.

"Nothing is good, which could be done better;
Nothing is clean, which could be cleaner."

In a certain well-known institution for defectives this motto is given to all incoming workers, "Nothing is good, which could be done better; nothing is clean, which could be cleaner."

This particular institution is rated as one of the very finest and best cared-for of its kind in the entire state where it is located, and there is reason to believe that this yard-stick of measurement which is constantly kept before the minds and eyes of the workers, is in no small measure responsible for this condition.

Remember, this isn't an easy sort of a place to work in, either—where the age limits are from childhood to old age, and the mentality of the inmates is of a lower order. Yet, the requirements are never lessened—"Nothing is good, which can be done better; nothing is clean, which can be cleaner."

Slowly, but surely, the idea is impressed upon every member of that organization that "the best" is not a relative term, but a description of a condition or method which cannot be improved upon.

If all business organizations could adopt this motto for its own use, or if it does not fit exactly, could adapt it so that it would apply, it would be worth a lot of money, wherever used.

It might be well to have cards printed with such a slogan upon it, to hand to new employees. It would make them think. If they didn't think, they would be hopeless.

Avoid These Errors

When the new clerk leaves the show-case doors half open, letting dust and flies in; when he half-closes a drawer, leaving it for someone to run against; when he makes an incomplete record of a transaction; when he half serves a patron; when he lacks in courtesy; when he fails in skillful salesmanship; when he tidies his section of goods indifferently; or puts away a new invoice in a sloppy manner—a silent reprimand could be given easily, by handing out one of those cards without a word of comment.

One of the reasons that so few people reach real success in any line is because they permit "The good to be enemy to the best." That is, they are satisfied with something by means of which they can just get by. They are the type of individual who count it gain to get out of doing things, rather than to reach up to do the very best of which they are capable.

"Nothing is good, which could be done better; nothing is clean, which could be cleaner."

The great number of people who are satisfied with mediocrity, prove that these individuals are contented to follow the line of least

resistance. As a rule, they have brains enough and physical strength enough, but they are lacking in the disposition to make the best use of both.

If our young people of school age could be imbued from childhood up with the idea that thoroughness to the point of finished excellence is absolutely necessary for self respect and finished task, we would in the next generation, have a class of skilled workers who would take such pride in their labors, that America would forge ahead in a thousand ways as it has never done before.

Sometimes it would seem that the subdivision of labor is tending to reduce pride in finished effort. A man cannot take pleasure in a complete chair if his work is only to make the rungs. Nor can he point with pride to an article of furniture of his own design, if he has only woven the cane in the bottom. And again, the worker who makes pockets, and pockets only; or collars, and collars only; or buttonholes, and buttonholes only, will not feel the joy in the completed suit which the individual does who starts and finishes an entire undertaking.

Fortunately, retail business of today affords ample opportunities for complete self-expression. It encourages initiative, improvement and individual thought—that is, provided everything is done as well as it can be done, and that no effort is left to chance, or expectation that if any part of the work is slighted, someone else will come along and round it up.

This is the reason that business life of today is producing so many individuals of outstanding superiority. It is also because the individual worker soon discovers that to do all of the parts of his work well that he must study, observe, learn from those who have both succeeded and failed. Be satisfied with nothing which can be done better.

It isn't a question of how much is given in the way of monetary rewards, nearly so much as the disposition of the individual. And the person who has the right disposition toward polishing his work to the point of shining excellence, will have no need to concern himself with thought of the future, for large opportunities are bound to claim him for their own.

Success in business depends on the ability to think, reason, and act rightly. Many fail because they act without thinking or reasoning, or are unwilling to profit by the experience of others.

Life and business would be a cinch if there were no decisions to make and no skill required in making them. Our minds are given us to use and our judgment to guide us. Anyway, the other fellow seldom knows all the facts of our affairs as we do. It is up to us.

CAPITALIZE YOUR "SPARE TIME"

As a general rule we may judge the character and quality and usefulness of a man by the way in which he spends his "spare time." It is understood, of course, that "spare time" is all of the time not spent in the regular vocation or task or labor of earning his daily bread.

The wise King Alfred is said to have divided his day into three equal parts—eight hours for work, eight hours for play or recreation and eight hours for sleep. Many thousands of American king-alfreds might do the same thing today, if they would, for there is no one to say that they must do this or that with sixteen hours out of every twenty-four — not to mention about twenty on Saturday and every hour of Sunday.

As recreation is a very broad term, it may not be too much to give a third of every day to it. Recreation means anything that will re-create, that is, rebuild, revivify, rejuvenate body and mind to fit them for the tasks of a coming day. The best of recreation, we believe, comes in a change of occupation. A blacksmith may find healthful recreation in a judicious game of baseball, but he must be careful not to overdue his activity, for muscles are not recreated while they are active. Likewise, a professor of mathematics may find recreation in a game of chess. The chief thing is that no matter what the recreation chosen it should conform to the Izaak Walton formula and "not give offense either to God or man."

Your spare time is your own, to do with as you see fit. How are you using it? If an hour or two additional in this line has come to you of late, what are you doing with this extra spare time? Are you making yourself and those around you better because of your greater leisure, your greater time for thought, your greater time for useful social effort?

Or are you simply adding this extra spare time to the hours of spare time you may have been wasting for years? If you are spending your spare time and your extra spare time wisely, thoughtfully, judiciously, usefully, then you and society at large are gainers. But if you are wasting not only the spare time you had but the extra spare time that has come to you, then you are infinitely the poorer and society in general is poorer through your increased capacity for greater idleness, greater wastefulness, greater mischief-making.

Every man owes it to himself, to his family, to his fellows, so to use his spare time that he may come with the greatest amount of efficiency and enthusiasm to the tasks of another day. Every man knows whether he is wasting his spare time or using it wisely. Analyze your spare hours and decide for yourself whether you are gainer or loser by them.

Every man's ideal should be twenty-four-hour-a-day efficiency. And as every man ought to be working for himself and with others, it is to his interest to find out how near he is approaching to this ideal of efficient work, efficient recreation, and efficient sleep.

AN EXAMPLE OF GOVERNMENT BUSINESS

Classification is a wonderful thing, but never so wonderful, so Aladdin-like, as when it is handled by some employe or agency of the national government. On one of our railroads a water tank was looked after by a near-by farmer. He turned an electric switch in the morning, and went about his bucolic business, then came back around six in the evening and turned off the switch. That was all he did for the railroad company, and for this service he received \$20 a month. Then Uncle Sam took over the railroads and at once began to "classify" the employes. Was the tender of the water tank a farmer or an electrician? Manifestly a farmer could have nothing to do with the operation of a railroad, so he was classed as an electrician.

But the wages of an electrician, according to classification, would be \$300 a month. So, without requiring any further work from him, the farmer was classified as an electrician, at the proper scale of pay, and besides was given "back pay" amounting to some \$3,000. Need it be added that one farmer at least in the United States is now a firm believer in government ownership and operation of our railroads? Surely the power that could make an electrician out of a farmer by the stroke of a pen would find it mere child's play to run our railroads—especially as you and I and the rest of us would foot the bills.

WORK LIKE H—.

There is a salesman who had a simple method for reviving his ambition or shaking the "blues." First thing in the morning he soaked his head in cold water. It started the blood coursing through his veins. Then he would repeat a little creed to himself:

"Why should he feel poor? Because—

"1. I have a good job.

"2. I am selling the best goods made.

"3. I represent the best house in the world.

"4. I am helping people to live better lives by selling them these goods.

"5. I have the finest wife God ever made.

"6. I have two of the sweetest baby boys that ever were given a man.

"What am I going to do today? Work like hell for all of them."

Look out for the new express rulings. It may save delay and disappointment.

Women Without Reason—Clerks Without Tact

Women and the Ordinary Clerk—The Irresistible Clerk—Women Respond to Courtesy, but Flattery Antagonizes Them

(Copyrighted. All rights reserved.)

SAID a woman shopper sweetly to an exhausted and perspiring clerk, who for a lengthy time had been vainly pulling goods down for her inspection:

"You needn't trouble yourself further—I was merely looking for a friend."

"My dear Madam," sarcastically replied the thoroughly enraged and exasperated clerk, "if that is the case, there is just one remaining kettle that you haven't looked at. Very possibly you may find your friend there."

Can you imagine the lurid mental atmosphere of that poor man? If such are daily occurrences in the lives of clerks in their dealings with the fair (!) sex, I am very much afraid that their chances of entering the kingdom of heaven are like those of the rich man, extremely negligible.

There can be no doubt that the clerk's opinion thoroughly coincides with Kipling's estimate of women—that "the female of the species is more deadly than the male!" But let us hope that such cases are exceptional.

Clerks Deserving of Sympathy

The clerk is deserving of profoundest sympathy, not alone for what he endures from experiences of this kind, but also for his affliction in receiving avalanches of advice hurled at his poor, defenseless head. It is a wonder clerks do not rise in their wrath and set forth:

"Rules and Regulations" for Customers to Observe in Their Dealings With Clerks.

With these rules enforced, the life of the clerk would be one glad, sweet song.

There is, unfortunately, a large class of women shoppers who are exceedingly difficult to manage, but in many cases of failure to

produce sales the fault lies with the clerk.

Women Respond to Courtesy

Lack of courtesy, unwillingness to show different lines, a bored and haughty manner, or a domineering, know-it-all style (being sure of one's self is permissible, but an over-assured manner is intolerable), and the equally of-

fensive, forward and familiar style—unfortunately these are the familiar behind-the-counter types that do not commend themselves to women shoppers.

Most clerks think that flattery is essential bait in landing the elusive shopper. Of course there are some women who eagerly grasp and assimilate all "soft soap" that may come their way.

But with the more discriminating woman, flattery has a decided antagonistic effect, and must be applied in delicate and deft touches.

Complimenting a woman on her excellent taste, good judgment and sense of values is sure to have a most soothing effect (sometimes you can almost hear them purr). Furthermore, the advice of a man of discerning qualities is almost certain to be listened to and acted upon, and

there will be less danger of being talked at.

But please don't forget, Mr. Salesman, that you can get just as good results from your male customers by this method.

Discrimination Necessary

Of course you must use judgment. The same methods cannot be applied to a square-jawed, triple-chinned, aggressive and determined dowager as to the appealing, baby-stare, fluffy type. Discrimination in all things! Truly the clerk has a wonderful opportunity for studying human nature at close range.

One of the most effective and harmless

This human message should interest you, for every word is true. It is written to help you see yourselves as the average clerk in a store appears to the average woman—your customers, or those whose patronage you seek.



MISS EDNA DU BOIS

Miss Edna Du Bois is a young woman of keen observation, a woman who uses her eyes, her ears and her mind, and who clearly interprets the average feminine mind. She speaks to merchants and salesmen exclusively through the "HARDWARE WORLD" from actual experiences. You can profit by getting to know women from her viewpoint.



Sweet, but saucy; so beware!

customer. Being anxious to please will result in courtesy, cheerfulness, willingness, a real interest in your customer's needs, a thorough knowledge and interest in your own work. With this combination of desirable qualities, it will be almost impossible for the average woman to resist buying anything you may have to offer—in short, you become the irresistible clerk.

I take pride in considering myself a member of that small, select society of sensible shoppers, who, strange to relate, really know just what they intend buying, and approximately the price they wish to pay, considerably taking up as little time and attention of the clerk as possible. Yet I blush to make the following confession, showing how easily a woman is swerved from such good intentions, simply by encountering a disagreeable or rather tactless personality.

An Actual Experience

A few days ago I had occasion to buy some household articles. Naturally I knew just what I wanted and how much I wished to spend. The clerk who waited upon me was equally determined that I should buy what he wished, and insisted upon showing me "something different," which, although desirable, was not what I wanted. He was, I suppose, what most people would judge an "efficient" clerk, but unfortunately he was one of those superior individuals with a "my-dear-child-my-judgment-is-infallible" manner. Oh, how irritating such people are! He knew his business thoroughly, had a convincing line of talk, but I was becoming too "peevish" to be convinced.

Seeing that all his arguments were in vain, and that I was a very stubborn creature to deal

forms of flattery is to look extremely interested in all that the feminine customer is saying. As silence is hardly to be expected on the part of the woman, this means you must "register" intense interest and keep it up, no matter how bored you really are. Just try it.

Real Secret Plain and Simple Kindness

If you are kind you will naturally be anxious to please your customer.

with, he finally, with a superior, pitying smile for my stupidity, showed me just what I wanted, at a suitable price. But do you think the average woman would give such a clerk the satisfaction of a sale? Never! So I looked over the articles coolly and said, sweetly I hope, "Thank you, but these aren't at all what I wanted," and departed, leaving his "cusses" behind me. Wasn't I the catty thing? Yes, I still sympathize with clerks.



A formidable militant type. Never attempt to argue with this species.

Not What You Know, But What You Show

Entering a hardware store further down town, I was met by a clerk whose sunny smile instantly soothed my ruffled feelings. I explained what I wanted, and he cheerfully and willingly endeavored to find just what I wanted. He was a young, inexperienced clerk and knew very little about the stocks. He kept me waiting about a half hour. Did I mind? Not a bit. He finally showed me something of a different make and at a higher price than I intended paying. He had taken so much trouble so cheerfully, to please and satisfy me, how could I have the heart to refuse to buy after all his kindly efforts? He was an irresistible clerk, you see, so I gladly purchased the articles, and left with a much lighter purse, but lighter heart.

So there's a little illustration which shows that kindness minus efficiency scores over efficiency minus kindness. Therefore kindness plus efficiency surely will produce wonderful results.

The cultivation of kindness for all you may come in contact with is surely worth striving for, if only for a purely selfish instead of an altruistic motive. Kindness always pays though material gain is the least to be considered.

Three Graces Above All Others

And here are three little suggestions that may be of value, used in conjunction with kindness when dealing with the contrary sex:

- Select your neckties with care;
- Well creased trousers may help some;
- But above all—
- Refrain from eating onions!

Hardware "White Goods" Sales

Hardware Merchants May Well Feature Such Suggestions You Can Use in Pushing Other Lines

JANUARY has come to be the accepted season for White Sales, so there is nothing like being in fashion. But what can a hardware man offer in the line of white goods? Think a minute—twine, bagging, asbestos pads, axle grease and china. An incongruous medley, you say? True, and for that very reason, if featured together in a hardware white sale they would attract wide attention.

However, if the dealer preferred to feature a single line, there is nothing that offers greater opportunities than popcorn. Not only—in its popped state—does it lend itself to very attractive displays, but it gives opportunity for featuring many related lines—gas stoves and gas plates for heating the corn; wire poppers for holding the grain; and china and glass for the serving of the white flaky kernels.

One of the best displays along this line recently was that of Mitchell's, Philadelphia, Pa., who featured the delights of popping corn, and its suitability for home consumption during the long winter evenings. The object that focussed the gaze of all passers-by was a small gas heater, with gay dancing flames, which could be seen through the open door.

Standing in front of it was a girl (a model borrowed from a local department store) in gypsy carnival costume, popping corn over the

blaze. During the noon hour, when the business crowds thronged the streets, there was an actual girl popping corn in the window, and the aroma of the fresh popcorn that floated out on the wintry air whenever the door was opened caused numbers to hasten inside to purchase a bag of the delicious white flakes.

Of course the firm did not make a practice of competing with the local popcorn venders—the sale of popcorn lasting only one week, and done only to attract attention to popcorn and kindred lines. There was a booth arranged near the front of the store where fresh popcorn was sold, and here were shown baskets of the ears of corn. Little trouble was experienced in inducing people to buy a few ears of corn, and to further its sale little pamphlets were given away, containing recipes for making popcorn balls, popcorn brittle, and instructions for the use of popcorn as decorations.

Another side of the booth was devoted to gas heaters and gas plates. Here was a card:

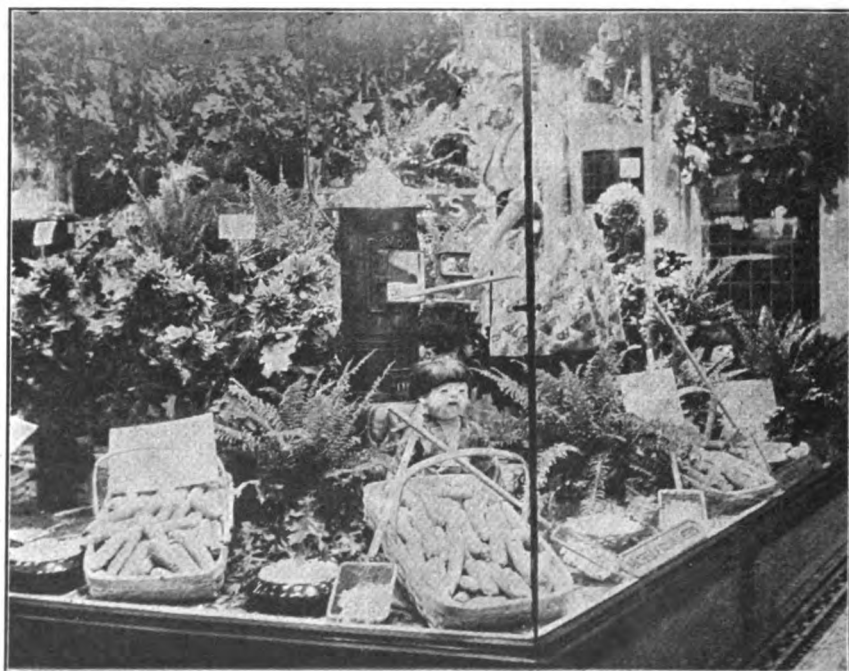
THE HANDY GAS HEATER FOR WINTER EVENING SPORT

Few modern homes are equipped with the old-fashioned fireplaces, but by means of a gas heater you can pop corn, toast marshmallows, or roast chestnuts, not only in the kitchen but in any room in the house.

A WHITE SALE FOR HARDWARE MERCHANTS

Why not?

Think of the vast variety of white goods that a hardware merchant carries. We need not mention enamel ware, silver ware, glass ware, china, cordage and many similar articles. Cooperate with the other merchants in your town and feature a white goods sale and get the benefit of their advertising as well as your own.



The third side showed corn poppers of various kinds, both single and double, with cards advising the price of each.

But to return to the window display. Down in front were a number of wire corn poppers, some holding shelled corn, and others full of the puffed and creamy flakes. Clumps of ferns were banked in the corners and on a mound in the center of each clump was a vase holding a cluster of big white chrysanthemums (any other white flower would be equally appropriate). Beneath the green fronds of the ferns were two large Japanese dolls, dressed as boy and girl, eating with smiles of pleasure from big china bowls of popcorn placed beside them.

From the ceiling hung a number of large branches of dark red oak leaves, while scores of red and brown leaves were scattered over the floor. Sacks of popcorn stood at either side, one of them having fallen over, with the ears of corn pouring out upon the floor.

Through a catchy newspaper ad they likewise called the attention of the public to the delights of a winter evening at home:

POPCORN!

What would the long winter evenings be without it? Much, however, depends upon the quality of the corn. You don't want to set before your friends or members of your family a dish of half-popped or unpopped grains. The moral of this is to buy where you know you will get good corn—rich, juicy kernels that burst into bloom as soon as they are subjected to the heat of the flames.

That's the kind you always get at

MITCHELL'S

At another time they combined rice popcorn with Chinese lily bulbs in a very effective manner. The background was hung with Chinese panels. If these are not readily obtainable, a good simulation can be made pasting several Chinese napkins on a cardboard cut in panel shape. Suspended from the ceiling were half a dozen Chinese lanterns, lighted at night, the gay lights gleaming through the branches of foliage presenting a very attractive appearance. In the center of the window was a low table, on which was a big bowl of popcorn, and on each side of it a Chinese boy and girl doll.

In front of the table was a bushel basket, from which ears of corn were pouring out, and a sign which advised:

Don't forget to take home a bag of rice popcorn!

The same display called attention to Chinese bulbs, which were to be planted at once in order to bloom for Easter. In a flat dish, partially filled with pebbles, were several sprouted bulbs, while baskets of bulbs were shown at either side, with little cards attached: "Chinese Sacred Lilies Will Bloom in Six Weeks' Time."

Realizing that in this restless age, when everybody is prone to seek amusement outside, anything that tends to keep the young people—and the older ones, too, for that matter—at home is welcomed by the parents, they had printed a leaflet telling of the joys of the simple life—such as popping corn, roasting chestnuts and toasting marshmallows. On the inside were quoted prices on corn poppers, wooden and steel skewers for toasting marshmallows or spitting apples, and shovels for roasting chestnuts. The leaflet was enclosed in an envelope, stamped with letter postage, and sent to a selected list of farmers, grammar and high school students, and housewives, with a special invitation for them to come down and look over the complete line of merchandise of this description, and also to view their gas stove-popcorn display.

RESULTS OF OVER SPENDING

One of the leading causes of the prevailing extravagance is the illusion created by currency inflation. Realities change faster than mental conceptions. A worker who a few years ago was getting \$30 a week, and is now getting \$45, imagines that his pay has been increased 50 per cent, though it can really purchase no more goods than before the increase, if, indeed, it can purchase as many. But under the illusion that his pay has been enlarged, he thinks he can indulge in luxuries which previously he considered out of his reach.

Extravagance leads to increased production of luxuries, which draws labor away from the production of necessities, and consequently makes the supply of necessities smaller and their prices higher at a time when the world can least afford it. But—more's the pity—it has an evil effect beyond even that. An orgy of spending fosters envy and unrest in those not capable of indulging in it; it leads to discontent, strikes and social disorder.

One of the arguments which those who are endeavoring most earnestly to inculcate thrift might do well to stress at this time is the likelihood, amounting almost to a certainty, that the course of the past five years is now to be reversed, that inflation will be succeeded by gradual deflation, that money put aside now will not only accumulate interest, but an increased purchasing power that will make it more valuable as time goes on, and that the rewards of saving will be greater now than they have been for two generations.

Some merchants may have so much system about the management of their business that they slow down the selling, but more have so little system that they slow down the profit.

What Policy Should Merchants Pursue?

THIS question is uppermost in the minds of all retail merchants and, for that matter wholesale merchants as well, in 1920.

"In a multitude of counsel there is wisdom."

No other question is being more carefully considered by manufacturers and jobbers, and we know that the thousands of **HARDWARE WORLD** readers will be glad of the opportunity of an expression of views from all sections of the country. We believe this is one of the most comprehensive views of trade conditions ever presented to retail merchants.

SHORTAGE WILL MAKE HIGHER PRICES

Editor **HARDWARE WORLD**:

We expect a serious shortage in all lines of metalware, including enamel ware. The supply of raw materials for the first six months of next year will not be over 50% of the actual requirements. Needless to say, this shortage will force prices still higher. Merchants, therefore, will do well to anticipate their wants as far ahead as possible.

SCHLUETER MFG. CO.,

St. Louis, Mo.

W. H. Schlueter.

EVERY REASON FOR HIGHER PRICES

Editor **HARDWARE WORLD**:

We believe there is every reason why higher prices on commodities in general will prevail during the year 1920. The general inefficiency of labor and the great number of strikes throughout the country clearly indicates less production, and there can be no hopes of lower prices until production at least equals the demand.

Whenever production can be made to exceed the demand, we may look for decisively lower prices. An excess of production would quickly bring about decreased cost of labor and a decreased cost of all commodities. In December, 1918, we predicted that prices would continue to advance for at least two years, and we see no reason for changing our prediction at this time.

ONTARIO KNIFE COMPANY,

J. L. Burritt, Sec.

CORDAGE MARKET FIRM

Editor **HARDWARE WORLD**:

It is very difficult for us to give you any decided views regarding purchases of products such as we manufacture (Manila and Sisal Rope, etc.). During recent weeks the Manila fibre market has been comparatively strong almost to the point of necessitating an advance in Manila cordage. We trust, however, that no further advances will occur, as we would much prefer to see prices in our line gradually decline to levels more nearly corresponding to those prevailing in pre-war times.

Sisal fibres have been considerably weaker, and after high-priced stocks are used up, it looks as if more or less of a decline in the manufactured goods might take place. This opinion, however, may require changing before your issue goes to press, in view of the possibility of sudden reversals in the raw material markets. Speaking, of course, only in the light of our own experience during recent months, the demand for cordage seems to be continuing remarkably strong, and we believe that merchants would do well to anticipate their rope requirements as much as possible when placing their orders.

WHITLOCK CORDAGE COMPANY,

Louis I. Whitlock, Asst. Treas.

IT'S ALL UP TO LABOR

Editor **HARDWARE WORLD**:

It would be very hard to advise the merchant regarding the proper way to conduct his business during the ensuing year. The demand for merchandise is much greater than the supply and production is not up to normal. Prices have reached the high mark and should further advances come, it will without a doubt prohibit us from exporting. Should production be increased to the point it should be, prices no doubt would remain the same and we all could enjoy a prosperous business for some time to come.

The greatest factor at the present time to contend with is labor. The unrest and dissatisfaction found among labor is hard to explain. The laborer that can neither read or write is receiving from \$5.00 to \$8.00 for eight hours' work. Carpenters are receiving from \$1.00 to \$1.25 per hour, plasterers \$12.00 per day, and labor is producing less at these prices than it did in the past at a much lower wage scale. Business is waiting for labor. We are lacking cooperation.

In the meantime, our foreign neighbors are recovering from the horrible war conditions and unless labor's attitude here changes soon we will find that we are floundering around in a land of milk and honey, tramping it under our feet, while Germany, with the cooperation of every man, woman and child, willingly working from twelve to fifteen hours per day, will have entirely regained her prestige in the merchandise world and consequently will have won the war. We would advise the hardware dealers to buy according to their demand, as there is at the present time no opportunity for speculation.

BUHL SONS COMPANY,

Detroit, Mich.

A. H. Nichols, Asst. Gen. Mgr.

MUST HAVE THE STOCK TO HAVE CUSTOMERS

Editor **HARDWARE WORLD**:

In all lines of business everybody is swamped with orders. If the steel and coal situation clear up these orders will be filled sooner than anticipated, because every manufacturer has been increasing his capacity for some time. We believe that merchants everywhere should buy heavily, for the man who has the stock will have the customers.

FAULTLESS CASTER COMPANY,

Evansville, Ind.

C. B. Noelting, Sales Mgr.

CONTINUED DEMAND FOR SAWS

Editor **HARDWARE WORLD**:

From our point of view jobbers do well to keep their stocks liberally supplied and well assorted, as we believe that the great demand for goods will continue for many months to come.

HENRY DISSTON & SONS,

W. A. Chenoweth, Mgr. Sales Dept.

STAND PAT AND READY

Editor HARDWARE WORLD:

We have been and are still of the opinion that conservatism should be the keynote controlling purchases by both jobbers and retailers. The governing factor should be the ease or difficulty with which various lines of merchandise can be procured. Where supply is ample to permit of frequent buying resulting in frequent turn-over, that course should be pursued.

In those cases where distributors are assured that a scarcity exists and will continue to exist, their interests can only be protected by anticipating in advance of actual requirements. We see no indications in either material or labor markets of an early downward trend in prices. Do not believe any relief from present high taxes can be expected next year.

It is our judgment that merchants should employ every means at their disposal to maintain complete assortment of sufficient stock to supply the actual demand, but avoid temptation to speculate on either prices or demand without reserving to themselves a very healthy margin of financial protection.

COLT'S PATENT FIRE ARMS MFG. CO.,

Hartford, Conn.

S. M. Stone, Vice-Pres.

EMPHATICALLY ADVISE EARLY BUYING

Editor HARDWARE WORLD:

Prices of all sorts of commodities are exceedingly high, and this will undoubtedly result in rather conservative buying on the part of many merchants. It is also true, however, that goods of all kinds are scarce and production is considerably below normal. It seems to us that this means the demand will exceed the supply in nearly all lines for the first six months of 1920, and prices will be firm even if they do not continue to rise.

We believe dealers should place orders early for their reasonable requirements, and should place also a very early shipping date on their orders. We do not advise speculative buying. We do emphatically advise early buying up to the full normal needs of business in nearly all lines.

GEORGE M. CLARK & CO.,

Chicago.

A. F. Millikan, Sales Mgr.

PRICES AS LOW AS WILL BE

Editor HARDWARE WORLD:

We hesitate to be so rash in offering advice, we really think that you ask too much. We can only say, however, as far as we are able to prognosticate, that prices are as low as we expect to see them for some time, with an increasing demand and shortage of production, it would seem that merchandise we are interested in will be as difficult on delivery as it has been for the past two or three years.

DELTA FILE WORKS,

Philadelphia, Pa.

Jos. M. Hottel, Vice-Pres. & Sec.

EXPECT CONTINUATION OF SHORTAGE OF GOODS

Editor HARDWARE WORLD:

Many items in the hardware field are becoming more and more scarce, due to many causes. There is a shortage of labor; there is a loss in efficiency in plant operation, raw materials are difficult to get, and the demand is large. Under these conditions we can see no other outcome than a continuance of the shortage of goods in 1920.

We believe that merchants would do well to anticipate their requirements as much as is reasonably possible. This would appear to be the only way in which the merchant can assure himself of having the goods when they are called for and if he does not have the goods, he, of course, cannot make the sale.

Philadelphia.

THE ENTERPRISE MFG. CO.

HERE ARE ACTUAL FACTS—DRAW YOUR OWN CONCLUSIONS

Editor HARDWARE WORLD:

To outline our ideas on policies that should govern merchants in their purchases for 1920, is indeed a difficult thing to do. We can only give you a statement of facts and then it must be the prime concern of every merchant to formulate and direct his own policy along lines that seem to him best suited to his particular business.

Our prediction, made during the early summer, that a shortage of mechanics' tools would become more and more acute as the fall progressed, has been fully realized and manufacturers of mechanics' tools of every description are today facing staggering problems. Costs are every day increasing and the difficulties surrounding production are far greater than they were six months ago. Despite the fact that foreign exchange works seriously against the foreign merchant, and undoubtedly curtails the volume of his business, still his purchases today are enormous.

These are the facts. You can draw your own conclusions.

GOODELL-PRATT CO.,

Greenfield, Mass.

William M. Pratt, Pres.

REQUIREMENTS IN EXCESS OF FACILITIES

Editor HARDWARE WORLD:

We can only speak from the standpoint of the product that we produce, of the fact that our business is handicapped from a lack of raw material. The requirements are far in excess of the manufacturing facilities and deliveries are quite extended. We can only see a more binding condition so far as products made from steel wire are concerned.

THE PROGRESSIVE MFG. CO.,

Torrington, Conn.

G. E. Hanneman, Sec.

TREND OF PRICES WILL CONTINUE UPWARD

Editor HARDWARE WORLD:

In our opinion, the trend of prices is going to continue upward for at least the first half of next year and the demand for materials in hardware and implement lines is going to remain very active, so that in our opinion, the wise merchant will not hesitate to buy early for his full requirements in anticipation of both.

HUNT, HELM, FERRIS & CO.,

Harvard, Ill.

B. B. Bell, Sec. and Treas.

CAN SEE NO SIGN OF DECLINE IN PRICE

Editor HARDWARE WORLD:

We are of the opinion that merchants should anticipate their wants freely for the first six months of the coming year. The decline in prices that was expected to follow the signing of the armistice failed to materialize and instead prices of practically all commodities have been on the upgrade ever since. The trouble that the manufacturers are having right now both in raw materials, coal and labor, show no signs of any relief and so far as we are concerned our only protection lies in the anticipation of our requirements as far ahead as the manufacturer will permit.

We are not looking for any material advances as a whole, but we most assuredly can see no sign of decline for the first half of 1920. We understand that the larger proportion of manufacturers are going into the New Year with their production sold from four to six months ahead. We, therefore, believe it will be decidedly to the merchant's interest to anticipate his early 1920 requirements without delay.

STRATTON-WARREN HARDWARE CO.,

Memphis, Tenn.

G. M. Baird, Vice-Pres.

CAUTION AND GOOD SENSE

Editor HARDWARE WORLD:

The year 1920 will open up with the most puzzling problems that have ever confronted the business interests of the country. With labor demanding more and more and producing less and less, it looks as if higher prices were still to continue, and yet on the other hand the inability to secure materials and merchandise will unquestionably result in many lines of business becoming stagnated, thereby throwing out of employment, thousands of men all over the country. Unemployment always means less national purchasing power. Prices are governed more by the law of supply and demand than by any other factor. If, by lack of purchasing power due to unemployment, the country retrenches, the big prices will fall.

The steel and coal strikes will have made inroads on manufactured stocks that will be felt for many months and until the void caused by this non-productive period is filled up by increased manufacture, there will be a maintenance of prices. Just as soon as manufacturers have in sight a catching up with their orders, then there may be another turn. The copper situation illustrates what we mean. Despite the determination on the part of each producer and the combination of the producers to maintain the price, the inevitable result from lack of orders will be manifested somewhere among the producers in a bid for available business, and like a row of dominoes, the market will fall. If the buyers come too heavily, then courage stiffens the backbones of the producers and up goes the prices again. It is all a case of "dog eat dog." Caution should be the watchword of dealers and jobbers. Good sense and discrimination must be used and no set rule can any man give for 1920 purchases. The coming year will be one wherein luck will play less a part in buying than ever before. Judgment and decision must be arrived at by a study of question, not usually involved in the purchase of hardware, and a situation not ordinarily related in any way with hardware merchandise, may now be seen to have the most potent reflection on the price of any such commodity.

We believe we are safe in predicting that the merchants who will profit most in 1920 will be guided by these principles: First, sufficient stock to meet the demand of the trade; second, early purchase of such requirements; third, rejection of uncertain credits and prompt collections of outstanding accounts; fourth, keeping optimistic and patient regarding the ills that afflict the country; fifth, avoid politics and judge national legislative requirements solely on a non-partisan basis; sixth, cultivate a spirit of friendship with competitors. Apropos of the New Year, we suggest that all of the old common-place resolutions be forgotten this year, and that every individual in the country make and stick to one resolution that if carried out and lived up to will cure the world and our nation of its troubles, and bring back again the regime of the old days, when men trusted one another, and the spirit of brotherly love and helpfulness was still extant. Let us resolve, one and all, to follow out in 1920, from the first day of January, the simple but wonderful "Golden Rule."

THE LEE HARDWARE COMPANY,

Salina, Kan.

Chas. L. Schwartz, Vice-Pres.

HESITATE TO PROPHECY

Editor HARDWARE WORLD:

We regret that it will be impossible to give you the information desired. At the present time business is exceedingly good and we anticipate for the balance of the year it will continue, but what it holds in store for us the coming year we are loath in anticipating. The conditions are such that we dare not prophesy.

Louisville, Ky. STRATTON & TERSTEGGE CO.

JOBBER OF PECULIAR ADVANTAGES
AND VALUE TO RETAILER

Editor HARDWARE WORLD:

If there ever was a time when the jobber was of peculiar advantage and value to the retailer, it is the present time. We do not believe that the retailer should speculate. His profit should be made on the quick turnover which is a means of keeping the investment at a minimum and the goods in new fresh packages. All information and advice that we have at this time tends to show an extreme scarcity of all kinds of merchandise and higher prices.

SCHWABACHER HARDWARE CO.,

Seattle, Wash.

Sol Friedenthal, V. P.

PURCHASE FOR FIRST SIX MONTHS

Editor HARDWARE WORLD:

It is our opinion that merchandise is entirely too high priced to warrant any speculation on the part of the dealer. Owing to the scarcity of all lines of hardware, however, we are strongly advising hardware merchants to purchase their approximate requirements for the first six months of 1920 and to give permission for shipment at any time the jobber may be able to secure the goods. Unless this is done we believe that many dealers will be unable to procure anywhere near their requirements for the spring trade.

HARPER & McINTIRE CO.,

Ottumwa, Ia.

C. S. Harper.

EXPECT BUILDING WILL BE BEYOND
NORMAL

Editor HARDWARE WORLD:

We are buying every dollar's worth of goods that we feel are staple, and urging the manufacturers to ship at once. If conditions right themselves, we feel that the coming year will blossom out to be one of the best in the history of this country, and we feel particularly sure that building will be far beyond normal (under the best times that we have had). The automobile industry is planning for the biggest year in its history, which means that supplies will get a full share of the business, and we have no doubt that all other lines will be benefitted by these great pendulums of industry.

Indianapolis, Ind.

VONNEGUT HDWE. CO.

GOODS WILL NOT DECLINE IN PRICE

Editor HARDWARE WORLD:

We believe merchants will make no mistake in carrying good stocks. The great difficulty that confronts the jobber is the slowness of deliveries after orders are placed. Labor troubles are holding back deliveries and our files are full of invoices discounted in 10 days after billing, large number of which are 30 to 60 days on the road before we receive them, railroad deliveries being very unsatisfactory.

With shorter hours for labor and increased pay in all lines, goods will not decline, but rather advance. Several lines of merchandise are not to be obtained at this time and other lines largely curtailed and we believe the number will increase. Our business shows heavy increases over last year, notwithstanding the above conditions, because we have made special efforts to obtain all goods possible. While the radical element is making all the trouble they can, we believe the American people at large are conservative, and that conditions will gradually improve.

MILLER BROS. HDWE. CO.,

Richmond, Ind.

F. O. Chambers, Sec. and Treas.

SUGGEST ORDER EARLY AND SHIP IMMEDIATELY

Editor HARDWARE WORLD:

From present indications, it appears to us that the shortage of almost everything a hardware merchant sells is likely to become more acute, rather than otherwise. While this condition prevails the tendency of prices will certainly not be downward, and we must expect many further advances.

We believe that the hardware merchants who place their orders now for immediate shipment for all such goods as they expect to sell during the winter and spring, will find that they have acted wisely. Most merchants are, as usual, placing orders now for spring goods to be shipped during the winter or early spring. While this plan has been all right in the past when production was normal, it is not as safe as a plan which is now adopted by many successful merchants who are placing their orders for spring goods and asking for immediate shipment. We confidently believe that the merchant who orders his goods early and has them shipped as soon as they are produced is pursuing the wisest course.

The farmers in this section have been especially prosperous and are buying more than ever before. Not only are they buying more than formerly, but they are buying better goods than ever before. Unfortunately, there are many hardware merchants who are overlooking these new and exceptional sales possibilities, which exist among farmers.

A few weeks ago, E. T. Meredith, president of the Association of Advertising Clubs of the World, delivered an address on the enormous sales possibilities, which many merchants living in farming communities are overlooking.

He stated that recently a very careful survey was made by the Iowa State College of Agriculture for the purpose of ascertaining the buying possibilities that existed in a typical rural district. They selected a township that represented about the average conditions of the state. The township in which the survey was made had a population of 802 persons, which developed the following interesting facts:

There are 142 farm homes in the township and the average size of each farm is 151 acres.

- 40% had running water.
- 33% had bath tubs.
- 11% had electric lights.
- 35% had gas lights.
- 48% had power washing machines.
- 26% had electric or gas irons.
- 54% had carpet sweepers or vacuum cleaners.
- 50% had furnace, hot water or steam heat.
- 93% had telephones.
- 40% had refrigerators.
- 20% had gas cook stoves.
- 33% had oil cook stoves.
- 33% had sleeping porches.
- 56% had pianos.

125 of the homes had an average library of 100 volumes.

Certainly this gives some indications of the immense market there is in equipping these farm homes throughout America.

Some merchants hesitate to buy because prices are high, and they say this condition cannot last forever, true it cannot last forever, but while the condition exists, we should take advantage of it. The time to push sales is when people have plenty of money to spend, and are spending it. When the time comes that the people have no money to spend, then there is no use to put forth extraordinary sales efforts.

That a change will come some time is certain, but when, no one knows. Therefore, it is well for every merchant to follow the wise saying, "Make hay while the sun shines," and make the most of the present

sales possibilities, and in that way, he will lay up a reserve that will help to tide him over when the lean period comes.

TENK HARDWARE CO.,

Quincy, Ill.

B. Tenk, Pres.

TIME FOR CONSERVATISM

Editor HARDWARE WORLD:

Due to the very unsettled market conditions and the lack of our ability to secure goods, the only policy that we can suggest for a merchant to follow during the ensuing year will be a conservative one. We do not feel that this is any time for speculation, and while we do not anticipate declines in the early part of 1920, we cannot help but feel that the latter part of the year will show some revisions.

It is a time when every merchant should watch his stock closer than ever before in his business experience, and would suggest that all stocks be kept as complete as possible consistent with present deliveries. We feel that there is no economy or safety in buying short, for in most cases the activity of one's business will take care of any declines which may occur.

Due to the manufacturers' inability to furnish all of our requirements, we are forced to make liberal substitutions, which, when intelligently made, are accepted with the assurance that we are doing everything in our power to serve the best interests of the buyers.

We believe that it will behoove all merchants to put forth an extra effort to make closer collections than ever before, that they may protect themselves, should the unexpected happen, and while we would not have this accepted in a pessimistic strain, we would again repeat—do the next twelve months' business along the most conservative lines.

MARSHALL-WELLS CO.,

Portland, Ore.

E. C. Ward, Sales Mgr.

TWO UNKNOWN FACTORS

Editor HARDWARE WORLD:

The retail merchants in their purchases for the ensuing year should look ahead as far as possible. The problem of securing sufficient stocks for the ever-increasing demand will be even more difficult than at the present time, particularly on account of labor trouble and scarcity of raw material and the great demand which seems to be never satisfied.

In regard to the trend of the market it is the writer's opinion that in some cases the top has been reached and there should be some recession particularly on the brass goods lines and items that brass enters into. The trend of these prices is governed more on account of the labor conditions than in normal times. Other items do not seem to have reached the crest and the outlook for the year 1920 is a very bright one, particularly for the merchant who has a good stock.

HARPER & REYNOLDS CORP.,

Los Angeles, Calif.

Chas. J. Negus, Sec.

GOODS WILL BE HARDER TO GET

Editor HARDWARE WORLD:

We would strongly advise merchants to anticipate their requirements on seasonable goods. On account of the steel strike there is going to be considerable delay in getting steel products. In fact, it is with great difficulty that dealers will be able to get many other lines of goods. We would not suggest speculating, but are firmly of the opinion that goods in the hardware line will be harder to get next year than for the last two years.

MONTANA HARDWARE COMPANY,

Butte, Mont.

E. S. Woodland, Mgr.

WISE RETAILER WILL BUY WHERE HE CAN GET GOODS

Editor **HARDWARE WORLD**:

At the present time the situation as regards merchandise is more critical than at any time past. A member of our executive corps who has just returned from a visit to the factories, reports that they are not operating with more than 25% efficiency. This, coupled with the present coal shortage and the anticipated freight embargo, would seem to indicate that the wise retailer who purchases his goods wherever he can get them will be the one who will have the laugh on the other fellow before many weeks roll by.

WHITON HARDWARE COMPANY,
Seattle, Wash. John F. Welborn, Pres.

EXPECT 1920 TO BE BANNER YEAR

Editor **HARDWARE WORLD**:

Our buying policy for the 1920 season is and has been to cover our specifications at the earliest possible date, thereby insuring delivery and price. We are now pretty well covered on all of our specifications, and are urging upon our trade the necessity for their placing their future orders to cover all of their specifications, wherever possible. We fully expect the year 1920 to be our banner year, brought about through going into the market and covering ourselves wherever possible.

BASCHE-SAGE HARDWARE CO.,
Baker, Ore. G. P. Lilley.

BUILDING MUST GO ON

Editor **HARDWARE WORLD**:

Because of the tremendous readjustments going forward all over the world affecting political and economic conditions, there is bound to be considerable doubt as to the wisest course to pursue in planning business for the coming twelve months. However, such indications as are visible, appear to us to make it desirable for the retail hardware merchant to secure his 1920 requirements with as little delay as possible.

The immense building needs of the Nation have been held in suspense for upwards of two years and regardless of labor conditions and high price of material, they must be completed, at least to a considerable extent, without further delay. Moreover, assuming the peace treaty will be disposed of in the near future, it is reasonable to anticipate increased foreign trade, which will tend to sustain our markets.

MOMSEN-DUNNEGAN-RYAN CO.,
El Paso. A. A. Martin.

ADMINISTRATION'S ACTS BIG FACTOR

Editor **HARDWARE WORLD**:

We believe a conservative plan should prevail. Every dealer from his past experience should find himself in position to closely estimate his requirements in all lines for the coming year, and being in position to do this he is naturally informed as to what extent he should keep up his stock. If he intends to remain in business it is absolutely necessary for him to have the goods which his customers will call for. These are no times to speculate.

It is the writer's opinion that business conditions will not very rapidly grow towards normal until after the peace terms are definitely settled in the United States. It is also my opinion that if the Government would regulate the liquor traffic—not compelling prohibition, but eliminating the saloons—that much of the unrest in the United States would be quieted.

ANACONDA COPPER MINING CO.,
Butte, Mont. G. H. Greenwood, Mgr.

A JOBBER'S POLICY

Editor **HARDWARE WORLD**:

We are buying seasonable goods for next spring's business and feel that it is perfectly safe to do this. Our idea has always been that it is much more profitable to have goods when they are called for, even though we suffer a loss on them in case of a decline, rather than to be without them when they are in demand. It seems to us that the retail merchant is justified in following the same policy.

HIBBARD, SPENCER, BARTLETT & CO.,
Chicago, Ill. J. J. Charles, Pres.

WATCH CREDITS AND DISCOUNT BILLS

Editor **HARDWARE WORLD**:

There is no question but what there is a world shortage of goods, and labor as a rule is much less efficient than it was during the war. Consequently, with plants running normal or less than normal, a smaller amount of merchandise is being produced. We think it behooves every merchant to buy carefully on the present high standard of values. However, we believe it is safe and wise to provide for their normal spring business, as it looks to us as though the man who is not foresighted enough to do this will be out of goods. The interruption in production of steel has caused a great shortage and there seems to be a great demand for most everything.

Merchants today should watch their credits carefully and those who are not in position to discount their bills should get in this position as rapidly as possible. The merchant who owes nothing and discounts his bills has nothing to fear, come what may. We have certainly had two or three of the kind of years that should have put everyone in this condition. Before prices can be reduced they must stop advancing, and while it looks as though the market were becoming more stable, still we are getting many advances now. We cannot see any lower prices for spring business, although everyone I think would like to see prices gradually work towards more normal levels.

MORLEY BROTHERS,
Saginaw, Mich. R. Morley, Pres.

BUY FUTURES NOW OR NEVER

Editor **HARDWARE WORLD**:

We feel that goods will be harder to secure in 1920 than at any time in our history. That there are no reasons to expect declines for the first six months, and we question that there will be any for the entire year, and that every merchant should immediately place orders for everything that will be needed for the first six months.

The steel strike is putting the factories farther behind all the time, and with the crops bringing more money than at any time in our history, the demand for goods should be increased accordingly, and we, therefore, feel that the merchants with the goods will secure the business. If the merchant places his orders now, I do not believe he will receive all the goods he buys, or will need for the spring and summer business, and really advise that he place orders now for fall goods.

The writer is an ex-retail merchant and up to the past two years has never been strong on a retailer buying futures, but I feel that 1920 will be a great exception. Labor is not producing what it should, or could, and seems to be becoming more stubborn every day, whereas they are consuming more, and in the face of this we can not hope for goods to be plentiful or cheaper, but can only expect the reverse, and we are governing ourselves accordingly.

RUSSELL HARDWARE CO.,
McAlester, Okla. F. C. Russell, Pres.

BUYING HEAVIER THAN USUALEditor **HARDWARE WORLD**:

Our policy up to this time has been to buy heavier than usual for our 1920 requirements, and without some unusual conditions obtaining we look forward to a big business and heavy demand for hardware items, especially building materials, during the coming year. While we have had greatly disturbed conditions during the last few months and the end is not yet, we still believe firmly in the principles upon which our Government is founded, and feel that these disturbances will bring about changed conditions that will result in more and better business conditions for the future.

SUMMERS HARDWARE CO.,

Johnson City, Tenn.

J. A. Summers, Pres.

EXPECT NO DECLINE IN BASIC GOODSEditor **HARDWARE WORLD**:

We never were as nonplussed regarding the buying of goods at any time in the last four or five years as we are at the present time. Our policy, however, is going to be to keep our stock, if possible, sufficiently well assorted to take care of our trade. We do not, however, expect to anticipate an advancing market. There are quite a number of lines of goods we are buying that possibly may advance in value, and there are others that we think are too high. On account of the sentiment that is being worked up against the high cost of living, the Government may take a hand and compel a reduction in values in some of these lines of goods. We do not, however, expect any decline in basic goods, that is iron and iron commodities, when labor does not materially enter into the manufacture of same.

GEO. A. LOWE COMPANY,

Ogden, Utah.

J. R. Cooper, Treas.

**KNOW WHAT THEY WANT TO DO BUT
HARD TO DO IT**Editor **HARDWARE WORLD**:

It is the policy of this firm to keep their stock complete. We do not want to carry a large stock; in fact we prefer to carry as small a stock of this high priced merchandise as our business will permit. But trade is good and profits are satisfactory, and to cut off buying, which necessarily would mean the cutting off of profits, would undoubtedly cause the overhead and general expense to eat up what little profit we made during the past few years.

It is not our intention to anticipate if we can avoid it, but during these abnormal times, we are finding it hard to keep our stock at a minimum and anticipate six or eight months ahead. It is almost impossible for one to plan just what he is going to do. We know what we want to do, but getting by with it is the question. If we can keep our stock in such condition as to fill orders as we may get and await developments from day to day, we shall feel thankful.

HENDERSON & BAIRD HDWE. CO.,

Greenwood, Miss.

J. E. Mann, Vice-Pres.

DIFFICULTY IN OBTAINING GOODSEditor **HARDWARE WORLD**:

We believe it advisable for the retail merchant to purchase any staple or standard goods in reasonable quantities for his next spring's business and to make provisions to take these goods into his house as soon as possible, so as to have them when trade opens next spring. We find an increasing difficulty in obtaining merchandise in a good many lines and while we do not think it is time to plunge, we feel that the man who has stock next spring will reap the harvest.

THE SMITH BROS. HDWE. COMPANY,

Columbus, Ohio.

J. A. Davis, Treas.

KEEP WELL ASSORTED STOCKEditor **HARDWARE WORLD**:

We believe that every merchant should buy all the goods he can buy to assort up his stock so that it is a well assorted stock. We believe that he should get the goods in as soon as he buys them, then he knows he has the goods to sell.

We believe that the live, up-to-date retail man will increase his trade if he will follow these rules and will gain respect of the community in which he is doing business, and will get what otherwise would go to a mail-order house.

BOETTICHER-KELLOGG CO.,

Evansville, Ind.

Oscar Boetticher.

ADVANCES MAY STOP BY JUNEEditor **HARDWARE WORLD**:

We anticipate no declines in the first six months of 1920 and many advances, especially in those articles in which labor is the greater part of the cost.

There should be a cessation of advances towards the middle of the year. We expect a continued scarcity of goods continuing until late in the year, which should hold all prices at or near the top throughout the year. Dealers who do not continue buying in advance of their sales will be out of goods. However, this is not to encourage investment buying to extent beyond the year.

Austin, Tex.

W. H. RICHARDSON & CO.**EXPECT BIGGEST BUSINESS IN HISTORY**Editor **HARDWARE WORLD**:

We are pleased to inform you that we are very optimistic about the coming year's business. Prospects never looked brighter for business. The only cloud in the horizon is the enormous overhead which constantly continues to creep upward. In order that the merchant may continue to function and supply his trade merchandise he must necessarily advance prices in order to take care of the cost of doing business. We place orders well into the future, the slow deliveries making this necessary. It is the writer's opinion that 1920 will prove to be the average merchant's biggest business year in history.

THE EDWARDS & CHAMBERLIN HDWE. CO.

Kalamazoo, Mich.

J. Chas. Ross, Sec., Gen. Mgr.

**THE HOUR OF THE CAREFUL AND
CAUTIOUS**Editor **HARDWARE WORLD**:

Purchases should be made to cover only immediate requirements. Conservatism should be the guiding influence under present inflated conditions. Within a reasonable time, production will pass consumption, when it does, business will drop and values will fall. The wise buyer never loses sight of fundamentals and usually is not caught napping. This is the hour of the careful and cautious.

ROEHM & DAVIDSON,

Detroit, Mich.

C. W. Roehm, Treas.

PAY THE PRICE AND HAVE THE GOODSEditor **HARDWARE WORLD**:

We think it well for all merchants to anticipate their wants, buy goods as far ahead as possible for a season's requirements. As prices are so high, we do not believe it good policy to speculate and buy goods in quantities, which you would have to carry from one season to another. We believe it good policy to pay the price and have the goods on hand in advance of the season, however.

DOHERTY HDWE. CO., Ltd.,

Baton Rouge, La.

A. Doherty.

BELIEVES PRESENT PRICES WILL BE MAINTAINED FOR ANOTHER YEAR

Editor **HARDWARE WORLD**:

I recently returned from the East, where I attended the National Hardware Convention, also visited several factories in New England, Pittsburg and Chicago and talked with many manufacturers. I am decidedly of the opinion that present prices will have to be maintained for some time to come. I look for very little decline in prices, if any, during the year 1920 and it now looks as if goods would be very scarce and hard to get. Owing to these conditions, my opinion is that it would be good business for the merchants to keep their stocks as complete as possible for at least another year.

HUNT & MOTTET CO.,

Tacoma, Wash.

E. F. Messinger, Pres.

ADVISES SLOW ORDERING

Editor **HARDWARE WORLD**:

We are simply going to say to you that we are booking very few goods ahead. We do not at all like the conditions at present and it is the writer's opinion that we are about as likely to have a panic in the near future as a continuation of go & times. When manufacturers are only taking orders for shipment months ahead and then at prices ruling at time of shipment, our advice to the merchant, is to go slow in ordering.

THE PORTAGE LAKE HARDWARE CO.,

Houghton, Mich.

J. A. Leland.

NO RELIEF IN SIGHT FROM PRESENT CONDITIONS

Editor **HARDWARE WORLD**:

If there is any relief in sight from present conditions and high prices, induced by low production and heavy demand, we cannot see it. Merchants, therefore, should place their orders for their requirements for months to come so that they may secure their share of what goods are available.

THE THOMSON-DIGGS COMPANY,

Sacramento.

G. F. Prentiss, Vice-Pres.

PRESENT CONDITIONS WARRANT SIX MONTHS' PURCHASES

Editor **HARDWARE WORLD**:

It is our impression that present conditions of production in our line warrant purchases for six months' requirements.

NICOLS, DEAN & GREGG CO.,

St. Paul, Minn.

W. J. Dean, Vice-Pres. and Treas.

DON'T SPECULATE, BUT MAINTAIN

Editor **HARDWARE WORLD**:

We wish to state that we think the time for speculative buying has passed, but we do believe that a good merchant should keep his stock up the best he can, and we expect to pursue this policy.

Monroe, La.

MONROE HARDWARE CO.

ORDER WHEREVER ACCEPTED

Editor **HARDWARE WORLD**:

We believe that in nearly all cases, orders should be placed now with any one who will accept them, as there is sure to be a shortage in all manufactured articles. Besides, all the mills and factories with whom we have orders, are behind in their shipments from sixty to 120 days.

Muskogee, Oklahoma.

HOOKEE HARDWARE CO.

ANTICIPATE REQUIREMENTS FAR AHEAD

Editor **HARDWARE WORLD**:

Apparently the situation as regards the metal line is such that to acquire stocks it is necessary to anticipate requirements a long period ahead. We cannot see anything in the horizon to indicate that prices are going to decline in the near future, and owing to the fact that there is this great difficulty in getting orders filled in ordering our own stock, we have been ordering for some time to cover our requirements through the summer months of 1920. The retailer does not have to anticipate as far ahead as the jobber, but we can see no good reason why he should not anticipate his requirements just as far ahead as possible for 1920.

HOLBROOK, MERRILL & STETSON,

San Francisco.

H. Morris, Pres.

EXPECT GOODS HIGHER AND HARDER TO GET

Editor **HARDWARE WORLD**:

We believe that all merchants should order freely now for their next six months' supply; we also believe that goods will be higher and without a question more scarce than they are today. Those that will not look far enough ahead for their needs will be short of goods and loss of business will result.

A. DEUTZ & BROTHERS,

Laredo, Tex.

A. Deutz.

MERCHANTS SHOULD BUY AS NEVER BEFORE

Editor **HARDWARE WORLD**:

Our advice to the customer is to buy like they never bought before. It is difficult for dealers and jobbers alike in this section to anticipate sufficiently to insure stock being kept up.

THOMAS-OGILVIE HARDWARE CO., Inc.

Shreveport, La.

R. J. Ogilvie, Pres.

PRODUCTION LESS THAN NORMAL

Editor **HARDWARE WORLD**:

As to the supply and demand, there is no doubt the demand will absorb all the manufacturers can produce, but from the present outlook production is going to be less than normal in all lines.

Columbus, O.

THE GRISWOLD-SOHL CO.

TAKE CARE OF FIRST HALF OF 1920

Editor **HARDWARE WORLD**:

A year is a long time with present rapid changes, and as a consequence we feel that while the first half of 1920 should be taken care of freely and liberally, the last half of the year should be approached with caution, at least until the present labor unrest has quieted down or there are clearer indication of possibilities.

THE WAGNER HDW. CO.

Mansfield, Ohio.

C. C. Wagner, Pres.

BUY CONSERVATIVELY BUT ENOUGH

Editor **HARDWARE WORLD**:

Buy conservatively but enough to have a fair stock of all items regularly carried. Buy standard goods of known quality and demand.

ROGERS & BALDWIN HARDWARE CO.

Springfield, Mo.

REASONS FOR OPTIMISM

Editor HARDWARE WORLD:

We are most optimistic on business for the ensuing year, and from the manner in which our trade is ordering pumps in carload lots for deliveries immediately after the first of the year, it would indicate that at least a majority of the large trade feel the same as we do about the situation.

As we all know, the building trades have been doing practically nothing for the last three years on account of the price of material, but there has been such a general scarcity, in residential building especially, that the rents being demanded must encourage building operations.

As far as our business is concerned, we are going to show the largest year that we have ever had in our history, far greater than any year during the war period, regardless of the fact that the first three months of this year were productive of little or no business, owing to the reconstruction period.

It must be remembered that no building operation is ever conceived unless an adequate water supply is first determined upon and whether this water supply is furnished by a town water system or whether the inhabitants get their water from wells using hand pumps, the fact remains that pumps must be used. They are a necessity, not a luxury, and, therefore, in writing this opinion we are only looking at the situation from the side of the pump maker, though other lines of trade must be benefited in a like manner.

The wage scale still continues to advance and scarcity of labor forestalls any possibility of reducing it. We have not advanced our prices for many months, but there is every indication that we will be obliged to shortly after the beginning of the New Year. Deliveries are becoming slower with each day's orders. It would be our suggestion that every jobber and dealer who handles pumps should avail himself of the present prices and delivery dates to carry him over for at least the first six months of next year.

GOULDS MFG. CO.,
W. E. Dickey, Sales Mgr.

BUY ALL WILL NEED FIRST HALF OF YEAR

Editor HARDWARE WORLD:

We think that it is perfectly safe for merchants to buy all of the hardware items that they will want for the first half of 1920 at this time. The tendency of the market seems to be upward, and with the recent steel strike and coal strike curtailing the output of most of the steel mills and other mills making basic commodities, it looks as though there would be a shortage of material for another year at least.

Of course in our territory the conditions are somewhat governed by the crop situation and we will not know what that is until about the middle of July, and as far as we are particularly concerned we are not going beyond that date.

THE WILLIAMS HDWE. COMPANY,
Minneapolis, Minn. L. H. Williams.

DO NOT EXPECT ANY DECLINE

Editor HARDWARE WORLD:

We feel that the merchants should purchase what they feel they can sell this coming season, at the earliest date possible. As due to the labor trouble and the high cost of living, we can see no reason whatever for any decline in the price of merchandise, and are frank in stating that our orders from our customers for spring delivery are very heavy.

HENRY & ROBINSON HDW. CO.
Omaha, Neb.

ANTICIPATE FAR AHEAD AS POSSIBLE

Editor HARDWARE WORLD:

We believe that the merchants should govern their purchases for the year 1920, as they should have in 1919. In other words, they should anticipate as far ahead as it is possible for them to figure, with the idea in mind of turning their stock the greatest number of times in a year. It is very hard—next to impossible—to obtain staple lines of goods from the eastern manufacturers, which we understand has been brought about through the labor conditions of the country. At the present time the demand for staples far exceeds the supply.

A. M. HOLTER HDWE. COMPANY,
Helena, Mont. E. L. Bue, Asst. Mgr.

QUESTION OF GETTING GOODS

Editor HARDWARE WORLD:

So far as we are concerned, we are placing our orders and getting our goods, as well as covering ourselves in every way possible for material for next year. We have at the present time some material in stock for next year's business, and nearly all of the important commodities specified for are, or will be, in a very short time.

We do not see how anyone can do otherwise if they get any material at all to do business with. A question of standard commodities like nails and bar steel, we hardly know ourselves what we are going to do, as we get no encouragement in any way from orders that have been on file some considerable time. Trade at present is good.

SMITH-WINCHESTER COMPANY,
Jackson, Mich. C. J. Watts.

KEEP ORDERING OF JOBBERS

Editor HARDWARE WORLD:

Present indications point to an exceptionally large volume of business throughout the year 1920, and it will not be so much a matter of how merchants should govern their purchases, as it will be whether they can get a normal supply.

The reduction on production on some of the most staple items handled by the hardware trade has been so great that it would seem almost impossible to catch up with the demand for a long period.

We believe a policy should be pursued of not trying to buy a large stock at one time, but to keep orders flowing into the jobbers as evenly as possible. In that way, everyone will get at least a portion of what they require and no one community will suffer for lack of supplies.

BECK & CORBITT IRON COMPANY,
St. Louis, Mo. Wm. L. Niekamp.

CARRY HEAVIER STOCK

Editor HARDWARE WORLD:

In view of the fact that we have had a lot of labor trouble and a coal strike, it does not look promising for much of a decline in merchandise. At the present time we find shipments slow and if it had not been that we were carrying a much larger stock than usual, we would be short a great many items. Long before the United States went into war we realized that there was going to be a shortage of practically everything in the hardware line and we kept sending our orders to the factories regularly. We kept a very close watch on our stock and by doing this, we have been able to fill 90% of our orders. We don't believe merchants can make a mistake by buying reasonably heavy.

KALISPELL MERCANTILE CO.,
Kalispel, Mont. C. W. Short.

STRIKES CRIPPLE MANUFACTUREREditor **HARDWARE WORLD**:

We cannot see any reason for giving any different advice from what we did a year ago, which was to the effect that the wise merchant will order as far ahead as he possibly can and for whatever amount of goods that he believes he can sell. This is for the well-known reason that manufacturing conditions in this country today are far from satisfactory, brought about by the steel, coal and other strikes. The consequence is that it is going to be exceedingly difficult for manufacturers in all lines of hardware to handle the business that will be offered them during the coming year.

We do not think it necessary to enlarge on the subject, because we believe that every merchant, no matter how small or how remote from the markets of trade, understands the situation thoroughly and will act accordingly.

E. C. ATKINS CO.,
Indianapolis, Ind. N. A. Gladding, Vice-Pres.

SHOULD SPECIFY GENEROUSLYEditor **HARDWARE WORLD**:

In our opinion, merchants should specify generously—ordering as far in advance as possible. Judging from our orders and general progress of business during the past six months, the demand will undoubtedly be greater in 1920 than in 1919, which latter year was greatly in excess of our expectations. We believe prices will maintain their present level if they do not go higher, and so far as this particular business is concerned, we anticipate larger sales during the coming year than any similar period in the past.

J. H. WILLIAMS & CO.

PRICES UNJUSTLY HIGHEditor **HARDWARE WORLD**:

Our views on the subject of buying for next year would be of little value to anyone, as we ourselves are up a tree, and don't know what to do. Our business is showing a very satisfactory increase since the stringent times of last year and the commencement of 1919. The main difficulty at present is to obtain the merchandise, but while we are satisfied prices are either stationary or advancing for the immediate future, we hesitate stocking up for months ahead, and are only purchasing in moderate quantities. Prices are unjustly elevated and must come down.

FINDLATER HARDWARE COMPANY,
San Angelo, Tex. J. Findlater, Pres.

BUY STAPLES OF WELL KNOWN BRANDSEditor **HARDWARE WORLD**:

The writer has just returned from New York, and from a daily contact with large distributors and manufacturers throughout the East, would advise that merchants should refrain from buying short-lived novelties, which are constantly appearing on the market, and should confine their operations to staples, well-known brands and sure moving stock.

In discussing the outlook with manufacturers, it is the general opinion that for the year 1920, the demand for goods will be far in excess of the production or supply, particularly goods that require steel to complete the finished product.

It is going to be extremely difficult for retail merchants and distributors to maintain stocks during the coming year and while I do not advocate that the merchants should throw conservatism to the four winds, he must by all means keep in close touch with his stock of goods, and anticipate his requirements much further in advance than under ordinary conditions or he will find his source of supply unable to care for his requirements, and he may be badly in need of goods.

INLAND IRON COMPANY,
Fresno, Calif. Roy Hall.

PRODUCTION CONDITIONS ARE ONEROUSEditor **HARDWARE WORLD**:

Production conditions continue to be extremely onerous and manufacturers experience difficulty in procuring material at any price named by sellers. This results in higher prices all around with much less than maximum production. We think these conditions will continue for a considerable time and grow more intense as foreign exchange permits other countries to buy here to any such extent as necessary. We can only see one policy for domestic dealers and that is to get the goods at maker's prices.

UNITED ROYALTIES CORP.,
New York, N. Y. L. Bordwell, Pres.

SHOULD CONTINUE SAME POLICYEditor **HARDWARE WORLD**:

We find that the present policy of merchants in general is to buy in much larger quantities than they have under normal conditions, and consequently our position is the same as that of other manufacturers: We are away behind on filling orders. However, in view of the unsettled labor conditions that prevail, we feel that it will be to the advantage of merchants to continue to anticipate their requirements as far ahead as possible.

THE ELASTIC TIP COMPANY,
Boston. George A. Stetson.

INCREASINGLY DIFFICULT TO GET GOODSEditor **HARDWARE WORLD**:

Owing to the steel strike and its lowering effect on steel production and the present situation in the coal strike, we believe that it will be increasingly difficult for hardware merchants to obtain sufficient supplies of goods in time for their requirements.

We believe that it will be wise for hardware dealers to get their orders in as early as possible and in sufficient quantities for their probable demands. In our opinion, it will be much easier to sell merchandise during the coming year than to obtain it.

THE JENNISON HDWE. CO.
Bay City, Mich.

DEGREE OF OPTIMISM DEPENDS ON GETTING GOODSEditor **HARDWARE WORLD**:

We can view the future only with optimism, the degree to be obtained depending upon our ability to get merchandise to supply the demands that we anticipate will come to us.

In our judgment price is assured to remain steady or go higher, hence we have every confidence in buying our conservative requirements. Our own territory is in the best financial condition ever experienced; people are generally out of debt and buying liberally.

OKLAHOMA CITY HDWE. CO.
Oklahoma City, Oklahoma.

The Ludwick Wuest Hardware Co., of Sedro-Woolley, Wash., have just made definite plans for a bright future by the purchase of perhaps the most important business location in Sedro-Woolley, the corner lot across the street from the postoffice, measuring 70x104 feet. They plan to erect a modern building for their store.

DID YOU DO IT,

Or did you forget to send 50c in stamps to keep this paper coming for twelve months? Over two thousand pages of valuable trade information during the year.

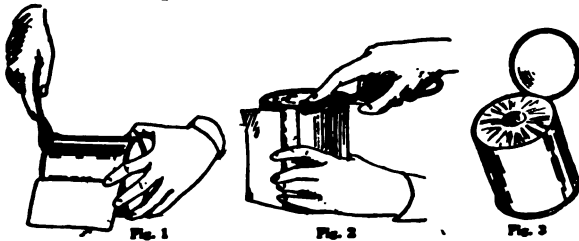
A SUCCESSFUL SALES STUNT

An enterprising western merchant tells us he had wonderful success in selling several gross of can openers by mailing out to every woman in his community a circular, as follows:

HOW TO OPEN CANS

A Simple Idea Housewiver Appreciate Knowing About

Housewives, as a rule, have considerable difficulty in emptying the contents of cans containing such articles as salmon, tunny, sliced pineapple, asparagus, hominy, sweet potatoes, and other similar items, especially when it is desired to get the contents out without breaking it up. The usual way of opening cans at the top is not at all satisfactory in most cases, as the jagged edge makes necessary the use of a fork or a spoon in emptying the contents.



Here is a much better way for opening cans, which ought to be used in every home: Tear off the label and lay the can on its side and insert the can opener next to the seam (Fig. 1) and close to the top, then hold the can firmly in an upright position (Fig. 2) and work the opener away from the seam until you have cut around the can. Now turn back the entire top (Fig 3), and you have a smooth edge, over which the entire contents will slide out, without being cut or broken.

Aside from selling can openers, it resulted in the sale of many other articles of household necessities which had been arranged on tables plainly marked. A special day was named and women demonstrators were in attendance, showing the uses of many of them.

TAKING A DESPERATE CHANCE



Hamp Williams, who lives in a country famed for water melons and other good things, tells this:

When the first carload of water-melons arrived in Hot Springs the other day, a darkey lingered in front of the grocer's window a few minutes, and then accosted the proprietor:

"How much is this one, mister?"

"A dollar and sixty cents."

"Does you guarantee it?"

"No, we didn't buy them that way."

"Lawd, white man, if I pays one dollar and sixty cents for dat melon and it's green, I'se a ruined nigger; but I'se goin' to be a sport for once."

JUST A JOB

(Edgar A. Guest)

Is it just a job that is yours to hold,
A task that offers you so much gold,
Just so much work that is yours to do,
With never a greater goal in view?
What do you see at your desk or loom,
Or the spot you fill in life's busy room?
Merely a flickering lamp that burns
With a sickly light as the mill wheel turns
And the same old grind in the same old ways
With all the tomorrows like yesterdays!

It is just a job, just a task to do,
So many pieces to build anew?
So many figures to add, and then
Home for a while and back again?
Are you just a clerk in a gaudy shop,
Pleased when a customer fails to stop,
Finding no joy in the things you sell,
Sullenly waiting the quitting bell?
Are your thoughts confined to the narrow space
And the dreariness of your present place?

Is it just a job, or a golden chance?
The first grim post of a fine advance,
The starting place on the road which leads
To the better joys and the bigger deeds,
Do your thoughts go out to the days to be?
Can your eyes look over the drudgery
And see in the distance the splendid glow
Of the broader life that you, too, may know?
What is your view of your circumstance,
Is it just a job or a golden chance?

LEARN TO FORGET AS WELL AS REMEMBER

The way to remain eternally young is to ruin your memory. Memory methods are the greatest bane of the race. They teach us how to look back so well that, mentally, we begin to walk upside down.

With a ruined memory one leads a life of incessant surprise, like a child. Instead of yesterday tapping you on the shoulder perpetually in your walk through life, you will always find yourself going to meet a smiling tomorrow.

Practice the art daily of ruining your memory. All your troubles will fly up the chimney of the past.

The man who will invent a ready forgetter will be blessed like the god who invented sleep.
—Judge.

If you haven't what the customer wants, offer to get it for him, but be frank about the length of time it will take.

DO IT TODAY

If you have not already done so before you forget it. Send 50c in stamps for the only trade paper in the West. Your money back if you are not satisfied.

The Small Tool Situation

(Address of President L. H. Treadway, of the Peck, Stow & Wilcox Co., Before the National Hardware Convention at Atlantic City.)

THE subject assigned to me is "The Small Tool Situation" and perhaps it can be best treated by a consideration under the three topics of production, distribution and the abnormal conditions under which these articles are now being made and sold in the United States.

Production

As to production, I believe the statement will go unchallenged that the United States produces the best hand tools in the world—best measured by design, finish and general excellence. Not only is this a claim resulting from comparison with foreign makes, but such claim is strongly supported by the efforts of both English and Japanese manufacturers in their attempts, as they are now making, to copy representative American patterns.

Within a few weeks I have reviewed the catalogues of both English and Japanese manufacturers showing a limited variety of small mechanics' tools that very much resembles, and in illustration would have done credit to, those of American production. In the one case, formidable competition may result, but it is likely Japanese competition will be long deferred.

In keeping with the general shortage of nearly all the basic products throughout the world, there is at present a serious shortage of small tools, not because production is not ample under normal conditions, but because despite the best efforts of the manufacturer, production lags and finishing efficiency is at a minimum.

On some items of our own lines, the extension of equipment that should show a liberal increase in output, leaves us with a smaller product than before its installation. It is hardly necessary to state that the labor problem is responsible for this shortage. High wages, shorter hours, scarcity of skilled operatives, and the restlessness of the times conduce to this end. With certain classes of labor, it would appear that work is at a discount, and pleasure has become dominant. These things, no doubt, will correct themselves in time, but for the immediate future they will probably show little, if any, change for the better.

Distribution

As to distribution, good tools bear a close personal relationship to every householder and mechanic throughout the land. We are living in an age of metal—an age of the mechanic. The auto, the tractor, the airplane and even the submarine, with the extensive and expanding uses of electricity, oil and gas, have greatly contributed to the use and sale of various kinds of small tools. All of this means opportunity that the merchant should not overlook.

In viewing the display windows of hardware stores—and surely a hardware store cannot be a real hardware store and not carry small tools—I have been amazed to frequently find small tools entirely omitted and the display consisting of specialties of various kinds to the exclusion of all staples. Small tools can also be claimed as specialties in the special profit opportunity afforded in their sale.

It is a well known fact that successful novelties are profitable, and the enterprise of their construction is reflected in the enterprise of the dealer selling them, but the virtue or popularity of these should in no way retard the natural growth of basic lines like small tools on which there is a continuous demand to meet the ever-increasing needs of the family, farm and factory, mine and mill, and the agencies of transportation and communication.

Small tools of quality adapt themselves to most attractive sales efforts. There is a certain appeal to the observer in their outline, their finish and their excellence. Interest is easily aroused, followed by a

desire for possession that eventually means a sale, and with an opportunity of profit attractive to all concerned.

In an endeavor to meet the wonderful opportunities in the hardware field, manufacturers, like jobbers, have given much thought during the past few years to new selling methods. Think of a woman selecting the hardware for her home, insisting on bronze construction cylinder and three-tumbler locks for security, instead of the contractor selecting the cheapest goods made to keep the price down. Think of a campaign to re-hardware homes and buildings with regularity for the sake of security and to replace a lot of antiquated and used up locks, knobs, etc., of the years gone by, to say nothing of a regard for modern, artistic effect.

This is an important suggestion of what can be done if aggressive enterprise is shown and proper methods employed.

Abnormal and Trade Conditions

Prices at which hardware and mechanics' hand tools have been sold, say for the period of five or six years before the great war, were below a living level, yet it is upon such figures as these that the comparative price structure of later years has been built.

In every depression, up to the beginning of 1907, reduction in wages had accompanied reductions in the prices of finished products, yet following 1907 wages in the hardware and tool industry stubbornly resisted former precedent and I believe largely because of the support of the manufacturer who saw less injury to himself in their maintenance than in making reductions to his employees, who were then feeling the effects of social and economic changes that were to impose upon them the cost of a higher standard of living.

During this same period farm products advanced enormously, and a review of your records, gentlemen, will show that hardware and mechanics' tools continued, in opposition to economic law, to sell lower and lower, until the unfair values above referred to became history. As an example, in builders' hardware—now fairly respectable in demand—plain bevel mortise lock sets sold at approximately \$2.50 per dozen, and later it was ascertained that the costs of eleven manufacturers at that time showed average figures of \$3.52 per dozen to produce the goods. There can be no doubt that the selling of goods too cheaply, in defiance of economic law, is a menace to industry.

When the older level of values began to give way to the advancing values established through war conditions, it was often said that standard items like a saw, a hatchet, a hammer, etc., must be sold at a fixed price established largely by custom and not by cost or worth. This was soon proven to be a delusion and not based on fact, and since then it has been demonstrated beyond all question that the purchaser either knew nothing of such traditions, or paid no attention to them.

It is a fallacy to think that profits to the jobber must come from super-efforts to shave the manufacturer's price. The manufacturer must have a fair price for his products—their value and market conditions determine this. New producing conditions confront us. The general effects of working hours, and wage standardization—uniform prices of basic commodities—state and federal factory and business regulations—freight differentials that temporarily do away at least with geographical advantages in the purchase of iron and steel products—all have contributed to make more nearly uniform the manufacturers' cost of production of similar quality goods upon which costs the manufacturers' selling price must be based. In the belief that weakness of any kind impairs the whole, is it not well to consider carefully the true source of profit to

the jobber, whether it be in an effort to secure unfair prices from the manufacturer, or to secure fair profits from his customer?

The hardware and small tool business cannot be immune from the reconstructive influences of the day. The competitive effects of other kinds of business established on higher price and profit levels, is already being felt. Employees and organization men from this industry are being attracted to more lucrative positions in these other more profitable fields. Therefore, is it not well to seriously appreciate, and at once, that conditions impose the necessity of establishing new standards of business conducted on the basis of the living wage to all concerned? It is the manufacturer's place to manufacture, and the jobber's place to sell, and upon each devolves the duty of seeing his part is well done, and upon both to see that the consumer receives good value and is well served.

Summarizing the preceding, is it not evident that by taking every opportunity to increase distribution of goods to the general consumer, and by putting sales on a solid basis of quality, we are gaining the powerful assistance of public good-will in putting the industry on a just relation of prices to cost of manufacture, rather than on a competitive or traditional basis?

In conclusion, I desire to say a word on the labor question. From current reports of the day, it would appear that employer and employee are engaged in bitter and even deadly strife. Too often it is represented the one is a brute—the other is a slave. I do not believe it. And yet, in some cases, there may be both.

Although the present situation is much confused, both as to capital and labor, big-hearted men on both sides are earnestly striving to do the right. The constant trend is toward betterment, and I venture to say that today the overwhelming majority of working men throughout the United States bear no ill-will toward their employers and are representative of the best citizenship of our country. This despite the vaporings of a lot of misinformed and possibly well-intending so-called social or economic writers who endeavor to continuously keep the issue before the public for a price, but who invest no capital in industry nor wages in labor. It would be well if such voluntary efforts—for a price—could be eliminated and permit the employer and employee under calmer conditions to counsel and cooperate together.

Those of us who have through long association come in contact with the American workman know him to represent the most intelligent and best labor in the world. He assimilates with our institutions; he contributes his thrift to the nation; aspires to own his own home; to educate his children; to perform the duties of the good citizen and to provide for his declining years. Where in all the world is there such a record of accomplishment for the working man as in the United States?

Most of its great men, including captains of industry, have risen from the ranks of labor. Think of what men like Andrew Carnegie, James J. Hill and countless others have done for the world.

Scourged least of all the great nations during the five-year war just passed, a spirit of utmost gratitude should pervade our people with a zeal and loyalty beyond measure to defend the nation's good name and to maintain its institutions, and I have the greatest faith that this fundamentally represents the American people of today.

In contrast, however, to this, forces are at work that would destroy, and organized effort is being made to sow discord and to mislead. These are the things that produce restlessness, but not the necessities of life. Of the first we have too much, of the latter too little, and until corrective conditions can be brought about it is almost a certainty that goods will be scarce and prices high.

As one writer has said, "The salvation of the world today is work—work—and more work."

NO CHANCE FOR ANY DECLINE

Editor **HARDWARE WORLD**:

We cannot see any possible chance for a general decline and are buying as far into the next year as possible at current prices.

W. W. WOODRUFF HDWE. CO.,

Knoxville, Tenn.

W. W. Woodruff, Jr., Vice-Pres.

GIVING SALESMEN AN INTRODUCTION

(By L. R. Putman)

If a salesman came into my office and tried to sell me something I had never heard of before, it would require hours—perhaps weeks—to sell me. But if this man's advertising had been coming to me regularly in the trade papers, I would have known something about his proposition and the matter could have been closed in much less time.

I remember one salesman who came in to introduce a new brand of white lead. He carried along a little outfit with which he molded some lead bullets from his product. This he considered conclusive evidence of its value, and was much surprised that I did not give him an order, especially as he was selling it at a half cent a pound under the market.

But I told him after his company had spent money in the trade journals so I could have time to learn of it, as had the company whose lead I was selling, he could come back and talk to me. I had no desire to stop and make bullets and enter upon a long sales talk, every time a customer came in for a pail of lead. The extra half cent would be too hard earned that way. I would much rather let the manufacturer keep it to use in getting his product before the people by means of advertising.

Every minute of this new year has a money-making value. Make your working hours count in the biggest way possible, and make your recreation hours contributory to greater efficiency in business hours.

An establishment which tolerates poor sanitary arrangements is never progressive, or up-to-date.

SHE KNEW



W. B. Porch says, Oklahoma's children are nothing if not practical.

For an hour the teacher had dwelt with painful iteration on the part played by carbohydrates, proteids and fats, respectively, in the upkeep of the human body. At the end of the lesson the usual test questions were put, among them, "Can any girl tell me the three foods required to keep the body in health?"

There was silence till one maiden held up her hand and replied: "Yer breakfast, yer dinner and yer supper."

TWO IDEAL HARDWARE SECRETARIES



ARTHUR J. SCOTT
Secretary Michigan Hardware Dealers'
Association.



P. J. JACOBS
Secretary Wisconsin Retail Hardware Dealers'
Association.

The hardware associations as a whole throughout the country are fortunate in their choice of secretaries. We doubt if there are any other merchants' organizations who are so fortunately situated as the hardware men, for it is the rule rather than the exception to find these men of a high mental and moral caliber, actuated by a sincere desire to do everything they can to foster and encourage the interests of the retail merchants.

No associations are more fortunate in this respect than the Michigan and the Wisconsin associations. Both Secretaries Scott and Jacobs have served their respective associations well and faithfully for many years. They understand the problems that confront the retail merchants, and they are ever alert to cooperate and assist them in

every possible way. They play no favorites, but deal fairly with everyone, and they merit and have the full confidence of their membership.

The Michigan Association's exhibit will be held at Grand Rapids, February 10, 11, 12 and 13, and the Wisconsin Association's exhibit will be at the Milwaukee Auditorium, Milwaukee, February 4, 5 and 6. Every indication is for a most enthusiastic and helpful convention.

TAX PROBLEMS, QUESTIONS AND ANSWERS

By Peter H. Wagner

Certified Public Accountant and Tax Specialist, Wagner Audit Company, World Building, New York.

The three principal tax worries the average individual, partnership or corporation has, are the Federal Income Tax, the Capital Stock Tax and the State Income Tax. It might be well at this point to note who must file an income tax return this year.

1. Any citizen or resident of the United States having a net income of (a) \$1,000 or over if single or if married but not living with husband or wife. (b) \$2,000 or over if married and living with husband or wife.

2. Any non-resident alien deriving income from sources within the United States, regardless of the amount of such income.

3. Any domestic corporation (other than personal service corporation) not specifically exempt.

4. Any foreign corporation deriving income from sources within the United States.

5. Any fiduciary of an estate. (a) If the net income of the estate is \$1000 or over. (b) If any beneficiary is a non-resident alien.

6. Any fiduciary acting for an individual if the net income is (a) \$1,000 or over if single or if married and not living with husband or wife. (b) \$2,000 or over if married and living with husband or wife.

Every corporation having a net income of \$3,000 or over, except personal service corporations and exempt corporations must calculate their war and excess profits tax on their returns.

Every partnership or personal service corporation must file a return of information upon which no tax is assessed.

The individuals, partnerships and corporations spoken of above must file their return for an accounting

year. In the form of explanation, it is necessary for an individual and individuals of a partnership (partnerships) or corporation to adapt a certain accounting year, which may be either a calendar year or fiscal year.

A fiscal year is an accounting period of twelve months ending on the last day of any month other than December. In the case of individuals (or individuals of a partnership) it is necessary for them to file their return whether the accounting year be on the calendar or fiscal year basis, on or before March 15 for the accounting year thus passed. While corporations who have adapted a fiscal year must file their returns on or before the fifteenth day of the third month following the date of accounting.

Where a corporation finds it necessary to change its fiscal year, before doing so it must apply for permission to the Commissioner at Washington, D. C., and not to the Collector of the District, as was the custom under the 1917 law.

The logical thing for a company to do, is to obtain permission to change the accounting year, before the close of each year in order that in the event permission is refused the original accounting year may be retained.

A new corporation may make its first return for the period from the date of its organization until the last day of the month, which it has selected as the close of its fiscal year, provided such period does not exceed twelve months.

The collector may grant an extension of time for filing returns not to exceed thirty days in those cases where the failure to file the return in time is due to sickness or absence from the United States. The Commissioner is authorized also to grant a reasonable extension of time for filing of returns whenever in his judgment good cause exists.

Where a return cannot be filed on account of inability of collecting the necessary information, within

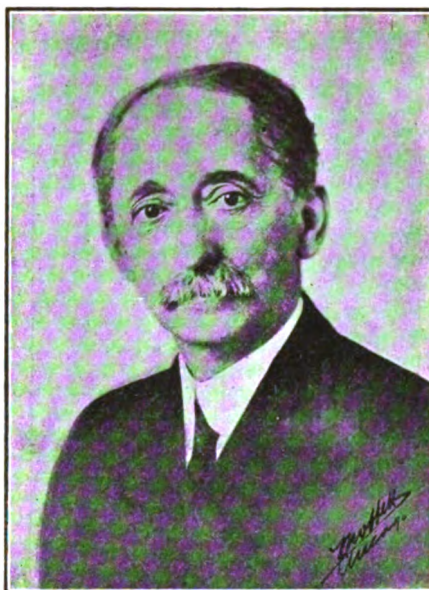
**E. E. LUCAS**

Secretary of the Pacific Northwest Hardware and Implement Association and also of the Oregon Hardware and Implement Association.

Here are two more deservedly popular, high-grade association secretaries. Secretary Lucas is not given to many words. He goes quietly and unostentatiously about his work in a thorough and systematic manner, and he has the confidence and support of the entire membership. The conventions at Spokane, January 20 and 23, and at Portland, January 27, 29 and 30, will be well worthy of attention by their respective merchants. This year, due to the many problems the retail merchants have to contend with, it will be more than worth while to touch shoulders and get ideas and suggestions from other merchants as to how they meet their varied problems.

H. J. Hodge, of Abilene Kansas, is the secretary of the Western Association, the largest organization of its kind in the country. He has always dealt with big problems, and dealt with them successfully. It is no snap to be in a secretary's position, and the Western associations, with the varied interests and lines handled by their members have always been run so successfully that it is often referred to as an example of just what an association should be. Everyone knows that a large part of the success of the Western associations has been due to the faithful and efficient work of H. J. Hodge for many years.

We urge our readers to make a point of attending every one of these conventions that they can, especially the one which is nearest. It will be time and money well spent. The business-getting ideas and suggestions that you will obtain, as well as the entertainment features this year will prove especially interesting and enjoyable.

**H. J. HODGE**

Secretary of the Western Retail Implement, Vehicle and Hardware Association, whose annual exhibit and convention will be held at Kansas City, January 13, 14 and 15.

the time allowed, a tentative return may be filed giving the approximate data which must be substantiated within forty-five days with a true report. When the true report is filed the copy of the tentative return which was originally accepted, must be attached thereto.

The return should be filed with the Collector of the District, in which the principal office is located. If there is no principal office in the United States the return should be filed with the Collector of Internal Revenue, Baltimore, Maryland. The "principal office" is the office which contains the accounting records.

The return of an individual must be signed by him and executed by a notary public or any deputy collector. The return of a partnership must be signed by a partner and executed as above stated. The return of a corporation must be signed first by the president, then by the treasurer, and executed as above.

It is the intention of the writer to devote about an equal amount of space for questions and answers. The reader is respectfully requested to forward his personal problems and questions, which will be answered in strictest confidence, without publishing any names.

Scott Lawton has resigned as treasurer and manager of the Ophir Hardware Co., Oroville, Cal.

THOUGHTS

(Suggestion for the New Year)

Do you know that your thoughts rule your life,
Be them pure or impure, in the strife!

As you think, so you are;
And you make, or you mar,
Your success in the world,
By your thoughts.

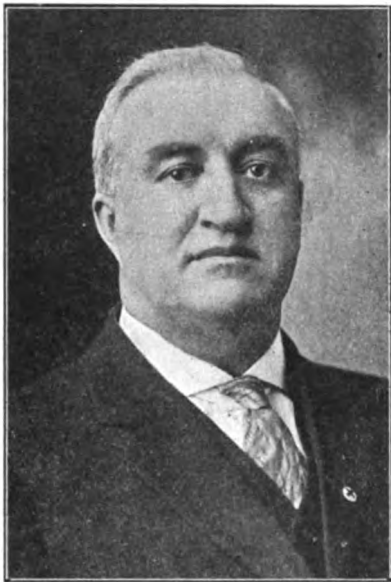
Are your thoughts just and true every hour?
Then your life will attest with great power.

If it's love fills your heart,
Then all hate must depart;
You will find all success,
In your thoughts.

Are you kind in your thoughts toward all?
Then but kindness to you must befall,

As you sow, so you reap,
In a measure so deep,
Either pleasure or pain,
By your thoughts.

Earl Howerton & Co., have added hardware to their stock at Ilwaco, Washington.

**A. L. JAMISON**

President of the Oregon Hardware and Implement Dealers' Association.

**F. W. EBINGER**

President of the Nebraska Retail Hardware Association.

We want our readers to meet these two high-class hardware association presidents, men who have been honored by their respective associations and are likewise honored as successful merchants in their home communities. No men stand higher in the estimation of those who know them or do business with them. They are particularly desirous of extending through our pages an invitation to the merchants of their respective associations, as well as those who are not members to take part in their convention this month.

MANY LANGUAGES OR ONE?

Among the twelve pleas contained in the call-out of the steel strikers there is one not set forth by the union committees, but one which should not be lost underneath the turmoil resulting from the twelve original and specific requests. That it was necessary to use seven different languages, and even nine in one city, to communicate with the workers of this country is a decided call for more assistance in bringing to the foreign born of this country a thorough knowledge of the English language.

In every community, however small, there is an opportunity for each person with a knowledge of English to add their tithe by teaching—individual, group, or class—the English that will put a member of the foreign-born legions into a position to grasp the essentials of pure American citizenship.

The best substitute for the saloon is a bookcase. Whether you find it in a public library, in a bookshop, or in your own home, the bookcase can match every thrill that the saloon ever gave, and add some of its own. If necessary, you can put a foot rail along the bottom shelf and read standing up.

It isn't enough to be always doing something. You must actually get something done.

THE OPTIMIST

I'd rather be a booster
Than a knocker any day;
I'd rather tinge with hope than doubt
The words I have to say;
I'd rather miss my guess
Of another man's success
Than to view his bitter struggle
And prophesy his fall.
I would rather say 'He's coming'
Than 'He's going' when I'm summing
Up the labors of my brothers.
I would rather boost them all.

Unless this country is made a good place for all of us to live in, it won't be a good place for any of us to live in.

—Theodore Roosevelt.

MODESTY PREVENTS OUR ADMITTING IT

Editor **HARDWARE WORLD**:

I want to congratulate you on your last issue.

I must say that I have never seen, or had the pleasure of reading such an interesting selection of readable and helpful articles. I only wish I was able to help such an enterprising journal.

This is no blarney, I mean every word I say.

Kindly remember me to the best man I know of in the editing of trade journals, the owner, the head editor and the publisher.

Brooklyn, N. Y.

HAROLD SUMNER GEER.

**J. M. STONE**

Secretary Kentucky Retail Hardware Dealers' Association.

Another high-grade, hard-working secretary, in whose hands the interests of the Blue Grass retail merchants are so well looked after. Their twentieth convention and exhibit will be held at Louisville January 28 to 31. The merchants of Kentucky and adjacent states will be sure of a warm, Southern welcome and splendid hospitality at the hands of the retail merchants, manufacturers and jobbers attending this convention.

**C. F. TROUTMAN**

President of the Kentucky Hardware and Implement Dealers' Association, who desires, through our pages, to extend a welcome to the merchants of Kentucky and any others who can possibly attend their annual convention at Louisville, January 27 to 30. Mr. Troutman assures us it is going to be the best convention they have ever held.

**NATHAN ROBERTS**

Secretary of the Nebraska Retail Hardware Association.

No man has worked harder or more faithfully, none stands higher among their membership and among those who know him than the veteran secretary of the Nebraska Association. No one is more conscientious in the discharge of duty. In fact, Mr. Roberts has worked so hard recently that he has broken down in health, and as we go to press we learn he is quite ill, but his friends are hoping for his early recovery.

We are advised that George H. Dietz has been elected secretary on account of the serious illness of Mr. Roberts, and he tells us they are expecting a most impressive convention. All the space for their exhibit has been sold, and the Nebraska merchants know their annual conventions are more than worth while.

SAVE ON YOUR FIRE INSURANCE

Hardware and implement dealers may well keep in mind that they can purchase their insurance from reliable companies that will save them 50%. The Retail Hardware Mutual Fire Insurance Co., of Minnesota; the Hardware Dealers' Mutual Fire Insurance Co., of Wisconsin; and the Minnesota Implement Mutual Fire Insurance Co., of Minnesota, have for many years returned a large dividend to each policy holder.

A combined report of these three companies shows:

Total cash assets.....	\$2,768,556.53
Total liabilities	1,266,042.19

Net cash surplus.....\$1,502,514.34

Further details will be gladly furnished by writing Charles A. McKenzie, manager, Pacific Coast Department, 905 Pacific Bldg., San Francisco; also Los Angeles and Portland.

The Spokane Hardware Co., Spokane, Wash., has recently invested \$50,000 in a new plant location in order that it may double its capacity.

Willard E. Craven will henceforth conduct the former partnership of Craven & Huff in the hardware business at Monmouth, Oregon.

Three hundred dollars' worth of fire arms were recently burglarized from the Babb Hardware Co., at Eugene, Oregon.



SENOR SIMON BLEY
President Merceria de la Paz, S. A.

ENTERPRISING MEXICAN HARDWARE ESTAB- LISHMENT

The first glance at the photo of the building at the bottom of this page might lead one to infer that this was a good, strong, safe conservative bank, because it certainly has the evidence of solidarity and strength, but solidarity and strength are necessary for a successful hardware business as they are for a bank.

We want to introduce you to Merceria de la Paz, S. A., of Hermosillo, Mexico, and we are fortunate in likewise introducing you to Senor Simon Bley, the president, and F. A. Seldner, vice-president. Some time we hope to show you a photo of the interior of this enterprising



SENOR F. A. SELDNER
Vice-President Merceria de la Paz, S. A.

hardware institution and their methods of merchandising and displaying their products.

The business was established in 1880 and incorporated in 1915. They do an extensive business in general hardware lines, auto accessories, lubricating oils, paints and varnishes. They are large distributors in their territory for a number of well known American institutions, by whom they are highly regarded.





E. L. BENNETT POINTS THE WAY FOR AIR-WAY

Edgar L. Bennett, general sales manager of the Air-Way Company, Toledo, Ohio, has been associated with the household labor-saving appliance business for the past twelve years. In his early days he was a salesman for the old Duntley and Everson Vacuum Cleaners. Starting in at the bottom, he canvassed from house to house to learn "how" to interest the housewife in vacuum cleaners and washing machines.

After leaving school, Mr. Bennett believed one way to success was in the newspaper business. Consequently he purchased a small paper in the town of Laingsburgh, Mich., and after a successful career as editor and owner of the Laingsburgh News, he set out for larger fields. Taking up advertising and merchandising, he was connected with the A. S. Gilman Printing Co., of Cleveland, Ohio, as advertising and trade-paper copy writer and designer. While connected with this concern he heard of the wonderful possibilities of the vacuum cleaner business. Securing a sample of the old Braham hand suction cleaner made at that time in Philadelphia, he set out to "clean up the world."

In the Vacuum cleaning business he later became connected with the Brokaw-Eden Manufacturing Co. as a washing machine salesman, traveling from coast to coast for them. Before joining the Air-Way Company he was salesmanager of the Crystal Washing Co.

Mr. Bennett has had extensive retail electrical merchandising experience in his career with a thought that some day his chance might come to try and give his experience to the various dealers on how to merchandise electrical household labor-saving appliances. He has planned many successful selling campaigns on washers and vacuum cleaners.

Mr. Bennett says on assuming charge of the sales for the Air-Way Electric Cleaner that he candidly believes in the Air-Way Cleaner, he has a machine that will revolutionize the household cleaning problem. Judging from the plans that the Air-Way Company are about to put in operation, together with the extensive manufacturing plant they already have in operation, the public in general will hear of "big" things soon from these electric cleaners.

The Air-Way Cleaner is not altogether new. It took nine years to put this machine out right. Among the most notable things connected with the sales policy of the Air-Way Company is the fact that some of the

largest public service companies have been selling the cleaner for some time, trying it out, and finding out all about its stability and general acceptabilities. Already England is enjoying Air-Way cleaners just as do the users all over the United States. The Air-Way Company is owned by men who have succeeded in the business world and are financially able to swing the business in a large way.

HUMAN RADIATORS

In hardware stores there's always room—
And will be till the crack o'doom!
For human radiators who
Dispense good cheer to me and you.

Good nature seems to sharpen edge
On cutting tools, and be a wedge
That opens purse, and opens heart
Of patrons with consummate art.

Some clerks seem like highwaymen who
Say: "Stand! deliver!" to me and you;
While others seem to like us more
Than all the cash we leave in store.

STATISTICS AND SAYINGS ON SUCCESS

Here are the seven stages of success for a man who lives to be 70 years of age:

- 1 to 10—Play.
- 10 to 20—Education.
- 20 to 30—Self-discovery.
- 30 to 40—Achievement.
- 40 to 50—Acquisition.
- 50 to 60—Power.
- 60 to 70—Honor.

From 10 to 30 are the years of preparation.
From 30 to 60 are the years of creative work.
From 60 to 70 are the years of reward and satisfaction.—Efficiency Magazine.

Success, notwithstanding the only too prevalent opinion in the affirmative, should not be measured in dollars and cents, but should rather be determined with the equipment at hand. A far greater success indeed is he who, with ordinary equipment and amid discouraging circumstances, nevertheless forces himself above mediocrity, than he who, though perchance occupying a position of prominence, fails to utilize his natural or inherited advantages to their fullest extent.

—Kenneth H. McKenna.

THE IRISH AGAIN

"There's a difference in time, you know, between this country and Europe," said a gentleman in New York to a newly-arrived Irishman. "For instance, your friends in Cork are in bed and fast asleep by this time, while we are enjoying ourselves in the early evening."

"That's always the way" exclaimed Pat, "Ireland niver got justice yit."

The McCann Hardware Co., Ontario, Cal., has recently moved its \$30,000 stock into its new \$20,000 building.

TYING UP A PARTNER NOT TO BORROW MONEY

(Copyright by Elton J. Buckley)

Schenectady, N. Y.

Please advise. I am the member of a partnership consisting of myself and two others. (Do not use name.) The firm was formed five years ago and a regular agreement drawn up, prepared by a lawyer. Clause 5 is that "no partner shall have the right or the power to borrow money on the credit of the partnership, whether on promissory note, or in any other manner, without the consent of the other partners." We figured that unless we all agreed as to the desirability of making loans, we had better make it impossible.

We have been enlarging our store building, spending several thousand dollars to do it. The work was done on an agreed plan, but when we got about three-quarters through, we found it was costing so much more than we expected that two of the three partners agreed to change the plan and stop. The third man, who had been doing most of the financing, was much opposed to this and insisted on going ahead and completing the job. We did not agree, but he has gone ahead and borrowed from the bank, making a note in the name of the firm, enough money to complete the entire alteration. As soon as we learned of this, we served notice on the bank that the loan was not made with our consent and the partnership would not be bound by it, but the president of the bank, in conversation with the writer yesterday, said the transaction was binding on the firm and we should have to stand for it. Is this true, after an agreement and the action taken by us against this particular loan?

E. R. B. Co.

The question to be answered here is this:

After a partner has agreed with his fellow partners not to borrow money on the firm credit without their consent, or after he has been instructed by a majority of the firm, in a particular case, not to borrow, has he still the power to go out and make loans for which the firm will be liable?

Under the well settled law everywhere, he has. This is one of the weaknesses and dangers of the partnership relation, which, however, can scarcely be guarded against even if you are wide awake and do all you can. It makes no difference what you put in your partnership agreement. You can put clauses in there absolutely forbidding your partner to borrow money in the firm name, as this correspondent did, but the very next day he can go out and do it, provided he goes to a bank or to an individual who knows nothing of the partnership agreement. The following, which is from a leading case, is the settled law:

Restrictions on partner's authority, either in the partnership agreement or in a separate agreement, do not bind third parties who have no notice of the agreement.

A partnership is liable for money borrowed by one of the members, on the credit of the firm, within the general scope of its authority, and according to the usual course of its business. Nor will the lender's right be affected by the borrowing partner's misappropriation of the money, if the lender acted in good faith when he loaned it.

Recently a case occurred in my own experience which shows how far this principle is car-

ried. A and B were partners in a mercantile business. In the beginning they made a partnership agreement providing that neither should borrow any money, on the firm credit, without the other's consent. In spite of this A went to a bank and borrowed \$4,765.81, signing a note "A and B, by A." Before the note came due B died. The firm had little or no assets, and when the note came due, the holder presented it as a claim against B's estate. The claim was most bitterly fought, on the ground that the loan was made by A without B's authority and in violation of the partnership agreement; that B had derived no benefit from it and that it would therefore be most unjust to compel B's estate to pay it.

The court decided without hesitation that the estate was liable and must pay the entire claim. This is from the decision: "The partnership agreement was offered in evidence, and it appears that under it neither partner could so bind the partnership, and it is needless to add that third parties with notice would be barred from making any claim. The auditing judge, however, has found as a fact that the bank had no notice of the contents of the partnership agreement, and hence the agreement cannot be offered in bar of the bank's claim."

Of course it follows, since a partner can borrow money and bind his fellow member, no matter what the partnership agreement says or what arrangement they have made between them, that he can also sign notes and bind the firm. As one case says: "Each partner can also sign the firm name to negotiable paper and negotiate it. If issued within the partnership scope it is binding on all the partners, even though signed by one of them without the knowledge or without the consent and against the wishes of the co-partner."

You ask then, how can you protect yourself against the making of loans by your partner which might ruin or impair the capital of the partnership or of the individual members? You can't, except in one way, viz., don't take as a partner a man capable of doing such a thing. Even that doesn't always work.

Charles E. Slane, recently with Sloss & Brittain, of San Francisco, has joined the organization of Fritsch Bros., at Sedro-Woolley, Washington.

NECESSITY FOR EMPLOYER AND EMPLOYEE

We have been a little slow in sending in renewal of our subscription, for three years, we want you to know that our hearts are in the right place. We have a number of other little things to look after, and sometimes it makes me overlook some of the more essential things, one of which is the "HARDWARE WORLD."

I have been a reader of this magazine for a number of years, first taking it when I was with the Erb Hardware Co., Lewiston, Idaho, and find it a necessity for both the employer and employee.

UNIONTOWN HARDWARE & FURNITURE CO

WHAT TO DO AGAINST A CERTAIN CLASS OF DEBTORS

(Copyright by Elton J. Buckley)

Here is a case which it will be interesting to discuss. The amount at stake is small, but the principle involved often touches business men in all lines and also transactions more important. The following letter is from an East Orange, N. J., manufacturing concern:

Somewhat under a year ago we received a letter from what purported to be a thriving company here in the east, ordering a quantity of our calendars and memorandum. They were sent by insured parcel post and our memo followed. Since then we have sent a statement every month and used all kinds of inducements, promises and almost threats, but we haven't even as much as received a reply.

Under ordinary circumstances it would be an easy matter for us to recover our money by bringing suit in a civil court, but we find that this "company" is nothing more or less than an individual man, not associated with anyone else in a business way and conducting his "business" in the name of a company, single handed. What makes matters appear even more complicated is the fact that this man owns no real and very little personal property. He is a machinist by trade, conducting his "business" after working hours and his assets consist solely of the money he earns from week to week at his trade. He has no bank account. We understand that he has "fleece" other concerns out here in much the same manner and they are about as helpless in recovering their money as we are.

Now, although the amount of his indebtedness is comparatively small, only about \$25, we would like to know, were you in our place, what you would do. Surely what the writer would like to do would be contrary to law, and an expert's opinion on this matter will be deeply appreciated.

Now, when we received this man's order we did look him up in Dun's and found that they listed him at between \$2,000 and \$3,000. We looked him up because he stated that we would find him (or them) listed there. Isn't this a misrepresentation, inasmuch as he is not worth \$2,000 nor \$3,000, and probably not worth that many cents? And how could we be successful in bringing suit against him, or suing him, when he owns no real and very little personal property? It seems to be much like the case of trying to get money from a man who doesn't own any.

The questions involved are:

1. Can a man legally do business as a company in the way this machinist did?
2. When a man orders goods by mail and doesn't pay for them, can he be prosecuted for using the mails to defraud?
3. What is the best way of getting after such a debtor?

Generally speaking, there is no law preventing an individual from using a fictitious or concealing name like "General Repair Company." It would be a good thing if there was, because many a fraud is masked behind a name like that. Here and there you will find local laws that require an individual, if he does use such a name, to register it on some public record so that it will be notice to the public as to who is really behind the business. The laws exist only here and there, however, and they in no

way make it illegal to use the company name. So far, this machinist is all right.

As for using the mails to defraud, he has apparently not done that, either. A great misunderstanding exists as to what constitutes the use of the mails to defraud, which is an indictable offense. A man who orders goods by mail and doesn't pay for them, has not used the mails to defraud, unless he ordered with the intent not to pay. If you can prove he did that, you can arrest him. It would not be necessary to actually turn his mind inside out and prove his intent. You could prove it by his conduct. If, for instance, you could show that he made a practice of ordering goods of many firms by mail, and paying no one, I should say that would be satisfactory evidence of using the mails with intent not to pay. You could then complain to the postal authorities, who would arrest him.

In a nutshell, using the mails with intent to defraud means this:

1. Devising or intending to devise a scheme to defraud.
2. Using the mails in order to carry that out.
3. Putting something in the mails for the purpose of carrying it out.

And there are several cases which rule that ordering goods with intent not to pay is using the mails with intent to defraud.

The obtaining of a better mercantile rating than one is entitled to is not a misuse of the mails. It may be a fraud of another kind.

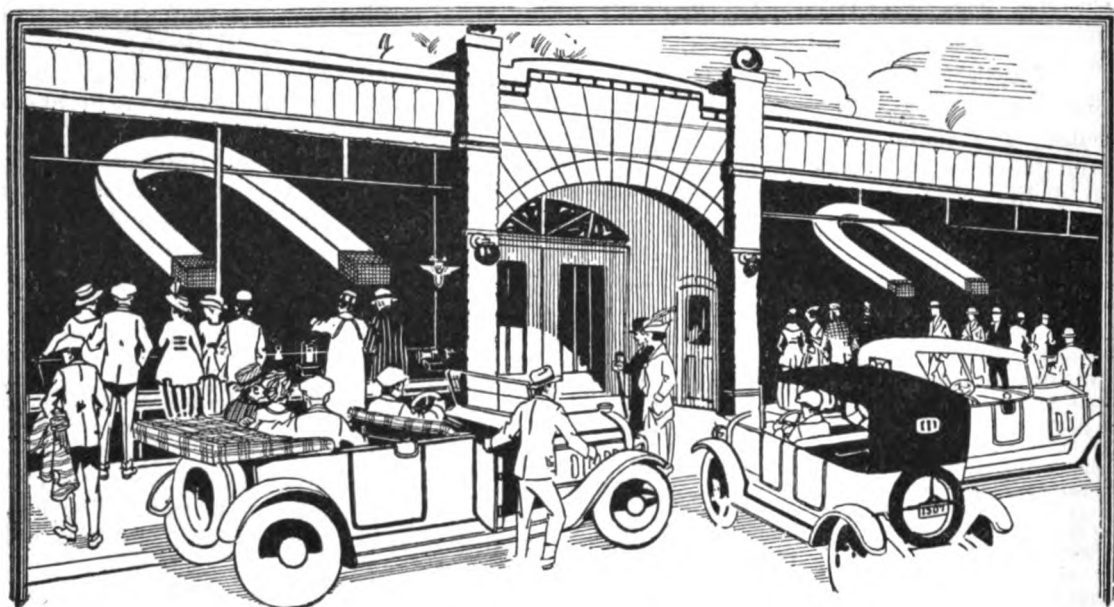
So that where there has been no illegal use of a fictitious name, and where, apparently, there has been no misuse of the mails, what can be done with a debtor who orders goods by mail and does not pay?

The very first thing to do is to place the claim with a lawyer in the debtor's home town. There is very little use in trying to do anything in these cases at long range. The lawyer on the spot can do any of several things, depending on the laws of his state:

1. He can get judgment against him and levy, or sell the judgment.
2. He can attach his wages.
3. He can, after he gets judgment, get the debtor into court and examine him as to why he doesn't pay.

Naturally all these may fail. If they do, the claim had better be charged off to profit and loss.

In this correspondent's particular case, the local lawyer could probably scare him into paying by telling him that he had evidence that he had done this same thing with many firms, which looked like a scheme to use the mails to defraud, and that if he did not pay he would complain to the United States government.



TIRES ARE TRACKS FOR THE TRUCK

Through the satisfactory solution of the problem of producing tires, the modern motor truck has become the most efficient carrier since the locomotive. The evolution of the pneumatic truck tire has been to the truck what the perfection of the steel rail was to the railroads.

In many respects the introduction of the motor truck has not been unlike that of the locomotive some ninety years ago. When the locomotive was ushered into a wondering and incredulous world, its sponsors entertained fanciful visions of its future importance as a carrier, but their "iron horse" was still little more than a giant toy. Road conditions absolutely prohibited its use. Then followed a period during which a steel track was perfected.

First the rails were of hardwood strips, then ribbons of iron were placed on these wooden rails, next all-iron rails, a little later a light "T" rail, and now the heavy rail of today.

The adaptation of the motor truck to present-day traffic uses has been accomplished by conquering just as trying conditions as those confronting the locomotive of nearly a century ago. Gas makes the giant go, but without a suitable track of tires—of rubber, the sap of a tree—its commercial advantages would be limited.

The first trucks were fitted with solid tires, for at that time no other tires were available. But the larger tire companies began immediately to develop a tire that would permit the motor truck to branch out into a broader field of service. The advantages of pneumatic equipment were apparent and now thousands of truck owners are adopting them for use in every conceivable kind of service.

Pneumatic tires on trucks save the load, the truck and the road, permit better time and therefore increase the amount of load that can be hauled in a given time. They have been a great aid in the development of universal use of the truck.

The country has been having an agitation in regard to the effect of heavy trucks on inter-urban pavements. Pneumatic tires on trucks work no harm to the roads. For they are built to distribute the load properly on the road surface. It is not primarily the weight of a truck that harms the road, but the bumping and pounding of the truck. With pneumatics this is eliminated, for the tire tread accommodates itself to the road surface and has no more harmful effect than an automobile tire has.

The motor truck has come to stay. It must be recognized as a common carrier. There is a distinctive field for both solid and pneumatic tires on trucks, according to the service they are expected to perform. In some kinds of service the solid is now and probably will remain the best equipment. In others there is no question about the advantages of pneumatics. The pneumatic is being adapted to many uses that formerly were thought beyond it. Truck manufacturers report an increasing demand for trucks on these tires, all of which indicates that they are gradually being put to new uses, many of which were practically unheard of but a few years ago.

There is no question but that pneumatics will work as wonderful a transformation in the uses of motor trucks as the perfection of a suitable track, when it permitted the locomotive to become one of the appliances of modern civilization.

Stanwood Products

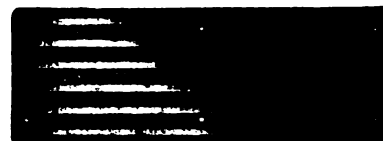
Good Selling Accessories

To the big majority of merchants and jobbers, Stanwood Products need no introduction—their high quality, their reliability, their serviceableness—their demand, have made a lasting impression.

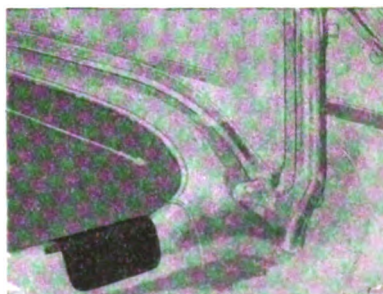
Others seeking the "better grade" of automobile accessories, such as the Stanwood Equipment Company manufactures—Rubber Safety Step Plates, Rubber Heel Plates, Rubber Pedal Plates, Leather Hand Pads for automobile doors, Adjustable Accelerator Foot Rests, will appreciate their high quality, design, materials and workmanship which means the best.



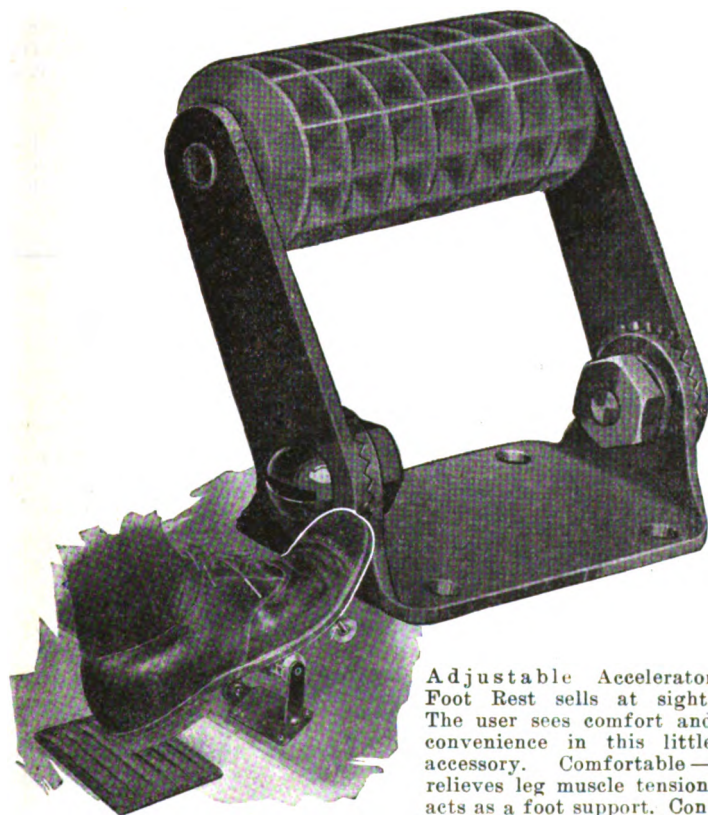
Safety Step Plates for running boards add to car refinement, assure firm footing, and save wear and tear on running board linoleum. Made in various styles, rubber vulcanized to metal plates and also solid rubber segments inserted into metal rubber covered plates. Type B, \$2.65, List; Type C, \$1.60, List; Ford Type, \$1.60, List.



Accelerator Heel Plate furnishes a stable position for heel when operating the pedal. Prevents wearing a hole in the floor covering. May also be used as toe and heel guard on running board. Made of rubber vulcanized to a metal plate. Price 85c each, List.



Conformable Hand Pads add a pleasing appearance to car. Prevent finger marks and wear on finish of car. Made of leather in various grains. Price each, 90c to \$1.80, List.



Adjustable Accelerator Foot Rest sells at sight. The user sees comfort and convenience in this little accessory. Comfortable—relieves leg muscle tension, acts as a foot support. Convenient—prevents unintentional acceleration over rough roads.

Price each \$1.60, list.

Send for a Catalog showing the line of Stanwood Products.
A copy will be mailed upon your request.

Stanwood Equipment Company
307 Plymouth Court, Chicago, Illinois

GOODS WILL BE HARDER TO GET IN 1920

Editor **HARDWARE WORLD**:

The writer has just returned from an extended visit in the East, having called at a number of the large manufacturing centers and interviewed many manufacturers, and, judging from all conditions that he found on this trip, we are convinced that merchandise will be harder to get in 1920 than it was in 1919. We are going to experience more delays on account of factories being over-crowded with business and labor conditions being unsettled.

We also find that prices on our commodities are still advancing slightly, but cannot help but feel that the peak has almost been reached. For this reason we do not like to advise loading up heavily. We expect to pursue our same old practice of buying sufficient merchandise to cover the requirements of our business, and will refrain from speculating, either by buying short or buying long. On the other hand we are going to anticipate far enough ahead so that we will be sure of the merchandise when we want it.

BALLOU & WRIGHT,

C. F. Wright.

Portland, Ore.

BE SURE OF GETTING TIRES

Editor **HARDWARE WORLD**:

It is our opinion that the merchant's policy should be one to assure himself of deliveries of everything required for the first half of 1920, regardless of almost any other factor. In other words, in the lines with which we come in contact, due to the generally unsettled condition of labor, and also the critical coal situation, it seems to be a question of a very much limited production against an almost unprecedented demand.

CONVERSE RUBBER SHOE CO.,

Hugh Bullock, Treas.

NO DECLINE IN SIGHT

Editor **HARDWARE WORLD**:

As we wrote you in a former communication some months ago, we cannot yet see a declining market and we think that merchants should continue to buy their requirements, without stint. In fact, right now care should be taken to cover on fabric goods.

WESTERN RUBBER & SUPPLY CO.

Los Angeles, Cal.

W. H. West.

MATTER OF GETTING DELIVERIES

Editor **HARDWARE WORLD**:

The policy that should govern merchants in their purchases for the ensuing year is a rather difficult subject, and we do not feel that we are in a position to advise anyone. Personally, we do not believe that the present situation is going to be relieved to any great extent during the ensuing twelve months. In our estimation a merchant who is able to get deliveries will be very foolish not to buy from three to six months ahead. In our line it is a matter of getting deliveries, rather than price, and we are contracting for deliveries way up into 1920.

GAVIN-WILLIAMS CO.,

San Diego, Calif.

P. W. Gavin, Mgr.

M. Seller & Co., Portland, Oregon, has recently taken on the agency for Stronghold Tires, manufactured by the Rubber Products Co., Barberton, Ohio. The Seller Co., will distribute through Oregon, Washington and Idaho.

Senator George T. Baldwin, the enterprising hardware dealer and statesman of Klamath Falls, Oregon, is a great booster for good roads in the Oregon legislature.

THE superiority of the **CLARK JEWEL OIL STOVE** is quickly impressed upon your customer with but a few minutes demonstration of its workings.

Its ease of operation, its simplicity, its beauty and its all 'round efficiency are sure to please the most particular.

With a **CLARK JEWEL OIL STOVE** Cooking, Baking and Ironing can be done in comfort with a saving of time and at a low cost for fuel.

The **CLARK JEWEL** line is complete. Send for the new 1920 catalog No. 108.



GEORGE M. CLARK & COMPANY

Division American Stove Company

CHICAGO



Increase Your Repeat Sales

Concentrate on United Spark Plugs.

When you sell United Spark Plugs to a customer you are increasing your repeat business.

That's because United Spark Plugs stand the gaff—they *serve*. So each United Spark Plug sale means many repeats from satisfied users. And you make a liberal profit on each sale.

Highest quality materials carefully machined and assembled insure a sure-fire hard working plug. And the United "Lockt" terminal provides a lasting positive contact that cannot jar loose.

Each United Spark Plug is guaranteed.

RETAIL PRICE

Heavy Duty, \$1.00
for Trucks and Tractors

Junior Type, 75c
for Passenger Cars

Ask your Jobber for the Plug in the Yellow Checkerboard Box

United Manufacturing & Distributing Company

LAKE SHORE DRIVE AND OHIO STREET

CHICAGO, ILLINOIS

Pacific Coast Representative
A. C. RIDDELL
Marvin Bldg., San Francisco, Cal.
Higgins Bldg., Los Angeles, Cal.

New York Representatives
GRAY-ANDREWS CORPORATION
73 Warren St., New York

UNITED SPARK PLUGS

Exhibiting at
New York Automobile Show
January 3-10, 1920

Chicago Automobile Show
January 24-31, 1920

CAN A MANUFACTURER CUT OFF PEOPLE MERELY BECAUSE THEY SELL TO CUTTERS?

(Copyright by Elton J. Buckley)

The following letter was sent to me as a personal communication, not for publication in any way, but its subject was so interesting and important that I obtained permission to use it, of course with the suppression of every identifying earmark:

Chicago, Ill.

* * * Our position regarding cut-throat competition on the sale of our product is as follows, and I should like your views upon it at your convenience. It seems to me as if the manufacturer who wants to keep his product from being cut to death by cutters is between the devil and the deep sea. He is damned if he does and damned if he don't. We have had _____, a large retailer, as a large customer direct up to last spring, when we cut them off because they persisted in cutting the price, making a leader of the brand, thus arousing the retail trade to complain to their jobbers and discouraging trade. We received so many complaints that we felt moved to do something, so finally we cut off _____ and told them why. They had their lawyer write us about that, to the effect that this was against the competition law, but nothing followed. We have not sold them since last April.

They have obtained all they want of our product, however, through jobbers, that sell them practically on a brokerage, making the goods cost them but little more than when they bought direct. We issued a request to the jobbing trade not to sell _____ and most jobbers agreed, but we have detected two jobbers doing it and these we have cut off after requesting them not to sell _____ and having them refuse. One of these said his lawyer advised him he had no legal right to refuse to sell if _____ produced the money for the goods.

_____ learned right away that we had cut off the two jobbers, which was their source of supply, and they made complaint to the Federal Trade Commission at Washington, which sent a man here. We told him the whole story, and he went away without stating what will be done and nothing has happened up to the present. We believe that after their stock is gone, _____ will have difficulty getting more, because we believe all remaining jobbers will remain loyal and will not sell. Our attorney advises us to wait until something happens, which is of course sound advice, but what is our legal position? Have we done anything which is inimical to the law?

All of the legal questions involved here are covered by the brief provision of the Clayton Anti-Trust act, which says: "And provided further, that nothing herein contained shall prevent persons engaged in selling goods, wares and merchandise in commerce from selecting their own customers in bona fide transactions, and not in restraint of trade."

If what this correspondent has done violates the Clayton act, it violates this part of it. If it doesn't violate this part of it, it doesn't violate any of it.

Two things have been done here which will be interesting to discuss for a minute:

1. Directly refusing to sell this retailer.
2. Refusing to sell jobbers who continue to sell him.

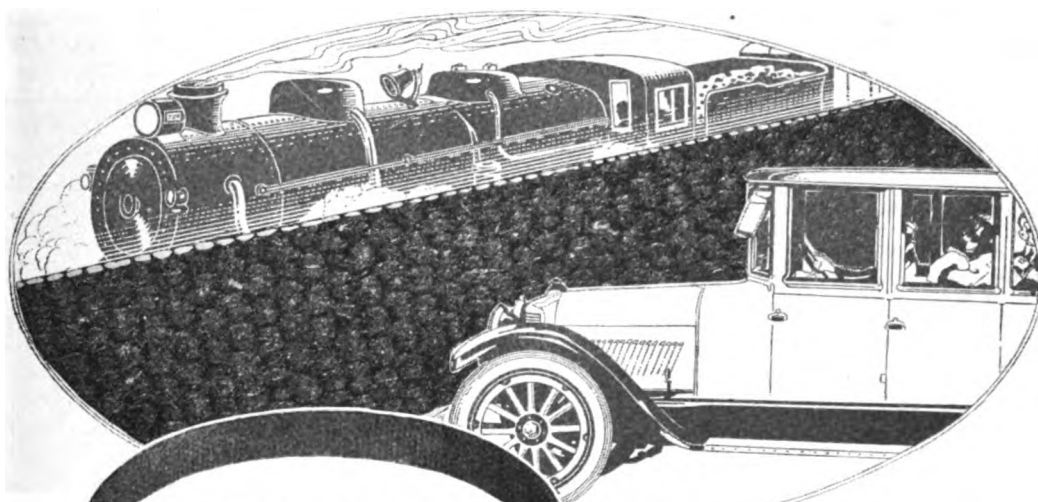
The Federal Trade Commission is taking the position that to do even the first is unlawful; in other words, to refuse to sell a buyer, who is perfectly willing to comply with all your terms, merely because he refuses to sell at a price which you dictate, is unlawful. I do not agree with this, for I believe it to be within the fundamental right—and the permission granted by the Clayton act—to choose your customers. Nevertheless it is entirely possible that the Federal Trade Commission may bring an action against you on that ground, but my judgment is that it will not succeed.

The commission is almost certain to bring action against you for the second thing which you did, viz.: cut off jobbers who continued to sell the cutter. There will be more to that action than there would be to one brought on the other ground; in fact, my judgment is that although a manufacturer has a right to cut off his own direct customer because he continues to cut, it is very doubtful whether he can legally go any further, i. e., systematically cut off other customers whose only offense is that they sell a buyer which the manufacturer himself refuses to sell. I am strongly inclined to believe that the United States Supreme Court, when it gets this question, will halt a seller of merchandise before he goes that far. Consider the result of such a practice if allowed without limit. Here is a trade-marked watch called the Royal. The manufacturer wants the retail price of that to be \$40. A large retailer can afford to sell it for \$35, and he does it, buying direct from the manufacturer. The manufacturer, wishing to protect other retailers who want to get \$40, cuts the first man off, and then cuts off every jobber who sells him. The result is that the first man cannot get these watches to sell, merely because he insists upon his right to fix a price which makes him a fair profit, but not an excessive one. This is pretty close to restraint of trade, and the creation of a monopoly among the dealers who are willing to sell at a fixed—and often excessive—price. Granting the right of a seller to choose his own customers, my judgment is that it does not include the right to control other concerns in the choice of theirs. I don't believe a seller has any more right to hold the resale price that way than he has to attach a condition to the sale itself, which the Supreme Court has repeatedly said was not legal.

One United States Court has already taken this view in a case which arose in Baltimore, but in matters of this sort the only decision that amounts to anything is the decision of the United States Supreme Court.

Arrange your stock so that when it is wanted there is no needless waste of time in locating it.

Like a Wall Between the Motorist and Danger



RUSCO Brake Lining and Clutch Facings

THE WEAVE in Rusco makes it supremely valuable to the motorist and to you; a wall of safety between him and danger;—a necessary business link between you and demand.

Are you taking advantage of this growing demand for Rusco Brake Lining? Superior quality and a year's guarantee are responsible for its universal popularity. You will find the same high quality in Rusco Clutch Facings, Top Straps, Tire Straps, Fan Belts, etc. Send for Rusco book of all products.

Guaranteed For One Year

The Russell Manufacturing Co.

Home Offices and Factories

519 Russell Avenue, Middletown, Connecticut.

New York City,
349 Broadway.

Detroit,

18 Alexandrine Ave. East.

Chicago,

1438 Michigan Ave.

Atlanta,

60 So. Forsyth St.

San Francisco, Cal.

Salt Lake City, Utah.

Seattle, Wash.

Denver, Col.

Southwestern Distributor, Campbell Wood & Co., Dallas, Texas

38 Factory Buildings

Established 1830

25,000 Shuttles

TUNGSTEN COMPANY MAINTAINS RE-SALE PRICE IN FACE OF FEDERAL COMPLAINT

There probably has been more trouble with price cutting in the accessory field than in most others, and since the Weed Chain case, manufacturers have hardly known just how to govern themselves with reference to controlling their resale prices.

Of current interest in this connection is the fact that the Federal Trade Commission has served complaint against the Tungsten Manufacturing Company, alleging unfair competition and restraint of trade because of this company's policy in maintaining resale prices and, in one or two instances, refusing to sell the jobber who continued to disregard resale schedule. They also alleged that this policy was detrimental to other manufacturers, whose policy is to allow open competition.

This is a vital subject to the dealer because it simply means that one dealer is buying the same merchandise at a much lower price than another, and is therefore unable to undersell him. The big mail order and cut rate houses would be able under an adverse decision practically to force the manufacturer to sell them, and through their sales method sell at a price which the average dealer would be unable to meet. We believe with the Tungsten Manufacturing Co. that their policy in this matter is absolutely fair, especially to the small dealers, and we are glad that they intend to fight this case before the commission and the courts.

SIoux TOOLS FOR FORD VALVES

The insistent demand of the Ford owner for tools with which to do the cleaning of his motor and the grinding of his valves has been answered by Albertson & Co., Sioux City, Iowa, in placing its complete set of Little Sioux Tools on the market.

It is said that these tools will outlast the life of the car, and will earn their cost many times over, as their cost is less than the cost of one carbon removing and valve grinding job in the average garage. They can be used time and again on a Ford car with no cost and in only an hour or so during leisure time.

The set comprises a valve grinder, a valve seat reamer, a valve refacing tool, a valve grinding compound and a valve spring.

In connection with the selling of these tools the Albertson Company issues an elaborate and thorough instruction book and summary, the A, B, C of Ford Motor Repairing, which has been especially prepared by F. D. Hennessey, president and manager of the Iowa State Automobile and Tractor School of Sioux City, Iowa. The book as well as details for the dealer in connection with handling this line will be gladly sent upon request.

ALLEN FIRE EXTINGUISHER

The whole idea behind Pronto, the new Allen fire extinguisher, is simplicity. It consists of five elements, including a 16-ounce container, a crown sealer cap, an upper and lower patented bracket and the actual fire extinguishing liquid. The device is installed in the brackets mentioned and attached to a wall, door or some other convenient place.

The liquid, which is carbon tetrachloride, is said to be the most powerful fire extinguishing agent known to science. Instead of drenching fire, as does water, this liquid, upon contacting with fire, forms a heavy non-inflammable gas that spreads like a blanket over the base of the flames, driving off oxygen and thus chokes the fire.

Pronto sells for \$1.50 each; six for \$8.50. The Allen Corporation have issued an interesting little folder on Pronto and will be glad to send copies to anyone interested enough to write the home office at 546 Greenwich Street, New York.

SPARK PLUG AND LAMP TESTER

The makers of United Spark Plugs have introduced a new and novel sales help for dealers in the form of a spark plug tester. It is much easier to sell an article if the prospective purchaser can see it in use, and so the United Manufacturing & Distributing Co. designed the tester to provide a quick, convenient and convincing means of testing spark plugs, single and double contact lamps, as well as horns, before the buyer's eyes.

The tester is 5 inches wide and 10 inches high and finished in mahogany, making a handsome store fixture. The base is flat, made to stand on a counter or attach to the wall. Clips for holding a spark plug are fastened to the coil box and contact is made by a pearl push button.



There are two sockets for testing single and double contact lamps and also a connection for testing horns. Attractive illuminated flashing displays can be made by attaching a flashing device in the circuit. This will light two bulbs and keep a plug sparking.

Dealers can secure full information on the United tester and other sales helps from their jobbers, or by writing direct to the United Manufacturing and Distributing Co., Lake Shore Drive and Ohio Street, Chicago.

ULTRA-GLASS DEFIES HEAVIEST BLOW

The readers of our pages have already been introduced to Ultra Glass, the new material for windshields and other glass parts of cars, made by the Glass Founders' Corporation, of Milltown, New Jersey.

Ultra Glass owes its safety and its inability to be broken or shattered to its process of manufacture. Two sheets of the finest glass are welded together by a pyroxylin plastic sheet, thus there are three layers so welded that they form a single unit, resilient, impenetrable, non-scattering.

With a very heavy blow the glass may crack, but it will never break or scatter, because it is impenetrable. It is proof against vibration or concussion, and windows and doors of it will not break under road shock or slamming. An imperceptible color tint eliminates road glare, prevents transmission of the ultra violet rays of sunlight and softens the glare of approaching headlights.

This important innovation in the accessory field is handled in the West by the Western Agencies Co., 285 Minna Street, San Francisco.

The Whitney Hardware Co., Albuquerque, N. M., has recently doubled its capacity by leasing a store room at a different location in that city.

TEXAS LIKES IT GREATLY

In enclosing our renewal for the **HARDWARE WORLD**, we want to tell you that you are putting out a first-class magazine in every way. We like it greatly.

PHIL HOBBS HARDWARE CO.



MOSSBERG

ALL STEEL

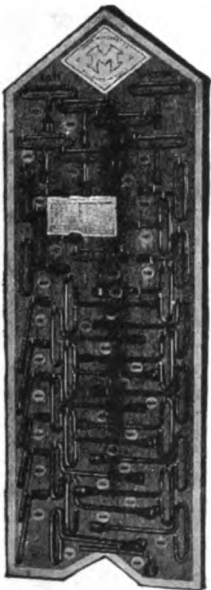
Wrenches and Tools



A MOSSBERG Wrench for every need; adjustable, open-end, socket wrenches; socket sets (most complete), special wrenches for automobile, truck, tractor and Ford car equipment—A “Mossberg” for every requirement.

Hardware dealers stock the Mossberg line of **all steel** wrenches because the individual wrench or socket is strong and convenient—it is the result of long study of wrench needs. And this one line is so complete that it meets the needs of every customer; and special sets arranged for the garage man, the expert machinist, the motorist, the marine engineer, sell on sight.

Send for catalog and get acquainted with the various styles and finishes of the Mossberg line.



FRANK MOSSBERG CO.

Wrenchsmiths for 20 Years.

ATTLEBORO, MASS., U. S. A.



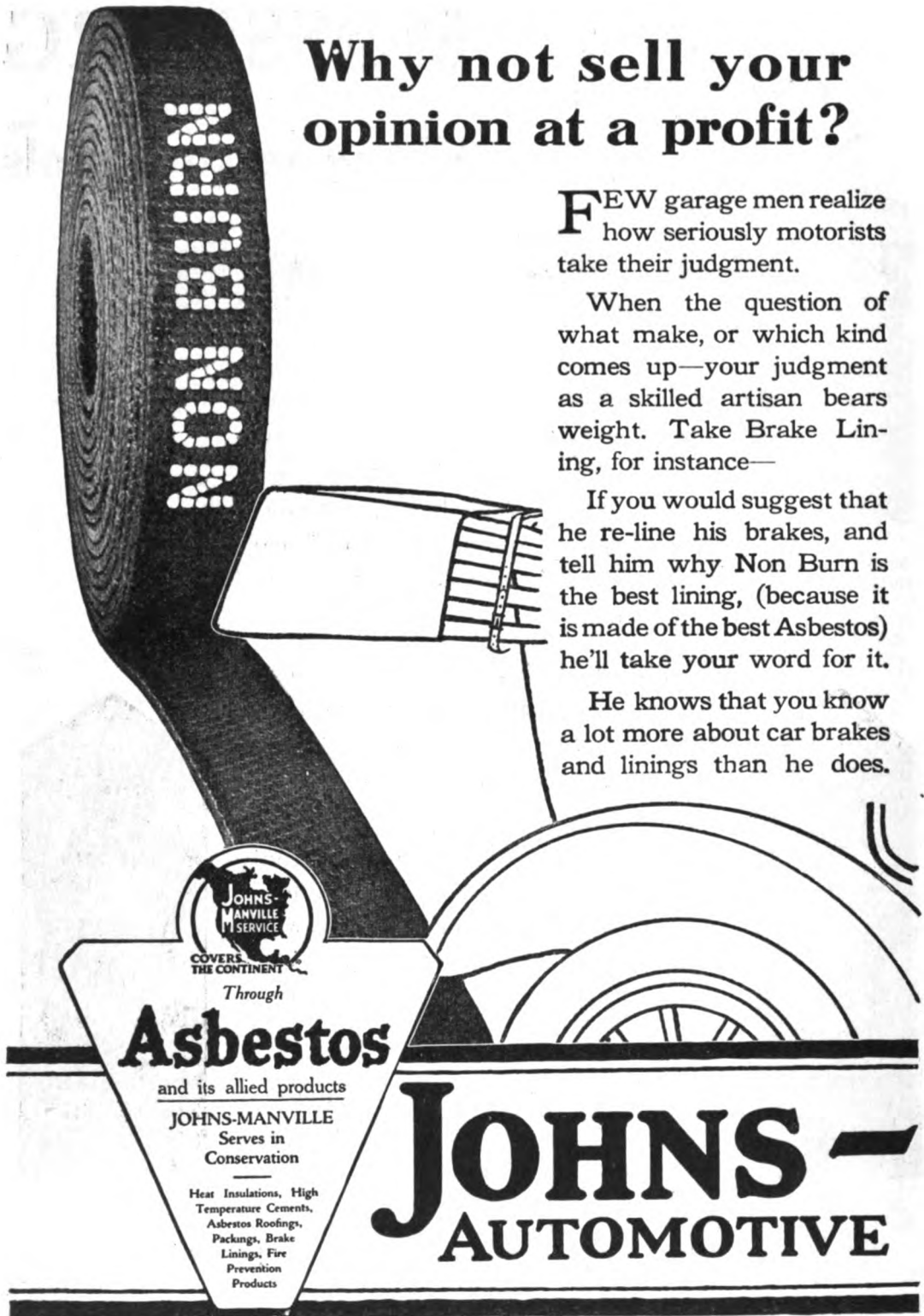
Why not sell your opinion at a profit?

FEW garage men realize how seriously motorists take their judgment.

When the question of what make, or which kind comes up—your judgment as a skilled artisan bears weight. Take Brake Lining, for instance—

If you would suggest that he re-line his brakes, and tell him why Non Burn is the best lining, (because it is made of the best Asbestos) he'll take your word for it.

He knows that you know a lot more about car brakes and linings than he does.



JOHNS-MANVILLE SERVICE
COVERS THE CONTINENT
Through

Asbestos
and its allied products
JOHNS-MANVILLE
Serves in
Conservation

Heat Insulations, High
Temperature Cements,
Asbestos Roofings,
Packings, Brake
Linings, Fire
Prevention
Products

**JOHNS -
AUTOMOTIVE**

Johns-Manville Speedometer for Fords

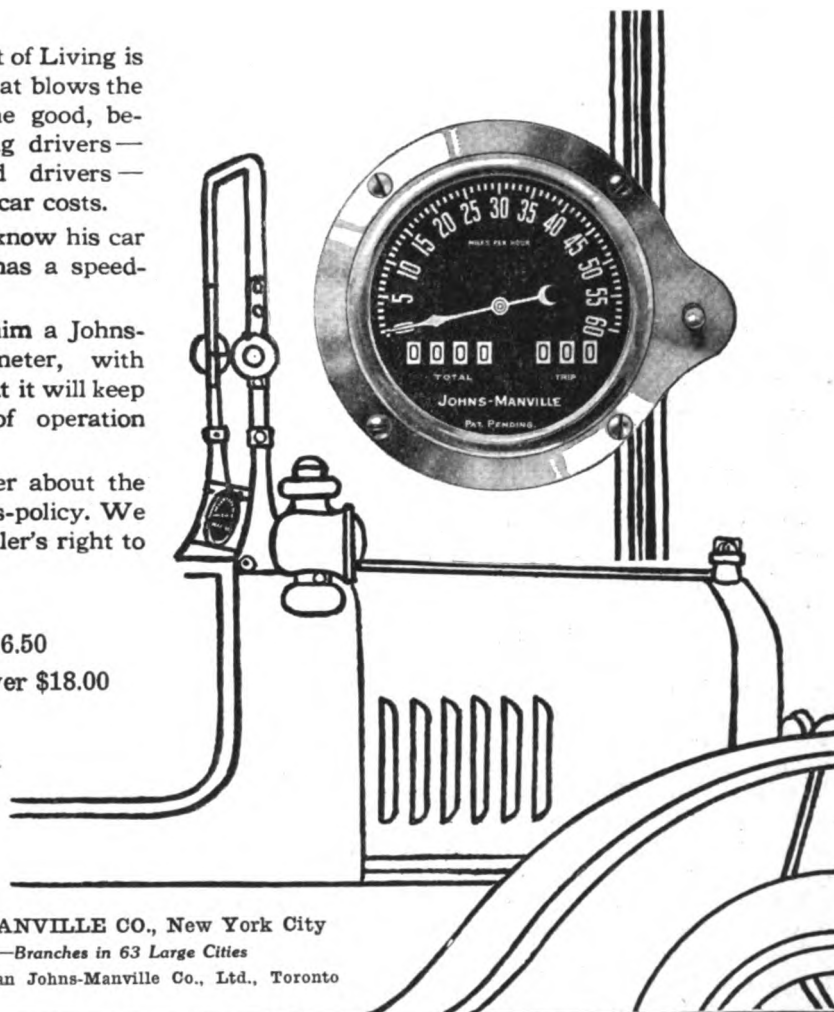
THE High Cost of Living is the ill wind that blows the garage man some good, because it is making drivers—particularly Ford drivers—watchful of their car costs.

A driver can't know his car costs unless he has a speedometer.

You can sell him a Johns-Manville Speedometer, with full assurance that it will keep accurate track of operation expenses.

Ask your jobber about the details of our sales-policy. We believe in the dealer's right to trade protection.

Price \$16.50
West of Denver \$18.00



H. W. JOHNS-MANVILLE CO., New York City
10 Factories—Branches in 63 Large Cities
For Canada, Canadian Johns-Manville Co., Ltd., Toronto

MANVILLE

EQUIPMENT

Mission of the Advertising Pages

(By William S. Power)

"THE MAN who says he never reads advertisements, either is a proper candidate for the Ananias Club or is lacking in common business sense."

That is the way a big business man, the head of a successful corporation, put it in talking to his selling force a few days ago.

The advertising pages are a barometer of business.

They are consulted by practical men and women just as the financial and social pages of the newspapers are consulted for the information they contain.

Time was, when the advertising pages were merely a directory of things for sale.

Today they rank side by side with the editorial pages in the vital interest of the messages that they carry.

One does not often hear a slurring remark these days as to the unreliability of an advertising message.

Advertisements as a class have ceased to be unreliable.

Superlative and exaggerated claims have lost favor with advertisers.

No part of a publication today is more carefully edited and more ruthlessly purged of unreliable statements than the pages that carry the advertising messages.

Advertisers have discovered that frankness and conservatism and truth are the strongest allies that they can have in their efforts to win public confidence.

And so it is that today, as never before, men and women scan the advertising pages as carefully and with as deep an interest as they give to any other part of the magazines.

The advertising pages reach out to you in a spirit of friendship and cooperation.

That is their mission—to make a friend of you and to win your good will.

To be sure they have something to sell you—but that is rather a secondary consideration, a by-product of advertising, if you please.

The big elemental aim is to win your good will—when that is accomplished, the selling will follow as a perfectly natural result.

Look through the advertising pages of this magazine—note the carefulness with which the messages have been prepared—sense the friendly hand-clasp that they seem to extend toward you.

Then analyze them for yourself.

You will find that the products that are most persistently and effectively advertised are almost universally the best and most dependable products.

That is a perfectly natural illustration of the law of cause and effect.

An advertisement is a pledge. The man who issues it puts himself on record. The buyer expects more of him—and almost invariably he measures up to expectations.

The development of advertising has put business on a higher plane. It has created a finer code of business ethics. It has made possible better products and lower prices. It has immeasurably increased the comforts of life by bringing within the reach of all the conveniences and luxuries that would otherwise be enjoyed only by the few.

THE LAND OF PRETTY SOON

I know a land where the streets are paved

With the things which we meant to achieve.

It is walled with the money we meant to have saved

And the pleasures for which we grieve.

The kind words unspoken, the promises broken,

And many a coveted boon

Are stowed away there in that land somewhere,
The land of Pretty Soon.

There are uncut jewels of possible fame

Lying about in the dust,

And many a noble and lofty aim

Covered with mould and rust.

And oh! this place, while it seems so near,

Is further away than the moon;

Though our purpose is fair, we never get there,
To the land of Pretty Soon.

The road that leads to that mystic land

Is strewn with pitiful wrecks,

And the ships that have sailed for its shining strand

Bear skeletons on their decks.

It is further at noon than it was at dawn,

And further at night than at noon.

Oh, let us beware of that land down there—

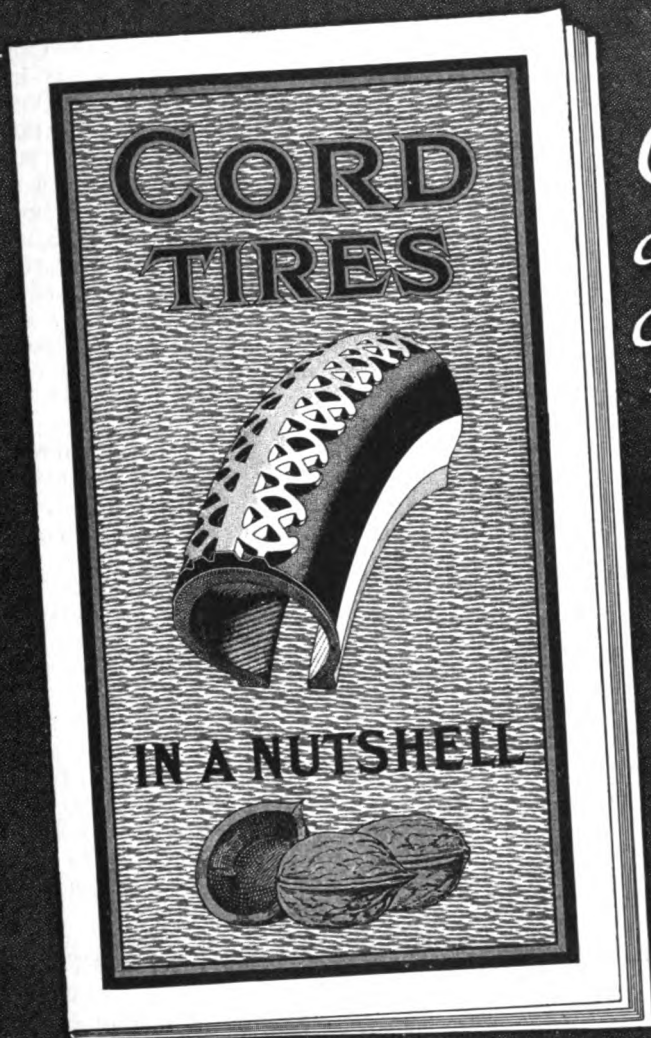
The land of Pretty Soon.

—Ella Wheeler Wilcox.

NOTHING LIKE TRYING

Uncle Sam Hodge came down from the the Kentucky mountains with his yearly produce to market. His team of oxen was somewhat weary with a two-days' pull. But when Sam reached the city limits he was confronted with the sign "Speed limit, fifteen miles an hour."

He pulled his whiskers a moment in silent meditation, and then drawled out to his oxen. "Well, I know darn well we'll never make it, but we'll do our doggone best."



*Are
Cord Tires
all they're
cracked up
to be?*

You'll find the
ANSWER - and
a lot of valuable
information in our
ILLUSTRATED
BOOKLET
"CORD TIRES
IN A NUTSHELL"

*Write the nearest
Converse Distributor
for your free copy
It's ready now.*

**CONVERSE
RUBBER SHOE CO.
MALDEN, MASS.**

Converse Tire Distributors:

PHILADELPHIA, Pa.	J. S. Latta & Co.	McGowan-Lyons Hardware & Supply Co.	MOBILE, Ala.
BELLEFRONTE, Pa.	The Potter Hoy Hardware Co.	Stauffer, Eshleman & Co.	NEW ORLEANS, La.
WASHINGTON, D. C.	F. P. May Hardware Co.	Nash Hardware Co.	FORT WORTH, Texas
MEMPHIS, Tenn.	Stratton-Warren Hardware Co.	Sloan & Brittain	SAN FRANCISCO, Cal.
LOUISVILLE, Ky.	Wm. Stockhoff	Stowe - Shaw Rubber Co.	LOS ANGELES, Cal.
	Failing, McCalman Co.		PORTLAND, Oregon

VICTORY OVER SELF

"I count him braver, who overcomes his desires,
Than him who overcomes his enemies;
For the hardest victory is the victory over self."
—Aristotle.

Strong desires is nearly always the motivating influence in every life. In fact, the life without strong desire, is almost sure to be purposeless—a ship without a rudder.

Some desires are worthy and legitimate, and others lead only to weakening self-indulgence. How then are we to determine which desires to heed and which ones to crush; for the right desires lead us up the hillside and into the sunlight, and the wrong ones lead us down into the valley, where the shadows are deep.

There must be some test—a simple test which we who run may use. If there is such a test, and if its use is simple and practical, why should it not be clearly defined, that we may one and all, be made safer by carrying it in our pockets.

No reason in the world, and a very small pocket in the mind, will suffice to stow away such a valuable aid to right thinking and right living. It is the small golden rule of measurement, positive, clearly marked and unmistakable. "Do unto others as ye would they would do unto you."

If we heed this, we shall be brave enough to be unselfish, kindly, honorable, thoughtful and, best of all, forgiving.

Have you ever realized that it is an exceedingly small individual who holds a grudge and who rolls it as a sweet morsel constantly under his tongue?

The story is told that President Lincoln earnestly desired to see General McClellan, and one night went to the General's house. He waited patiently for a long and tedious time.

In the meantime, the General had come in, gone stealthily up to his own room and retired. At last, he sent down this message to the waiting statesman: "Tell Abe Lincoln that General McClellan has gone to bed."

Later someone exclaimed in indignation at the treatment and message, and the great President said:

"That is nothing. I would gladly hold General McClellan's horse that he might serve his country."

Repeatedly, we say:

"Forgive us our trespasses as we forgive those who trespass against us," not realizing perhaps that we are not big enough, and fine enough, and strong enough to carry out this simple requirement for our own safety and happiness.

When Tennyson pictures the ideal character in King Arthur, he sums up the highest attribute of noble manhood as the ability and willingness to forgive.

In business life there is much to overlook, much to forget, for petty annoyances and sometimes actual wrongs sting and burn, but the man is brave indeed who can overcome his own questionable desires, for in them he has a foe constantly within himself; and he is indeed a victor if he can discipline self to the point of complete mastery.

GOOD WILL AND DOLLARS

The National Association of Credit Men recently published the following interesting article, entitled, "Good Will and Dollars":

"The most valuable of your intangible assets is good will. You cannot put your finger on it, but it is there and it plays a prominent part on the profit side of your ledgers. Good will can only be obtained, whether as buyer or seller, by a carefully built up reputation for fair dealing. To cancel orders arbitrarily or to return goods without cause, simply because by so doing one can escape an unforeseen loss, is to endanger one's reputation for fair dealing with the consequent loss of good will. And good will lost is difficult to regain. If you desire to cancel an order or to return merchandise let it be brought about by negotiation. Remember that the other man has rights and losses to consider. Permanent good will is worth more than immediate dollars."

During the past several months the association has conducted a vigorous campaign to eliminate the unnecessary returning of merchandise and reports gratifying results from the campaign. The campaign is directed towards individuals and firms who make a practice of returning goods without cause for the mere purpose of trying to shift their losses to the firms from whom they buy. Returning goods or cancelling orders without justifiable reasons is not an honest business practice, and the campaign to eliminate it is a promotion of fair business dealing.

TOO MUCH RISK

"Do you cycle?" asked the insurance agent.

"No," replied the applicant for a policy.

"Ever race in a motor boat?"

"No."

"Drive much in a car?"

"Never."

"Ever go up in an airship?"

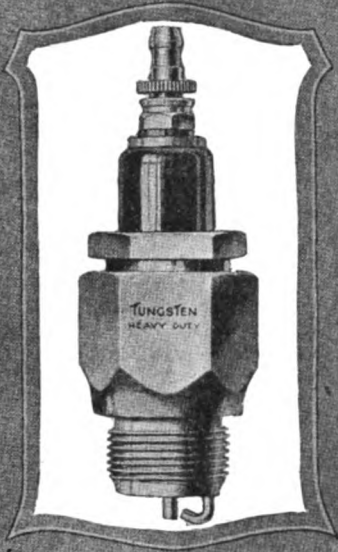
"Never want to."

"Sorry we can't insure you. There's too much risk insuring mere pedestrians."

DID YOUR BOOKKEEPER

send 50c to pay your subscription? Tell him to do it to-day. The "only trade paper in the West." Keeps you posted.





Experience Tells

TUNGSTEN

TRADE MARK REGISTERED

SPARK PLUG

Always on the job



TUNGSTEN MFG.CO.
MARSHALLTOWN IOWA

New chart of plug sizes for cars, trucks, and tractors, and sample cut-out plug gladly sent to all dealers on request.

HOW TO ADVERTISE A RETAIL STORE

(By Frank E. Fehlman)

There are four simple things which will guide any retailer in improving his merchandising methods:

1. Know the merchandise.
2. Know the customer.
3. Know every medium in the town which can be used for advertising.
4. Understand the importance of short, terse, but very specific advertising copy. Of course, this is the hardest thing in this quartet of fundamentals.

The way to study merchandise is to start with a wholesaler or his salesman, who sells you your goods. Before he leaves town, he should be made to dictate a complete description of the merchandise you are buying, which can in turn be given to your salespeople on the arrival of the merchandise and discussed by them in detail.

More than one retail store with which I have been connected has used this method and our competitors always wondered why our salesmen, while paid no higher, could give such splendid descriptions of the merchandise they were selling. It was because we made the manufacturer tell us the whole story of the merchandise, the raw product, how it was assembled, where the costs were reduced, how the shipping facilities were better, and how the final arrival of the merchandise in our store was really an event, because the merchandise could give our customers better style, more comfort, better wearing service, lower price, etc.

Millions of dollars have been employed in advertising retail stores, which might well have been saved and put into better store fronts, larger salaries or higher rents, and would thus have returned twice as much in net revenue.

The five and ten-cent stores advertise more by buying locations. They don't require salespeople of genius. All they need is ordinary individuals who know how to push a cash register key.

The newspapers of the United States are helping retailers more today than they ever did before by having service men who can write good advertisements, and who know how to pick out the real story of a store, but the best advertising in the world is that which is done by the store owner himself or an employe whom he trains to express the personality of the store itself.

Gain in Knowing Customer

The second essential is to know your customer. If you are advertising to millmen, railroad men, or farmers, talk service, wearing qualities, and the adaptability of your merchandise to the lives of these customers.

Selling a Packard car to a banker is an entirely different proposition than selling a Maxwell or a Dodge to a man who has saved up a thousand dollars and can afford a comfortable family car. Different arguments must be used.

Selling a \$35 serge suit is entirely different from selling a fancy Paris tweed to a broker on Fifth Avenue, who will gladly pay \$125 to \$150 for a suit which will not wear one-third as long as the \$35 serge.

Unless you know your customers, you can't write advertising to reach them. Of course this means more time and more thought put on the advertising.

It means the dividing up of copy. If you are selling \$25 suits of clothes for the working man, forget the banker, the professional man, and direct your copy to these particular customers. It flatters them, even though they do not buy the next day.

In choosing advertising mediums, dealers in some towns use moving pictures and street cars and derive splendid returns from their investments. Others spend all their money on street cars.

One merchant in Milwaukee built his business from street cars, and still uses them for his show advertising.

Other merchants have used bill boards, and spent over half their appropriation. The thing to do is to study your own local market—know your merchandise, know your customers, and then plan to use mediums that will get you the quickest results at the lowest possible cost.

Sometimes you have to experiment for two or three years before you can finally pick out one thing which delivers the greatest net returns for the least amount of money invested.

In general, we find that the newspapers are the backbone of any advertising campaign for retail merchants to use.

There are certain positions in a newspaper which are better for you and it is up to you to find out where these positions are. In a small town (under 5000 or even up to 25,000) your advertising pulls better if it is on the page which carries local news. I know one dealer who pays a premium of fifty percent for a certain position on the local page for a period of eight years. He has proved conclusively the value of this space. After you have picked out the various mediums you expect to use, apportion a certain amount for one year. If it is \$2000, stick to your \$2000. If you expect to have special propositions, lay aside \$200 for that purpose, but never exceed that amount. The mere fact that you have an arbitrary figure set the first of the year, makes you a better buyer of space, and more exacting in checking up your returns.

Not one merchant in 100 does this today, but more will do it in the next ten years. The national advertiser has been compelled to do this. Otherwise his advertising would have cut into his net profits to such an extent that his banker would question his ability to conduct the business.

Preparing Your Copy

After you have studied your medium, you are ready to prepare your copy. The psychologist has given us a great many things well worth considering in preparing copy. One of the first things is that an average person can read a line of three to seven words at one glance, which contains not more than two syllables.

Why go against this law of vision? Why string out a headline of 14, 15 or 16 words?

One thing to watch continuously is the way the newspapers handle their headlines in their big stories. Newspapers are compelled to tell the story of the world's events in headlines. Few people read the complete story. They read the headlines, and the sub-heading and pass on.

Advertising is competing with the news columns of a newspaper, so it follows that you must have your headings as interesting as the news headings, otherwise they are not read at all.

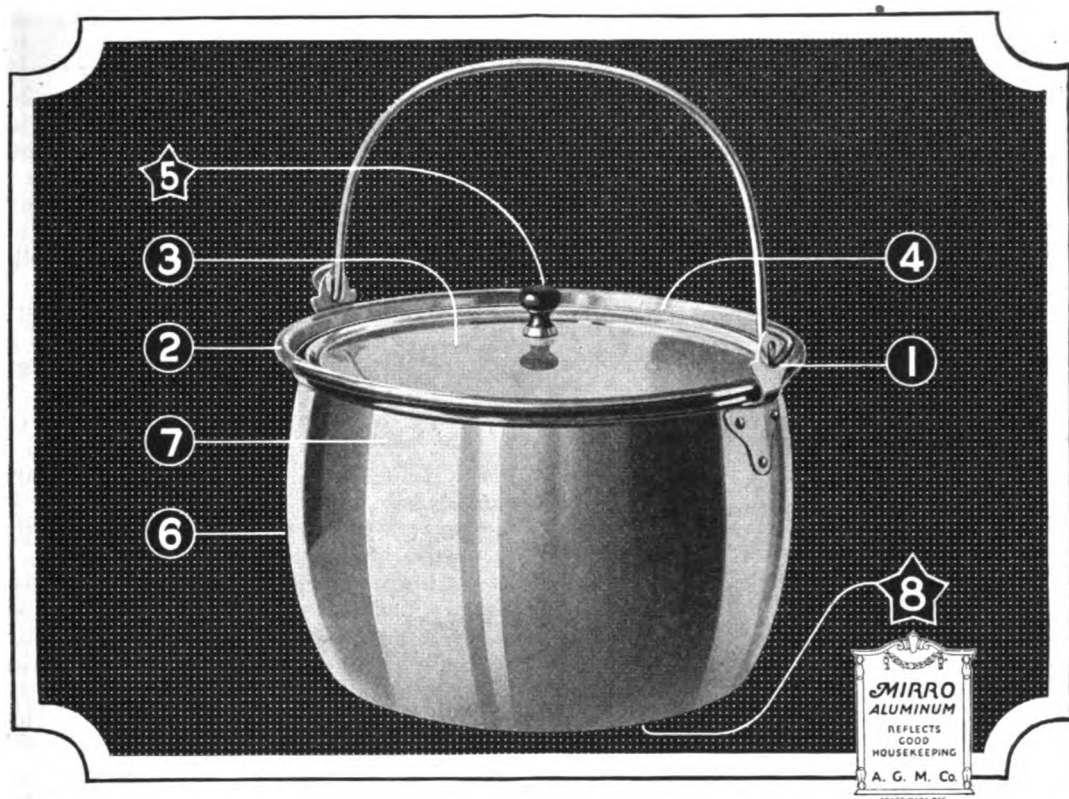
This requires time and study, and not everyone can do it. After you have mastered the art of getting your headlines down to a few words, you are then ready to prepare your copy. Women will read from 150 to 200 words, while most men will not read more than 50 or 60.

Any of the big mail order houses offer splendid examples of terse, specific copy. Mail order houses depend upon pictures and words to sell merchandise.

Last year, the largest house in this country sold more than \$160,000,000 of merchandise that way. Get one of their catalogues, and study the lines of merchandise that are similar to yours. See how they describe it. Then plan your advertising along the same general lines.

Specialty shops which are selling style, prestige, Paris importations, etc., do things in a different way, but the average merchant depends upon head lines, clean cut illustrations, and short copy to sell his offerings.

The next ten years are going to see a great change in retail store copy. Syndicate service and special writers on newspapers have done a great deal, but the



Mirro Stays Years in Service

There is solid, substantial virtue in Mirro Aluminum. For Mirro wears—into the second generation, if given a little care—and long life but mellows its lustrous beauty.

And—from the standpoint of utility, economy and convenience—Mirro is wholly modern. It is light, hence easy to lift. It is a wonderful conductor of heat, therefore a fuel-saver. And its many features of convenience make it the most efficient cooking ware in the world.

Note them well in this Mirro Convex Kettle:

(1) Handle-rest ears hold bail in three positions and prevent it from coming in contact with sides of kettle. (2) Tightly rolled, sanitary bead, free from dirt-catching crevice.

(3) Inset cover prevents boiling over. (4) Bead of cover upturned, thus protected against steam and liquid. ☆(5) Rivetless, no-burn, ebonized knob, an exclusive Mirro feature.

(6) Convex sides prevent contents from pouring off when liquid is being drained. (7) The famous Mirro finish.

☆(8) Famous Mirro trade mark stamped into the bottom of every piece, and your guarantee of quality throughout.

Remember, also, that Mirro is the perfected product of more than a quarter of a century's experience in aluminum making; and that with all its beauty, utility, and convenience, it costs no more than the ordinary kind.

Aluminum Goods Manufacturing Company, General Offices: Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

MIRRO ALUMINUM

Reflects
Good Housekeeping

A Message to Merchants—The Ladies' Home Journal, Woman's Home Companion, and McCall's Magazine for February will carry this Mirro Aluminum advertisement, full page size. It is one of the series, published every month in the year, which is influencing Woman, the buyer for the great American family, in favor of Mirro, and educating her, point by point, as to the merits of Mirro construction.

retailers themselves are at last alive to the importance of good copy and they are devoting a certain amount of time to it themselves, employing special writers.

If the retailer could just remember that his advertising must sound like he talks, and must breathe his own personality, he could not go very far wrong in the preparation of his copy.

Encourage your store employees to submit ideas for copy, and don't expect every advertisement to bring people in out of breath, money in their hands, anxious to get the merchandise you offered the day before.

Advertising works slowly, but surely. It is planned and conceived in the idea of building up business.

Customers want news, but they want it told briefly and with an appreciation of their needs.

Put more money into the brains preparing your copy, and your space will yield tremendous returns.

It took the national advertisers a long time to learn this truth, but most of them now know it.

Project yourself into your advertising. That is the kind of advertising people will read.

T. A. MITCHELL VISITS FACTORIES

T. A. Mitchell, of the Mitchell Mfg. Co., left the Pacific Coast on December 8 for his annual visit to the factories and manufacturing centers of the eastern states for whose ware he is the western representative. He will go as far as Boston in his travels, and with the close contact that he will have with eastern divisions and with his principals, he will be well prepared to serve the trade to the best advantage during the coming year by knowing the conditions of production and manufacture. Among Mr. Mitchell's accounts are such prominent items as the Auburn Ignition Mfg. Co.'s spark plugs, the Legalite Leds, the Duntley Timer and the Ashland Mfg. Co.

CLOVER MFG. CO. OPENS CHICAGO BRANCH

The Clover Manufacturing Co., Norwalk, Conn., has opened a new branch at 601 West Adams Street, Chicago, Ill., with a warehouse fully stocked with Clover Grinding Compounds and Clover Lawn Mower Sharpening compounds.

Distributors in territory contiguous to Chicago will find this Clover branch a great convenience. The new branch is prepared to take care of orders at once.

Last January the Clover Manufacturing Company opened its San Francisco Branch at 553 Howard Street, and the opening of the Chicago branch follows out the well-known Clover policy to render to its representatives the most complete service possible.

The Federal Trade Commission at Washington has just issued a citation requiring the men behind the Chicago company styling themselves as the "Good Wear Tire and Tube Company" to appear before that commission and explain the reason for that name and, if possible, to show cause why they should not be required to desist from using that name in violation of the law.

In the citation it is brought out that this Chicago firm engages in the business of buying up second-hand or used automobile tires and then attempting, by cementing two of such used tires together and otherwise treating them, to produce a tire for sale. In the disposition of this inferior product it has been the practice of these people to advertise by catalogues, circulars, and otherwise, in an attempt to lead the public to believe that such tires are new and unused.

Has your being in business improved you? Good! We are glad of it.

Has your being in business improved IT. That's fine and dandy—the best ever.

TRADE TEAM WORK

With the one word, "teamwork" an idea is presented that could hardly be explained in a whole sentence. Nothing can exemplify the thought it conveys so forcefully to the American mind as the work of a football team that has been drilled to a high state of proficiency.

Visualized it brings a picture of cooperative effort, with each member of the squad a unit, a cog in the machine. To be a good cog he must be in harmony with the entire machine and play his part so that the entire machine will move without friction.

When the signals are called he must know what they mean and the exact part he is to take in their execution. One untrained cog often spoils the play, and the game is lost.

Listen to the quarterback snap his signals. Watch the whole team respond. Each one is doing something, and every action carries a significance.

Many a business man has stood by the side lines and marveled at the effectiveness of the "teamwork" of a football team. No doubt many a paint dealer has thought of its significance in connection with his own business, as the conviction of the "punch" it carries was impressed upon his mind.

But did he make use of that conviction—did he apply it to his own business? That is the pertinent question.

Mr. Dealer, have you organized your forces for "teamwork?"

Mr. Employee, have you properly trained yourself to be an indispensable member of the team in which you are working? These are questions whose answers spell success or failure.

This is an age of cooperative and coordinated effort. The individual who tries to work separately is often out of accord with his own organization, and will find himself continually opposed to the concerted efforts of his competitors.

As soon as the customer has made a purchase and handed you his money many salesmen will begin to put up the stock, or go on doing something else as though the matter was closed. While the patron is waiting for change, chat with him pleasantly, or in some way show that you are still interested in his opinions or wants. Remember the transaction isn't closed until it is completely closed.

MIGHT BE IF SHE DID

A woman and her daughter were at sea during a terrific storm. After a silence of some time the mother asked:

"Are you seasick, dear?"

"No, I think not, mother," replied the girl, "but I'd hate to yawn."

HARTFORD TIRES

mean tire insurance

HARTFORD DISTRIBUTORS

Albany Hdw. & Iron Co., Albany, N.Y.
Auto Supply Co., Scranton, Pa.
Barker, Rose & Clinton Co., Elmira, N.Y.
Belknap Hdw. & Mfg. Co., Louisville, Ky.
Beals, McCarthy & Rogers, Buffalo, N.Y.
Burhans & Black, Inc., Syracuse, N. Y.
Boetwick-Braun Co., Toledo, Ohio.
Bliss, Mize & Silliman Hdw. Co.,
Atchison, Kan.
Crump Co., Benj. T., Richmond, Va.
Decatur & Hopkins Co., Boston, Mass.
Dils & Son Co., H.P., Parkersburg W.Va.
Downing Electrical Co., Des Moines, Ia.
Delaware Electric & Supply Co.,
Wilmington, Del.
Economy Auto Supply Co.,
Newark, New Jersey
Ferguson & Adair Co., Burlington, Vt.

General Auto Sup. Co., Amarillo, Tex.
General Auto Sup. Co.,
Colorado Springs, Colo.
Goodby-Rankin Co., Providence, R. I.
Hibbard, Spencer, Bartlett & Co.,
Chicago, Ill.
Knapp & Spencer Co., Sioux City, Ia.
Morley-Murphy Hdw. Co., Green Bay, Wis.
Martin Evans Co., Brooklyn, N. Y.
Motor Supply Co., Pittsburgh, Pa.
May Hdw. Co., F. P., Washington, D.C.
Myers, Harper F., York, Pa.
Marshall-Wells Co., Duluth, Minn.
Marshall-Wells Co., Spokane, Wash.
Marshall-Wells Co., Portland, Ore.
Morley Bros., Saginaw, Mich.
Pneumatic Tire Repair Co.,
Philadelphia, Pa.

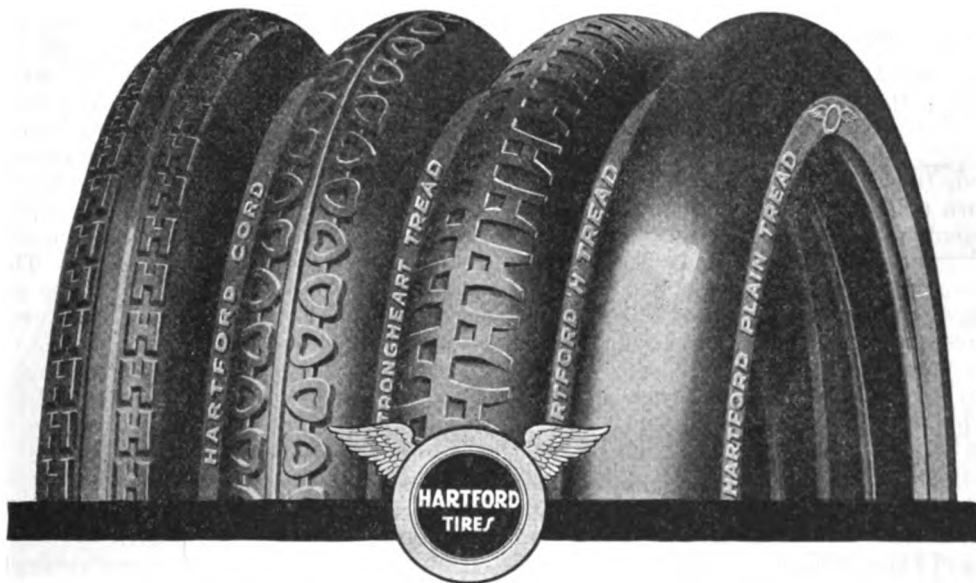
Prusia Hdw. Co., Fort Dodge, Ia.
Reilly Bros. & Raub, Lancaster, Pa.
Stauffer-Eshleman & Co.,
New Orleans, La.
Suelflohn & Seefeld Co., Milwaukee, Wis.
Supples-Biddle Hardware Co.,
Philadelphia, Pa.
Tracy-Wells Co., The, Columbus, Ohio
Varney Electrical Supply Co.,
Indianapolis, Ind.
Wilson & Pugh Co., Cumberland, Md.
Wilson Hdw. Co., N.L., Beaumont, Tex.
Worthington Co., Geo., Cleveland, Ohio
Weed & Co., J. D., Savannah, Ga.
Witte Hdw. Co., St. Louis, Mo.
Wimberly & Thomas Hdw. Co.,
Birmingham, Ala.
Nelson & Price, Los Angeles, Cal.

**Hartford
Cord**

**Strongheart
Tread**

**Hartford
'H' Tread**

**Hartford
Plain Tread**



Hartford Rubber Works Company

1790 Broadway, New York

Grow Through Overcoming Difficulties

SANDOW became the strongest man in the world, but he was a sickly child, his parents were afraid he wouldn't live. Sandow, too, was afraid he wouldn't live—and he wanted to. Every man can always have what he wants if it is within the laws of nature, and if he wants it hard enough.

Nature intended Sandow to live, and Sandow wanted to live hard enough to do the things necessary to keep himself alive.

He went to work upon a systematic series of exercises designed to develop the faulty functions and members of his weakly body, and he didn't get tired or lose interest after the second week. You see, Sandow was fighting for his life, and that's a powerful motive.

So Sandow worked away at his exercises until, from the sickliest child in the neighborhood, he became the strongest man in the world. And, meanwhile, hundreds of thousands of sickly children had given up the struggle because they didn't realize, as Sandow had realized, that obstacles are things to be overcome and not things to be overcome by.

Overcoming Obstacles Is the Quickest

and surest path to power, since power is the product of practice, and practice is absolutely necessary to the attainment of skill in any form of activity. The more we do things the better and quicker we can do them.

Viewed thus, an obstacle is not a handicap, but an advantage, in that it supplies the motive to practice, the urge to work hard to overcome the obstacle and to become equal to the average of the race.

Following this urge, the one who works becomes not equal but greater, and continually greater still, than the average, since to overcome his obstacle he must acquire the priceless habit of hard work.

Indeed, there is no such inequality among newly born members of the human race as may appear upon superficial inspection. Here there is wealth, and there poverty, it is true; but where there is wealth, there is little urge to action; and where there is poverty, the instinct of self-preservation forces the individual to develop his power and his usefulness to society.

No Barriers That Can't Be Overcome

In a land like ours, in which there are no artificial and arbitrary barriers of caste to write "thus far and no farther" across bars to ambition, think how many of the leaders in politics, business, the professions, spring from the ranks of those who were "handicapped" in youth by the golden spur of poverty. Think, then, how few of our real leaders inherited their wealth.

The old epigram of "Three generations between shirt sleeves and shirt sleeves" taps a

law of nature. Man must work to live, because his sole reason for existence is to get things done. Nature hasn't cluttered the globe with humans just to have them, but to develop them. And development is the product of exercise, which is simply another way of saying work.

So it is that those who start with the "handicaps" often end with the laurel wreaths or the silver cups or the sides of bacon, whatever may be the prizes.

Unfortunately, many of those who start with handicaps never finish at all. You will find them by the roadside complaining bitterly about the inequality of life and the hopelessness of trying to get ahead.

"Not Thinking" Causes Most Failures

They are not quitters, necessarily; but—and this is important—they are not thinkers. They have never thought that a handicap might be a challenge and not a defeat.

Like the sickly children who were dying off while Sandow was making himself the strongest man in the world, they do not realize that obstacles exist only to be overcome, and that every man may withdraw from the infinite reservoir power sufficient to his purpose. If his purpose be strong enough, he will draw heavily upon that reservoir of power, but to have a strong purpose he must have a motive no less strong.

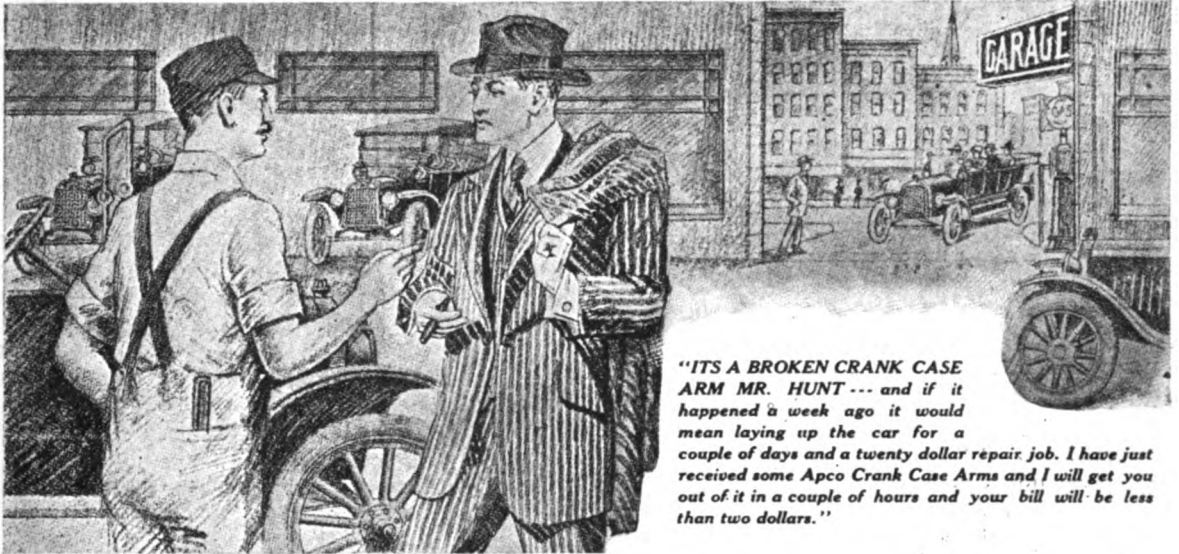
In the handicaps of poor health or early poverty, there are motive to self-betterment, most powerful and most intense, to those who will see them as things to overcome and not as things to go down under.

The man who says, "I must succeed! I can succeed! I will succeed!" will go faster than the one who says, "Of course I will do well; look at the start I have!" And he who goes fastest goes farthest in the long run of life.

It was so with Sandow in the physical world. In the emotional world, consider the case of Handel, who was forbidden by his father to waste his time upon music and punished repeatedly because he could not obey. The urge to melody, harmony, rhythm, was too great to be suppressed—it was too powerful even for the natural inertia of flesh—and so the name Handel became synonymous with mighty organ music. "I must play! I can play! I will play!" said the boy Handel, and the whole world will listen to his music evermore.

Examples of Courageous Struggle

In the intellectual world, it is far harder to think of those who were born to fame than it is to find examples of courageous struggle through poverty to power. Samuel Johnson, Oliver Goldsmith, Benjamin Franklin, Horace Greeley—a few from the legion—each had to struggle against huge handicaps which, in each case, developed phenomenal power.



"IT'S A BROKEN CRANK CASE ARM MR. HUNT --- and if it happened a week ago it would mean laying up the car for a couple of days and a twenty dollar repair job. I have just received some Apco Crank Case Arms and I will get you out of it in a couple of hours and your bill will be less than two dollars."



LIST PRICE
\$1.50

CRANK CASE ARM FOR FORD CARS

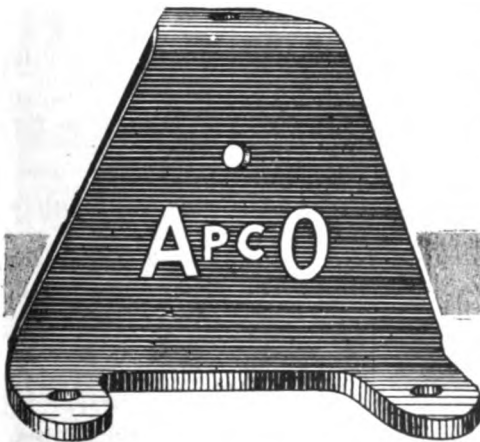
The fastest selling and most essential repair part for Ford Cars on the market and one that makes money for the repairman by making satisfied customers.

CAST IRON AXLES

Are not used and for the same reason cast repair arms should be avoided. The Apco Arm is made from quarter inch Boiler Plate Steel, accurately drilled and finished in black enamel.

LOOK FOR THE NAME

There is only one genuine Apco Arm and if the name Apco is not stamped in the metal it is not an Apco arm. Do not accept imitations they cost you the same as the genuine.



SOLD BY JOBBERS IN 126 CITIES

APCO MANUFACTURING CO.
PROVIDENCE, R. I.

In the spiritual world, a single name may be enough—Lincoln.

From the dirt-floored, windowless log cabin in Gentryville he won his way into the hearts of the citizens of that international republic of all who love truth, honor, courage, kindness and devotion. Handicaps could not hinder him; even the loss of his loved ones made him only a firmer friend to all who mourned. Who shall say he has "no chance," while Lincoln looks down upon him from the lofty heights which he won and kept by sheer unaided merit?

Ambition, confidence, determination—these are the three qualities that lead infallibly to great success. Ambition that says, "I must!" Confidence that says, "I can!" Determination that says, "I will!!" And the last is the rarest of these.

There are millions who say, "I must!" there are thousands who say "I can!" but there are hundreds only who add, "I will!"

Without this third quality, this supreme quality of determination, ambition degenerates into mere petulant dissatisfaction, and confidence is nothing more than empty egotism.

Children say, "I must!" Fools boast, "I can!" None but the wise, courageous and strong dare to say, "I will!"

Centuries ago, the great Roman poet Virgil, describing a boat race, accounted for the fact that the weaker crew won, in ringing epigram, "They can who think they can!" It is true, because those who really think they can, will to do the thing—and it is done!

Through all the ages it has been true; it is true now; it is as true to you as it was to those ancient rowers, as it was to Eugene Sandow, Handel, Johnson, Goldsmith, Franklin, Greeley, Abraham Lincoln and to all the firm heroic souls who could not be contented except with the very best of which they knew themselves capable.

The handicaps of poverty, of poor health, of lack of opportunity were not handicaps to them but splendid spurs. What they have done, we can do. And what we can do, we will do, if we will.

This is the key to wealth, and the door to power, and the way to splendid service:

Ambition that says, "I must!" Confidence that says, "I can!" Determination that says, "I will!"

Now ambition is natural to all who have red blood in their veins, and confidence may be developed surely upon the granite base of special training for the work you want to do, but to get this training—to take the time and to do the work that will assure you of your own ability to make good—there is needed this third quality of determination.

This quality also may be developed. It is the product of practice, and it is neither needful

nor wise to start with great things. Sandow did not begin with hundred-pound dumb-bells. Handel practiced his scales before he played his oratorios. Lincoln learned law before he aspired to be a lawmaker. Just so is it the part of wisdom to develop determination by making small decisions to begin with and by holding to them.

When it comes to confidence some of us are a little weak. Fear lurks before every move toward progress and yet the success of the hundreds who have already passed the danger mark should clearly demonstrate that it only takes courage and determination to "go over the top." We can if we will.

With ambition to start on the right track; confidence to lead and encourage us along the way, and determination to keep us everlastingly at it, the success of our undertakings will be assured.

Let's begin overcoming obstacles today.

MERCHANT WHO HAS STOCK WILL DO THE BUSINESS

Editor **HARDWARE WORLD**:

In looking forward into 1920 we cannot but feel that the merchant, wholesale or retail, who is provided with a good stock of goods will be the merchant who does the business and who is able to serve his trade satisfactorily during the season.

The steel strike has rendered many items of the most staple character very scarce. This has further been complicated by the coal strike, which is not yet over, and it looks to us as if goods are going to be exceedingly scarce next year, even more so than they have been this year.

We see absolutely nothing in the immediate future to lead anyone to look for lower prices. There is an actual scarcity of goods with everyone clamoring for them, and until this is taken care of, and the demands of the country become more normal, we don't believe there is any chance for a great decline from present prices.

We think, therefore, that the merchant who buys early, who takes in his goods early, as early as he can get them, will profit by this course of action.

Council Bluffs, Ia. **EMPKIE-SHUGART-HILL CO.**

Patents have been secured by George T. Belknap, of Spokane, Wash., on a non-skid auto chain. The links are flat on the running surface, are U-shaped and are removable, so the chain can be made to fit any tire.

Some men cannot understand why they do not get ahead in the world when, as a matter of fact, they have worked as hard as ever they could to spoil their own chances. Stupid but true!

What are you planning to do for your own future, for its enlargement and safety? It is a short-sighted man indeed who works only for today and perhaps tomorrow. It was Abraham Lincoln who said, "May the vast future not have to lament that you neglected it."



Ask Your
Jobber
He Knows

CHAINS

Halters
Kennels
Leads

MADE BY

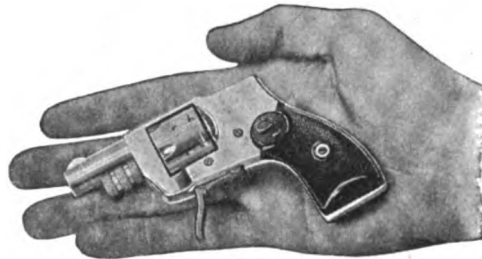
The BRIDGEPORT CHAIN COMPANY

FACTORY and GENERAL OFFICES: BRIDGEPORT, CONN.

BRANCH OFFICES
493 JEFFERSON ST.
CHICAGO, ILL.



BRANCH OFFICES
WELLS FARGO BLDG.
SAN FRANCISCO, CAL.



HERE you see the "BABY" Hammerless Revolver. That innocent-looking weapon that you can almost hide in the palm of your hand is as trustworthy and dependable as any of its larger brothers. It measures only 4 inches overall, weighs but 6 oz. and shoots 6, 22-caliber, short, sureshot, rimfire cartridges. It has a folding trigger, interchangeable parts, new one-piece main and trigger spring. *In big demand everywhere.*



"HEXALL" Ratchet Socket Wrench No. 2—11 Pcs.

"Break Any Sedgley Wrench and We Repair It—No Charge"

This is the broad guarantee placed upon every "HEXALL" Wrench when it passes our rigid inspection—our bond of faith with you and a challenge to the master-workers who make the "HEXALL." Keep this name in mind when your customer says, "Wrench." Know "HEXALL"—believe in it—get your trade acquainted with it. To both of you, it means Profit, Satisfaction and Lasting Good-Will.

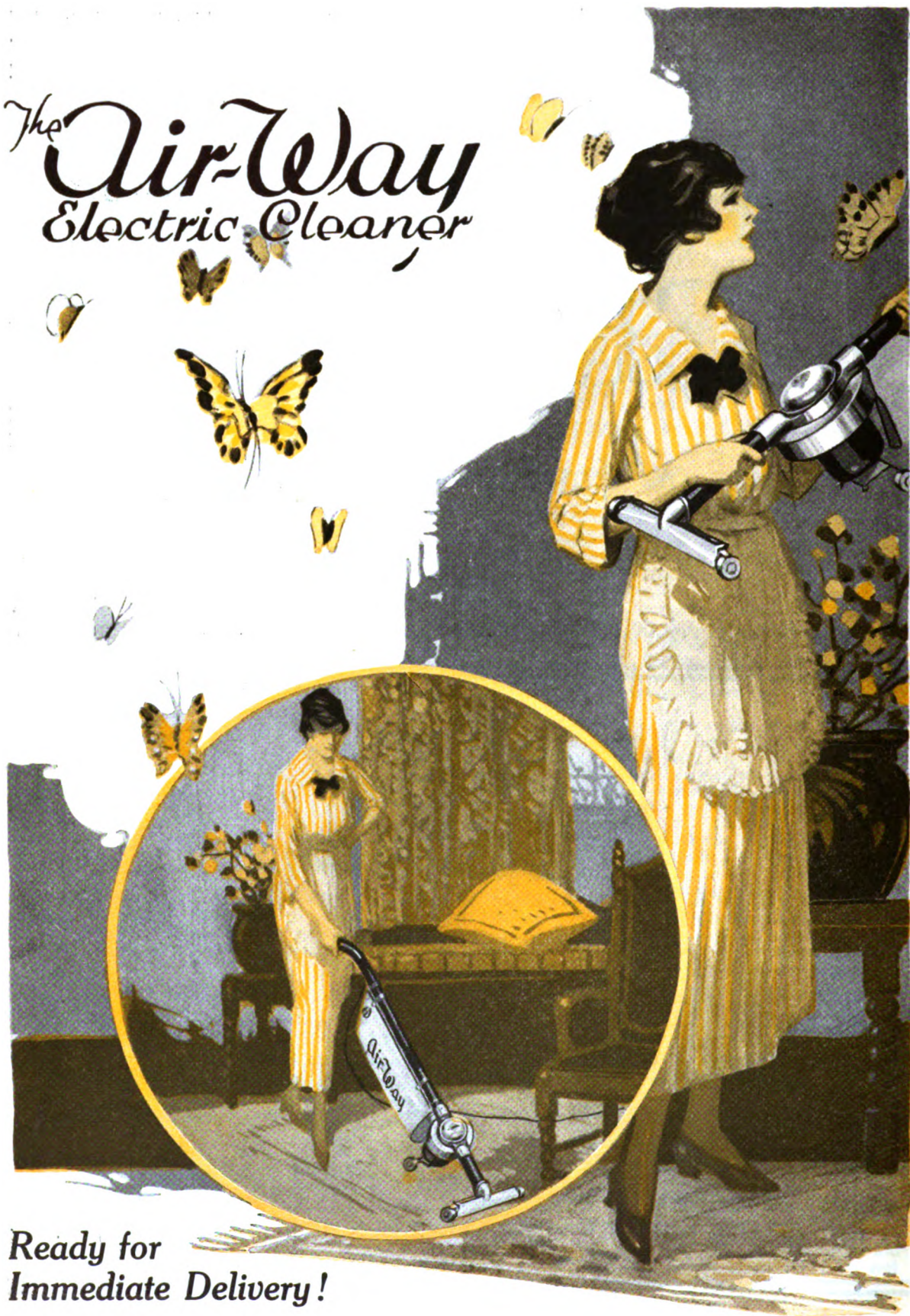


"HEXALL" Socket Wrench No. 5—8 Pcs.
There is a "HEXALL" for every need

R. F. SEDGLEY, Inc. Est. 1897 2311-13-15 N. 16th St., Philadelphia, Pa.

Pacific Coast Representatives: McDonald & Linforth, San Francisco, Cal.

The AirWay Electric Cleaner



Ready for
Immediate Delivery!

See What the Air-Way Handle Does for Her!

Would milady like to quickly remove the dirt from all those hard exasperating places?

From the corners, under radiators—from portieres, walls, window frames, mouldings, pictures, mattresses and tufted furniture?

Then she simply picks up her Air-Way and uses the handle just like the illustration. The Air-Way is so light that a child can carry and operate it.

A Real Sales Opportunity No Other Cleaner Like It!

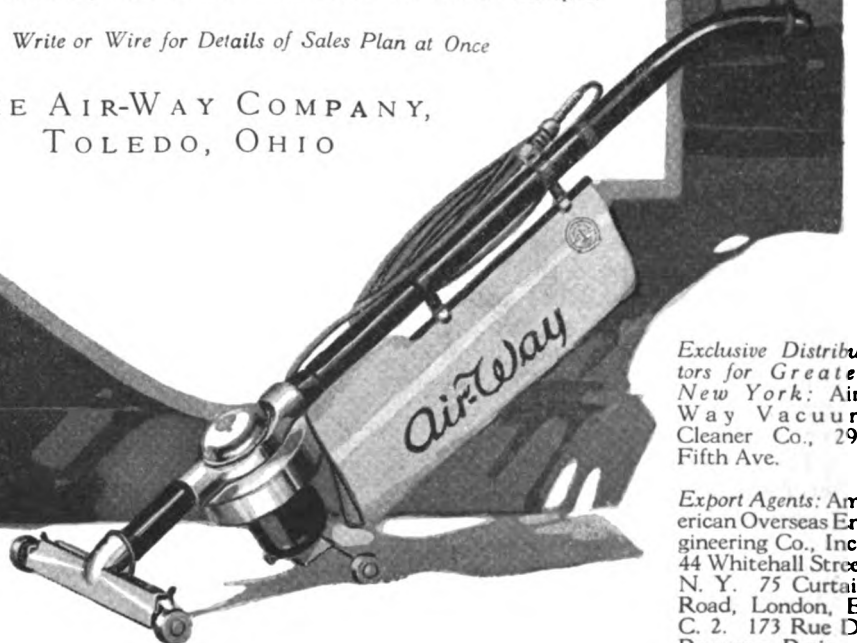
On rugs, carpets and floors she uses the Air-Way just like any other cleaner—but on the hard out-of-the-ordinary places the handle does the whole job for her.

No waiting to put on cumbersome attachments—not a bit of bother. She just turns the indicator arrow toward the handle and in a few minutes the Air-Way has cleaned the house.

There is no other cleaner like the Air-Way—none which makes such an instantaneous appeal to the housewife. Distributors and dealers who handle the Air-Way get into big profits quickly because they can make a demonstration which *immediately* marks the Air-Way as delightfully different from every other cleaner—and decides the sale on the spot.

Write or Wire for Details of Sales Plan at Once

THE AIR-WAY COMPANY,
TOLEDO, OHIO



Exclusive Distributors for Greater New York: Air-Way Vacuum Cleaner Co., 295 Fifth Ave.

Export Agents: American Overseas Engineering Co., Inc., 44 Whitehall Street N. Y. 75 Curtain Road, London, E. C. 2. 173 Rue De Provence, Paris.

"NOT GOOD UNLESS SIGNED BY AN OFFICER OF THE COMPANY."

(Copyright by Elton J. Buckley)

Business people who like an anchor to windward at times when it is profitable to escape from their contracts, try to protect themselves in all sorts of ways—usually by introducing some clause in the contract or order blank—and the other business houses who are asked to do business with these concerns run up against these clauses all the time. A little discussion of one of them, which is quite common, may save somebody some trouble.

I refer to the clause which I have seen a hundred times in business contracts and orders, reading something like this: "This contract (or order) shall not be valid or in force unless it is signed by some officer of the ——— company."

As I say, I have seen this clause very many times, but I can count on the fingers of one hand the times I have seen it carried out by the actual signing. In most cases it is not in there to be actually carried out; it is in there to enable the concern whose officer is supposed to sign it, to say, if anything goes wrong and they wish to get out of the contract, "Why, this is not a valid order (or contract) because it wasn't signed by an officer of our company."

Sometimes this gets by, where nothing has been done on account of the contract. For instance, there was a case in which a retailer gave a salesman an order, signing on a blank which contained the above clause. The salesman sent it in to his house, but the goods did not come. The market advanced and the retailer tried to force the manufacturer to make delivery, but the latter escaped, pointing to the fact that he had never accepted the order, nor had he given the retailer any reason to believe he ever intended to accept it.

I remember another case, however, in which the court decided the other way. An automobile company thought it had a chance to sell a new car to a customer who had an old one which he expected to trade in. In its confidence that the sale would take place, it resold the old car it expected to get to A for \$1,175, A paying \$175 down. The order blank or contract which A signed contained the familiar clause that before it became a binding contract it must be signed by an officer or branch manager of the automobile company. This, however, was not done.

The customer didn't take the new car and therefore the resale of the old one fell through. A argued that the automobile company had made a valid agreement with him which it should keep or pay damages. The company refused to do more than return his \$175, and A sued it for damages for breach of contract. And he won. The automobile company said

there was no valid order or contract because it hadn't been signed by an officer or branch manager. On this point the court said:

That the presence of such a requirement as above stated (that to be valid it must be signed by officer or branch manager) in the draft of a contract, and the absence of compliance with it may have the effect of leaving the paper without any efficacy as a contract until the lacking signature is supplied, seems clear enough upon reason as well as upon authority. * * * But like many other provisions inserted for the protection or benefit of one of the parties to a bargain, it may be waived. * * * The fact that the company accepted the payment or deposit of \$175 and retained it until after August 1, is not open to serious question. Is the proper inference to be drawn that defendant (the automobile company) waived further and strict compliance with the mode of execution it had itself prescribed for its own protection and benefit, or is it not? * * * The result is that we have here a contract of sale and a failure on the part of the defendant to live up to it, entitling the plaintiff to damages.

So that A was not only entitled to his \$175 back, but also to damages for the automobile company's failure to deliver the car. The protective clause didn't work in this case, and it will never work, i. e., it will never allow the escape of one of the parties to a contract or order, if that party has done anything which indicates an intent to accept the order or the contract anyway. If he does that, he has waived the benefit of the clause. If nothing is done, the clause lets him out unless it is complied with. For illustration, if in such a case the seller acknowledged an order and asked for shipping directions, or gave some other indication of an intent to fill the order, it would in my judgment be too late after that to say, "I won't fill the order because it was never signed by an officer of the company."

It pays to "smile and push," even if you are worried or harrassed. But smile anyway, especially at home. It helps mightily to lubricate the machinery of everyday affairs.

Take time semi-frequently to plan new and likely-to-succeed ideas for your business. If you don't plan some such things and work your plans enthusiastically, you will get into a rut before you know it.

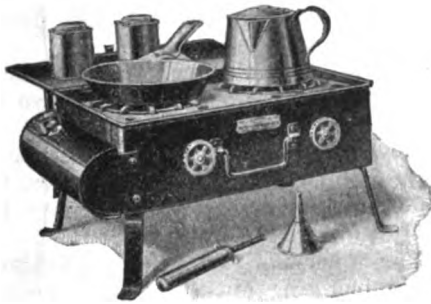
NONE FITS THE PLACE SO WELL AS HARDWARE WORLD

We take a number of trade papers for the institution, but we find that none of them fits the place occupied by the **HARDWARE WORLD**. The men employed in the clothing, shoes, groceries, hardware and lumber yard, all being on the subscription list, and from conversations overheard, we are sure that we are getting much information therefrom.

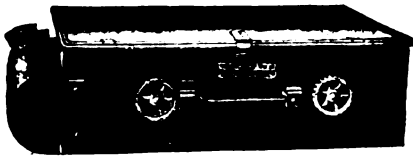
We enclose check covering our subscription for our employees.

Wishing you continued success, we are, very truly,
Utah. S. I. Goodwin, Supt.

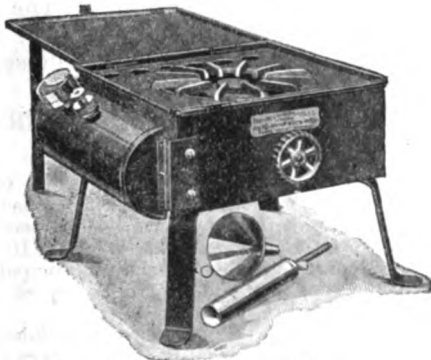
AUTO KAMP KOOK KITS



No. 2 and 3 Kit Open



No. 2 and 3 Kit Closed, equipment packed inside



No. 4 Auto Kamp Kook Kit



4 Party Suit Case—6½x12x24—weighs 35 lbs.

Dealers in High Class Sporting Goods

find a highly satisfactory outing stove in this line.
We back you up in satisfying the customer.

MOST COMPLETE LINE EVER OFFERED

The No. 2 and 3 as shown in cut are two burner stoves with 6 and 8 inch grates respectively.

Furnished with powerful burners that will burn in any wind short of a sand storm. Provided with an approved pressure gauge on the tank.

When folded up, all equipment packs inside.

No. 2, 5½x10x18, weighs 16 pounds

No. 3, 6x10x20, weighs 18 pounds

The No. 4, a single grate, but with same powerful burner as in the other stoves, is great hunter's special and picnic stove.

Size 9x9x4½ weighs 8 pounds.

The FOUR PARTY SUIT CASE is a Lunch Kit plus a fully equipped stove and is equipped exactly like the Thermos outfit with same kind of silver and enameled ware and can be sold at a profit in competition.

ASK FOR OUR DEALER'S PROPOSITION NOW

COMPLETE LINE FOR OUTING IS A MONEY MAKER FOR YOU

MANAGER OF GREATER
NEW YORK AND
EXPORTS

MR. C. C. NARET
103 Lafayette St., N.Y. City

JOBBERS

BROWNING BROS. CO.,
Ogden, Utah, for Utah,
Wyoming, Idaho, Nevada

PACIFIC COAST DIS-
TRIBUTOR

H. A. WATERMAN
1311 Figueroa St.,
Los Angeles

JOBBERS

W.A. PLUMMER MFG. CO.
San Francisco, Cal.

HOME OFFICE

PRENTISS-WABERS MFG. CO., Grand Rapids, Wis.

Self-Praise No Recommendation

"Empty vessels make the greatest sound"

THERE are people who do not realize how constantly they praise themselves and how amusing and, after awhile, tiresome this gets to be to their hearers.

A business friend of mine, who is really a clever conversationalist, is always the hero of his own tales and everything he does in speech, at least, redounds to his own glory. He is always surrounded by listeners, but one often wonders how he would feel if he could hear some of the remarks that these same people make, when they are by themselves, about him.

Perhaps he goes on the theory that "He that tooteth not his horn, the same shall not be tooted." He thinks that he might as well gain as much glory as he possibly can. Or, perhaps, it is just habit—come to think of it, I believe this is the explanation of his continual talk about himself and his own experiences. He found that he could please people by telling things that he had enjoyed and experienced, and before he knew it he had chosen "self" as a permanent subject of conversation.

Modesty is always more convincing than braggadocia, for one wins and the other prejudices, but beware of a pretended or mock modesty or humility. We have seen so much of this recently in politicians who claim to be "forward-looking," or to express themselves as having a "vision," or to "interpret thoughts," that it is even more disgusting and people soon tire of it.

Nothing disgusts business men more than a certain class of editors and writers who seek every opportunity to keep their names or photographs before their readers.

Well do I remember being in the presence of two writers. One was a man who had never succeeded in doing anything beyond the mere commonplace. The other had achieved fame and fortune, but the first man was so interested talking about himself that he didn't even discover who his companion was. The author, whose name is a household word, said afterwards, with a quizzical smile, "That man is great in his own estimation, isn't he?"

In place of impressing his companion, the egotist had only succeeded in making himself ridiculous.

There are times, to be sure, when it is necessary to tell what we are capable of doing. Or perhaps the better way is not to mention that, but rather what we have done. This is where an honest recommendation comes in. It gives the other fellow a chance to do the telling from a disinterested standpoint.

Most Worth-While People Say the Least

Some of the people who have done the biggest, and the most worth-while things in the world, say the least about it. It is noticeable

that the soldiers who went "over the top," or who were in the thick of things "Over there" do not have much to say. The real heroes prefer that others shall recount their deeds of bravery.

When all is said and done, it is one's actions in life which speak louder than words, so there is really not much necessity for us to waste time and breath in self-praise. Truly great people are the simple and the modest ones, while those who have achieved the least are much more likely to be ready to talk about it.

If we have service to sell, or goods, we are justified in bringing out the strong points of that service and goods, but the day is gone by when "lowest prices on earth," "wonderful this" and "marvelous that" are convincing.

Truth in advertising carries farther and is more permanent than absurd claims.

The man who attempts to build himself up by uttering derogatory things about other people never succeeds. The only man who enjoys self-praise is the one who is doing the praising. He usually feels that he is a big fellow—and so he is, in his own eyes.

"Empty vessels make the greatest sound," and the Good Book has it, "A fool's voice is known by a multitude of words." The same thing is expressed in the old proverb, "The deepest streams flow with the least noise."

WINCHESTER'S SPORTSMEN'S SERVICE DIVISION

Of much interest to the world of sport is the announcement by the Winchester Repeating Arms Company of the creation of a new service department for shooters, known as the Shooting Promotion Division. Through this department the Winchester Company expects to be of definite aid to followers of every branch of the sport of shooting.

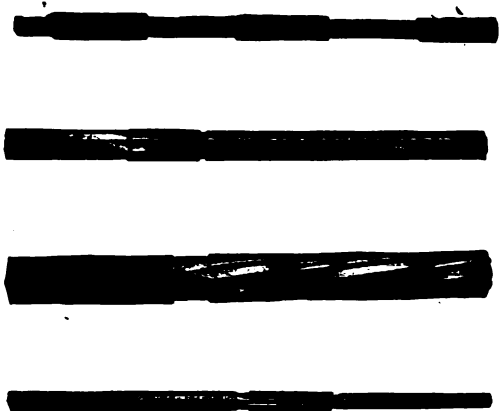
Special attention will be given to gun clubs, their organization and maintenance. Representatives of this department are now available for the purpose of assisting groups of shooters in organizing, it is announced.

The service is also extended to existing rifle clubs and trapshooting clubs. The representatives will come to the locality where his services are desired and stay as long as he is needed. The department will also give information on all matters pertaining to the use and care of firearms, either through its representatives or by mail.

The department has been placed under the charge of J. Mowell Hawkins, a famous shooter and the winner of many championships. As popular and generally known as any shooter in America, Mr. Hawkins yet has one distinction which makes him the most interesting figure in the country to the followers of the fascinating sport of trapshooting. As far as known he has shot more strings of 100 straight clay pigeons than anybody else in the world—232 centuries in all.

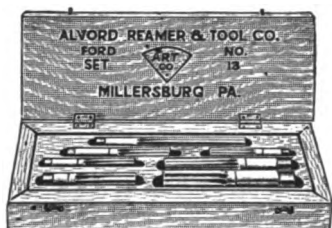
Mr. Hawkins has been connected with the Winchester organization for 18 years. He was captain and manager of the famous Winchester Squad, which traveled in 1906 and 1907, establishing new records each year, and breaking the world's record for 500 targets up to 20,000.

REAMERS



For Repair of
FORD
Automobiles

Are You Meeting
Your Share of the
Great Demand for
These Tools?



TAPER



PLUG



BOTTOMING



CARRIED BY ALL
LEADING
JOBBERs

*Write for Your Copy of Our
Catalogue No. 5-A*

ALVORD REAMER & TOOL CO.
MILLERSBURG, PA.

BRANCHES

309 Broadway	New York, N. Y.
26 North Fifth Street	Philadelphia, Pa.
190 North State Street	Chicago, Ill.
693 Mission Street	San Francisco, Cal.

STOP THE LEAKS THAT CUT YOUR PROFITS

How easy it is for us to cling to old ideas, methods and ways of doing things! It is the easiest thing in the world to close our eyes and ears to new plans and equipment for doing things because the change may require a little investment or alteration.

We argue to ourselves that the old way is comfortable; it has served us for, perhaps, many years. We have been able to make a living and perhaps accumulate a surplus profit, so why should we experiment? Trying to justify to ourselves a continuance of out-of-date methods is a great hindrance to progress and greater profits.

Our grandfathers used a scythe. It was of the finest steel and perhaps still has a very keen edge, but does that justify cutting wheat the old way? Should we refuse to use telephones—not ride on trains—burn candles and do other things in the old-fashioned way because our fathers or grandfathers did?

The old way of handling oil and gasoline in barrels, tin tanks and jigger pumps is a good example of the wasteful, inconvenient, unsanitary conditions that can be improved by the modern Self-measuring Pump, which, in addition to avoiding the above losses, saves time and labor. If we are going to win in business today, we must do our work without waste and with the least possible use of man power. We must stop the leaks that cut down our profit.

ADVERTISE SMALL LOTS FRANKLY

A recent bulletin of the Better Business Bureau of Detroit under the National Vigilance Committee of the Associated Advertising Clubs of the World, deprecates the following retail advertising practice:

In the course of our work we have learned that it is a frequent practice among buyers to have small quantities of a highly desirable article in a lot of merchandise, and in advertising this lot for sale mention the more desirable articles prominently in the advertisement without stating that there is a limited number to be sold.

This practice will destroy public confidence in a store because those purchasers who call at the store early on the day of the sale and select the most desirable varieties of a lot will be few compared with those who follow and are disappointed at not finding the desirable items as advertised. This should be avoided, and when advertising such a limited lot, this should be plainly stated, so as to eliminate any displeasure on the part of those who call later in the day and find that the items are exhausted.

Know your product, but don't forget human nature.

BROOM MANUFACTURERS' STATEMENT

The National Broom Manufacturers' Association is in accord with the wishes of the administration in endeavoring to help humanity to lower prices in general by keeping the nations' universal home cleaning necessity—the house broom—at the lowest price possible, commensurate with paying labor a good living wage and the price manufacturers are compelled to pay for raw materials.

Commenting on the situation for the association, H. R. Kelso, of the Lee Broom & Duster Co., writes:

"The constant references to higher prices is distasteful to the average citizen, yet it is not wise to deceive ourselves, but rather to accept conditions as they are and strive to make improvements.

There is one outstanding fact which is a reality and which governing bodies, both state and federal, are powerless to change, no matter how great their desire may be to lower prices.

"This fundamental fact is: So long as annual consumption of any commodity equals or exceeds annual production there can be little likelihood of any lower prices.

"As an illustration—the yield or production of broom corn for the past several years has been only sufficient to take care of the normal consumption of brooms, keeping the price on a higher level for both broom corn and brooms.

"When production increases to the extent that a surplus of broom corn is carried over, then we can logically expect some reaction in the way of price concessions. The same principle holds true on wheat, corn, leather, cotton, wool, etc. With a surplus of raw material, wearing apparel will cost less.

"This year's broom corn crop was over-estimated and now reports show the yield barely sufficient to keep manufacturers going. Naturally, under the circumstances, prices ruled high and broom manufacturers asking more for brooms are doing so through the necessity of circumstances over which they have no control."

DIMO-GRIT GRINDS STEEL TOOLS

A sharpening wheel which will stand up under severe usage, which will sharpen the hardest steel without drawing the temper, and which is suitable for all classes of work—that is the claim made for

DIMO-GRIT
THE WHEEL FOR STEEL

—manufactured by the Luther Grinder Manufacturing Co., Milwaukee, U. S. A.

Dimo-Grit is said to be the fastest sharpening substance known. It cuts twenty-five times as fast as a grindstone, yet it does not draw the temper from the tool. No water or oil is needed. It is made in many degrees of grit—to put an edge on rough farm implements as well as on the finest steel blades. It does not wear away the steel slowly, like a grindstone does, but cuts in quickly, giving the much-desired serrated edge which is most efficient.

Dimo-Grit wheels are controlled exclusively by the Luther Grinder Manufacturing Co., Milwaukee, U. S. A., manufacturers of the "Hummer" Grinder and other well-known repair tools.

NO TIME LIKE THE PRESENT.

Ask your bookkeeper if he sent 50c in stamps to pay your subscription to this paper for one year. It keeps you posted on matters that concern your business.



NAIL FAMINE IN THE UNITED STATES

(By A. C. Bulofson)

Recognizing that the nail market in California was in a very bad condition; that stocks were very low; the consumption was large and growing, and that neither the jobbers nor the retailers realized conditions in the manufacturing districts, I concluded to make a trip and personally learn exact conditions.

I have just returned from a visit to all the nail and wire manufacturing centers, and also to the sheet mills—and I find the condition in both industries is greatly demoralized and most unsatisfactory. Nearly all the nail mills in the United States are closed in their finishing departments. The nail makers who went on a strike are still out, and they have scattered to the four winds—and when the mills start operating they will in most cases have to employ new men and teach them the business.

Manufacturers tell me that it will take at least six months for them to return to normal conditions and clean up the orders now on their books, and so far as I could learn no manufacturer is taking any orders.

I found in Boston the nails were selling from \$6.00 to \$8.00 base—or any other price that would obtain a supply. All orders were being cut down to approximately five per cent.

I found the same conditions prevailing in Pittsburgh, Cleveland, Buffalo and Chicago. In a number of cities I saw where American jobbers had sent motor-trucks into Canada trying to pick up twenty to fifty kegs of nails at any price that Canadian manufacturers were pleased to charge.

All the Canadian manufacturers are booked ahead for many months, and their prices are very, very much higher than they are in the United States—and their extras are much higher than the American standards.

While the official price of nails in San Francisco is about \$5.50 base, I know where California merchants have offered and even paid as high as \$8.00 base for a very poor carload assortment—small nails being unobtainable.

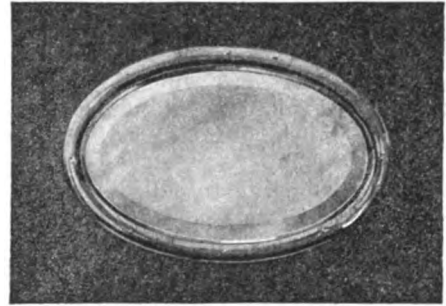
Talking with many manufacturers, I have come to the conclusion that when manufacturing conditions become normal, there will probably be a higher base price, and I should not be at all surprised to find a new list of extras adopted by the American and Canadian manufacturers, who have found that the present extras on small sizes pay an actual loss.

The foregoing is not an exaggeration, therefore when retailers and consumers may be called upon to pay \$8.00 to \$10.00 a keg for nails, they should not accuse the seller of being a profiteer, because these are extraordinary times, and the seller is not making as satisfactory a profit under existing conditions as he did during normal times.

Mr. Hardware Dealer:

Your Automobile Accessory stock is not complete without these lights; thousands of automobiles are now owned by farmers and residents of small towns, in which there are no repair men capable of renewing curtain windows. With our

Improved Pioneer Automobile Curtain Lights



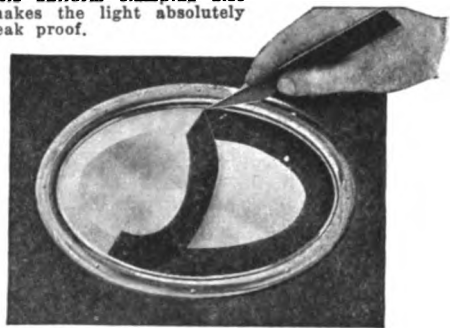
you can make many happy minds and create a lot of new business in your Accessory department, as these Curtain Lights are designed for those who take a genuine pride in the finished appearance of their car; their symmetry making them distinctive and unusually attractive.

So constructed that they will not give away, yet they are extremely light and require no extra top lining.

A selected grade of 3/16 polished plate-glass is used and each glass is carefully beveled to produce edges of uniform thickness and a bevel of uniform width.

Very easily put in and there to stay; all studs being securely fastened in the outer frame and so placed they align themselves perfectly with the holes in the back frame.

Fabric and glass are rigidly held in place by means of the snug fitting design of the two rings, which clamp the fabric with uniform pressure over all, and to prevent all rattling or breaking. Fabric so clamped where it comes in contact with the glass without being scored or cut by sharp edges. And this uniform clamping also makes the light absolutely leak proof.



And the above illustration shows the final operation of removing the narrow edge of fabric which extends inside the frame when the light is mounted. Very simple; with a sharp knife this fabric is removed quickly, neatly and accurately by using the edge of the frame as a guide in cutting.

**MADE IN VARIOUS SIZES AND FINISHES
SEND FOR COMPLETE LITERATURE
SOLD THROUGH THE JOBBERS ONLY**

THE BREWER-TITCHENER CORP.
Manufacturers
CORTLAND, NEW YORK

ARE YOU JUST GOING TO?

He was just going to help a neighbor when he died.

He was just going to pay a note when it went to protest.

He meant to insure his house, but it burned before he got around to it.

He was just going to quit work awhile and take a vacation when nervous prostration came.

He was just going to reduce his debt when his creditors "shut down" on him.

He was just going to stop drinking and dissipating when his health became wrecked.

He was just going to introduce a better system into his business when it went to smash.

He was just going to provide proper protection for his wife and family when his fortune was swept away.

He was just going to call on a customer to close a deal when he found his competitor got there first and secured the order.

Stop complaining about being rushed and worked to death, and examine your daily, yes, weekly schedule, to discover if you are not frittering away time doing something that some other person, machine, or service could do as well if not better, and much cheaper than for you to spend time and effort puttering with.

ACCESSORY HAMMOCK FOR BABY'S RIDE

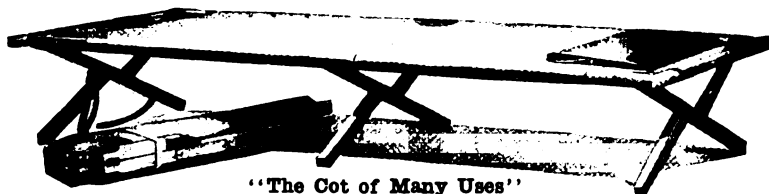
An agent in North Dakota has found a solution for a problem that has perplexed many a mother—what to do with the baby when the family is taking an automobile ride. He describes his apparatus as follows:

"Take two pieces of three-eighth inch rope, each long enough to reach from one top bow around back of the seat to the other. Into these splice two short pieces to make a rectangle about a foot wide and nearly as long as the car body is wide. Leave ends of rope at the four corners to tie to the four bows on the top. Over this rectangle fit a denim basket about two feet long. This will make a very satisfactory hammock and one that can be used at any time of the year. The baby carried in it will be happier than in the mother's lap and the mother will have a pleasant trip."

Never laugh at, joke or "kid" a small man. He'll get peeved if you do! Pick out a genuinely big man and you can have clean, healthy fun with him—because he is big.

The stock you carry on your books, sold but not paid for, is bringing you no profit. Turn it into cash as fast as you can.

This is the "GOLD MEDAL" Cot Advertised in National Magazines



"The Cot of Many Uses"

The Name "GOLD MEDAL"

(Trade Mark Reg.
U. S. Pat. Off.)

has, for years, stood for the best in Folding Furniture. A comfortable and convenient bed in Camp—an "extra" bed for the Home for emergencies—light, strong, and, when folded, easily carried or stored away in a closet.

This year we shall tell the story of this Cot—our Folding Chairs, Tables, etc.—to over six and a quarter million readers through our National Advertising. These readers will be directed to your store for "Gold Medal" Folding Furniture, sold only through Dealers and Jobbers.

There's always a ready sale for "Gold Medal"—this year National Advertising will make the demand greater than ever.

We can make deliveries—if you'll get your order in now. Send for New Catalog.

GOLD MEDAL CAMP FURNITURE MFG. CO., 1705 Packard Ave., Racine, Wis.

"GOLD MEDAL"
FURNITURE FOR HOME AND CAMP





A Machine Is No Better Than Its Threaded Parts

Your customers who buy screw-cutting tools know that most machines are right only as long as the threaded parts are right. By doing their thread-cutting and re-threading with



Look for the trademark

SCREW PLATES

they not only get repair work done promptly, but put the machines back at their best, usually to the real satisfaction of the owners.

These handy tools are ideal—not only for general repair work, but for the most accurate jobs that may be required of them.

Tell your customers that you represent the World's largest makers of screw cutting tools—the first choice of experts for over 50 years.

"LITTLE GIANT," "O. K.," "GREEN RIVER," "LIGHTNING,"

The Screw Plates that save you dollars.

Our catalog shows cuts of special Screw Plates for all kinds of auto repair work. Requests will be promptly complied with

GREENFIELD
TAP & DIE CORPORATION
 Greenfield, Massachusetts, U.S.A.
World's Largest Manufacturers of Screw Cutting Tools

MILLARD & CO.

Incorporated

135 New Montgomery Street
San Francisco. Cal.

Wholesale Automotive Equipment and Tools

NEW CATALOGUE FOR 1920
Ready for Distribution

MOTOR MERCANTILE COMPANY

Wholesale



Exclusively

AUTOMOTIVE PARTS EQUIPMENT AND SUPPLIES

Distributors for

Metal and Cydrene Oils,
Gearcase and Cupose
Columbia Storage Batteries
Stanley Self-Oiling Springs
Johnston Curtain Windows
Kay Bee Spotlights
Fafnir Bearings
Zenith Carburetors
Reliable Jacks
Lenox Hack Saw Blades
"Dri-Kure-Retarder" Vul-
caniser
Edison Mazda Lamps
Rives' Pedal Pads

"Genemotor" Ford Start-
ing and Lighting System
Arrow Grip Truck Chains
Aluminite Solder
Gitts Oil Cups
Ford "Ever-Safe" Brake
Shoes
Raybestos Non-burn and
Thermoid Brake Linings
Chase Auto Top and Up-
holstery Materials
"Eie-Nie" Winter Fluid
Vulcaniser Tools, Sup-
plies and Equipment

And a Complete Line of Mechanics' Tools and Garage
Equipment

New 1919 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY

115-117 South West Temple Street, Salt Lake City

COMING CONVENTIONS AND HARDWARE EXHIBITS

Western Retail Implement, Vehicle and Hardware Association Convention, Kansas City, Mo., January 13, 14, 15, 1920. H. J. Hodge, secretary, Abilene, Kan.

Texas Hardware and Implement Association Convention, Dallas, January 20, 21, 22, 1920. A. M. Cox, secretary, 1808 Main Street, Dallas.

Pacific Northwest Hardware and Implement Association, fifteenth Annual Convention, Davenport Hotel, Spokane, Wash. January 21, 22 and 23, 1920. E. E. Lucas, Secretary, Hutton building, Spokane, Wash.

The Oregon Retail Hardware and Implement Dealers' Association, Fourteenth Annual Meeting, Imperial Hotel, Portland, Oregon. January 27, 28, 29 and 30, 1920. E. E. Lucas, Secretary-Treasurer, Hutton building, Spokane, Wash.

Indiana Retail Hardware Association Convention and Exhibition, Atheneum Hall, Indianapolis, January 27, 28, 29, 30, 1920. G. F. Sheely, secretary, Argos.

Kentucky Hardware and Implement Dealers' Association, Armory, Louisville, Ky., January 27 to 30, 1920. J. M. Stone, Secretary, Sturgis, Kentucky.

West Virginia Retail Hardware Association Convention, Wheeling, February 3, 4, 5, 1920. John H. Morgan, secretary, Morgantown.

Nebraska Retail Hardware Association, Lincoln, Nebraska, February 3, 4, 5 and 6, 1920. Nathan Roberts, Secretary, Lincoln, Neb.

Wisconsin Retail Hardware Association, Milwaukee, Wis., February 4, 5 and 6, 1920. P. J. Jacobs, Secretary, Stevens Point, Wis.

Michigan Retail Hardware Association, Hotel Pantlind, Grand Rapids, Mich., February 10, 11, 12, and 13, 1920. Exhibit in Furniture Exhibition Building. Arthur J. Scott, Secretary, Marine City, Mich. Karl S. Judson, exhibit manager, 248 Morris Ave., Grand Rapids, Mich.

Iowa Retail Hardware Association, Des Moines Auditorium, February 10, 11, 12 and 13, 1920. A. R. Sales, Secretary, Hardware building, Mason City, Ia.

The Pennsylvania and Atlantic Seaboard Hardware Association, Inc., Convention and Exhibition, Philadelphia Commercial Museum, February 10, 11, 12 and 13, 1920. Hotel headquarters, Bellevue-Stratford. Sharon E. Jones, secretary, 1314 Fulton building, Pittsburgh, Pa.

North Dakota Retail Hardware Association, Grand Forks, North Dakota, February 11, 12 and 13. C. N. Barnes, Secretary, Grand Forks, N. D.

Illinois Retail Hardware Association Convention and Exhibition, Hotel Sherman, Chicago, February 17, 18, 19, 1920. Leon D. Nish, secretary, Elgin.

Missouri Retail Hardware Association, St. Joseph Auditorium, St. Joseph, Mo., on February 17, 18, 19, 1920. Secretary, F. X. Becherer, 5136 North Broadway, St. Louis, Mo.

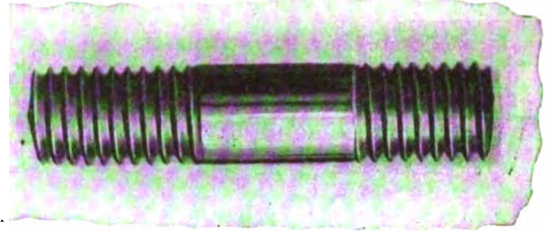
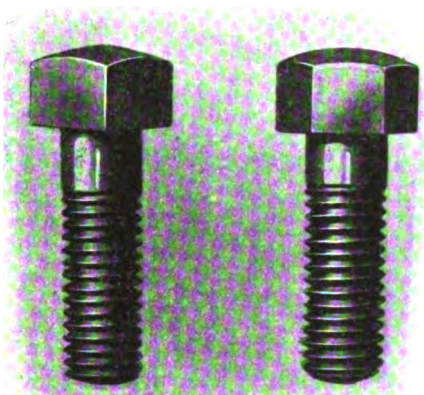
New York State Retail Hardware Association, Onondaga Hotel, Syracuse, New York, February 17, 18, 19 and 20, 1920. Exhibition in State Armory. John B. Foley, Secretary, 607 City Bank building, Syracuse.

New England Hardware Dealers' Association, Mechanics' Building, Boston, Mass., February 23, 24 and 25, 1920. George A. Fiel, Secretary, 10 High Street, Boston, Mass.

Minnesota Retail Hardware Association Convention, St. Paul Auditorium, St. Paul, Minn., February 17, 18, 19, 20, 1920. H. O. Roberts, 1030 Metropolitan Life Building, Minneapolis, Minn.

Ohio Hardware Association, Hotel Gibson, Cincinnati, Ohio, February 24, 25, 26 and 27, 1920. James B. Carson, Secretary, Dayton, O.

South Dakota Retail Hardware Association Convention and Exhibition, Sioux Falls, February 24, 25, 26, 27, 1920. H. O. Roberts, secretary, Metropolitan Life Building, Minneapolis, Minn.



WM. H. OTTEMILLER CO.
YORK, PA.

**Manufacturers of Cap and Set Screws
Screw Machine Work**

Here's the Way to Real Profits with the EWALD Tire Retreader Outfit

**TAKE ADVANTAGE OF THIS BIG FREE
OFFER TO HARDWARE SHOPS**

WE GIVE YOU FREE OF CHARGE with each machine an assortment of 1000 Ewald Special Staples. Our extremely low list price of \$20 is subject to an attractive trade discount, which together with the free outfit will repair more than enough tires to pay for it all.

Just think—5 hours of work, stapling 5 casings at \$3.00 each and this outfit costs you nothing.

Get It Now and Begin to Make Real Money

Write us today and start the ball rolling towards big profits. Some dealers and garagemen are making as much as \$30 a day with the Ewald. Act Now—Every day you delay means money out of your pocket.

**Manufacturers
ROMORT MFG. CO.,
Oakfield, Wis.**

**Sales Dept.,
THE ZINKE CO.,
1326 Michigan Ave.,
Chicago, Ill.**



HERE IS MORE THAT YOU GET ABSOLUTELY FREE!!

- 1 Full Sheet of Directions
- 1 Can of Mica Tire Powder.
- 1 Tracing Wheel
- 1 Notched Knife
- 1 Tire Spreader
- 1 Cement Brush
- 18 ft. Reliner Strip
- 1 Can Cement.

WINCHESTER

What These Great Factors in 1920 Winchester Sales Will Do for You

Quality—Prestige—Serviceability—Completeness of Line. These are the four great factors which lead you to stock Winchester Guns and Ammunition. From the ordinary, every-day standpoint, they mean quick, sure sales—rapid stock turnovers—satisfied customers—sure profits. You can depend upon them for this.

YOU know — every gun and ammunition jobber and dealer knows — Winchester quality never varies. It is the same today as it was half a century ago. The same for every shotgun or rifle. The same for every shell or cartridge. Always the standard of excellence.

You know the name Winchester has been a part of our language ever since 1866, when the new Winchester Repeating Rifle took the world by storm. You don't have to tell customers what Winchester stands for—they know and respect the name as well as you do.

You know Winchester serviceability—how Winchester Shotguns and Rifles stand up under the hardest use, defy abuse, outshoot competition—how Winchester Ammunition can also be depended upon.

You know that the Winchester line is the most extensive in the world—that it includes every kind of gun that there is a need for in your sales territory, and the right ammunition. More than that—you know that Winchester constantly develops new gun and ammunition models and types to meet new demands—is always in the lead.

But these four outstanding elements of



Winchester salability have another side—not so familiar, yet nearly as important to you. Each of them is in itself a powerful, living unit of Winchester *energy*, constantly exerting itself in your sales territory to increase your gun and ammunition business.

Together they form a tremendous sales influence, second only to the power of Winchester Progress.

During this new year of 1920, Winchester quality, prestige, serviceability, and completeness of line, will therefore insure you (1), maximum sales to your existing market, and (2),

greater opportunities than ever for profitably sharing in the great volume of entirely new gun and ammunition business which Winchester Progress is creating.

You also know that Winchester leads in *promoting* new sales of guns and ammunition—in creating new demands for them. And in your territory you have found that, due to this, Winchester Guns and Ammunition are each year forging ahead as the *Big Sellers* in your stock.

You have seen a section of the remarkably successful development of the Winchester Junior Rifle Corps. And what you have seen

has had the usual Winchester characteristics—the soundness and stability which mark every new Winchester undertaking.

The Winchester Junior Rifle Corps—endorsed by the highest officials of the Army and the Navy—has taken a similar permanent vigorous hold upon the whole country. And through it, Winchester is developing nationally a great new generation of rifle-users.

During 1920, the development of .22 caliber rifle shooting through this organization will be greater than ever. The preparatory work is now done, the whole organization running smoothly, the W. J. R. C. program being adopted by schools everywhere, not to mention rapid increase in Local Units of boys not otherwise organized.

For another thing, Winchester has now commenced a similar development in junior trapshooting, to promote sales of the Winchester Junior Trapshooting Outfits. A brisk demand has already been created—the Big Boom is coming.

Remember that these new features in sales promotion, which are stimulating such intense interest in guns and shooting among boys and girls, do more than multiply direct sales of Winchester .22 caliber rifles and ammunition and Winchester .410 bore shotguns and shells. They also constantly graduate young shooters into lifelong lovers of the sport.



Winchester is constantly doing other interesting and aggressive work of equal and even greater importance, to help sell Winchester Guns and Ammunition for the dealers.

In trapshooting promotion, Winchester maintains a special trapshooting department—the most active and progressive organization of the kind in the whole world—which for 1920 will be much more active than ever before.

Small-bore rifle shooting for adults is also being aggressively developed. Here is another field of much promise for the dealer, in which

Winchester leads both in equipment manufactured and in *promotion work being done*.

The Winchester free service to hunters desiring information—conducted by experts of national reputation and widest experience—is still another valuable outside-the-store aid, in the interest stimulated among retail customers.

Large-space magazine, newspaper, and outdoor advertising will be employed as usual, promoting direct sales for the dealer.

Be prepared to get your share of the big increase in demand for Winchester Guns and Ammunition.

Don't wait to see what happens—realize *now* the necessity of having an adequate supply of Winchester goods to take full advantage of your opportunities. Get your order in at once.



WINCHESTER REPEATING ARMS COMPANY, New Haven, Connecticut, U. S. A.

WINCHESTER



(TRADE MARK)

- prevents terrible injuries from broken windshields and closed car windows in auto accidents.
- cannot shatter even when smashed—practically indestructible.
- get Ultra Glass—avoid risks.

GLASS FOUNDERS CORPORATION
Milltown, New Jersey

Pacific Coast Distributors

The Western Agencies Company
285 Minna Street, San Francisco, California

SUBSTITUTE FOR FELT IN SHOW CASES

In up-to-date hardware stores, the custom is to display hardware on felt covered panels back of glass. The stock of the items displayed is in shelves behind the panels. The customer sees the article he wants through the glass and the clerk can get it out of stock in a minute.

Felt for covering display panels is extremely high priced and it will fade in service so that if it is desired to change around the articles displayed on panels, the parts of these articles shade from the light will be noticeably different in shade and show clearly the outlines of the original display.

A leather substitute which is much cheaper is now used to replace this felt. It is obtainable in dark green or other suitable colors. It does not fade. In addition, it is dust-proof and washable. It serves every purpose quite as well and better than felt. A medium heavy weight is recommended.

"MEK DE MILLION" — A STUDY IN HUMAN NATURE

"Jimmy" was blacking the schoolmaster's boots. The schoolmaster wanted to work. He tried his best to do so. But "Jimmie" was in a loquacious mood—and his mind was running along business lines. It may have been the hum of activity in the office that started him to soliloquizing thus:

"Advertising good business. Mek lots money. Something new all de tam. De man that git new idea and push him—advertise him, de man that mek de million. Yes, sire, he mek de million. Yes, sir, he mek de million ef he knows peoples. But he got know peoples right. He no can talk same way to all. Now me, I no tink like you. I no understand de sam. Man sell me something he must no talk to me like he talk to you. Ef he do I no buy. To you he must talk beeg, to me —no too big word.

"And he must mek it de picture. I lak de picture, my wife she lak de picture, my gal she lak de picture. Everybody lak de picture, you no tink? Advertising man he mek it de picture, so can see how de stuff he look, then he talk it so you can understand, so me I can understand, so de whole world can understand, then he sell it de goods fast—he make it de money lak 'ell. He git reech. Yes, I tink advertising be good business."

—Printers' Ink.

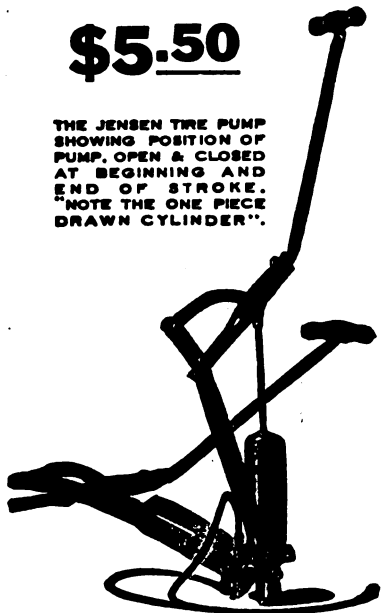
A genius is a man who can make anything but a living.

The Kar Auxiliary Wind Deflector is being manufactured at 1420 Broadway, Seattle. These deflectors can be adjusted to any car and can be placed at any angle.

This is the NEW JENSEN

\$5.50

THE JENSEN TIRE PUMP SHOWING POSITION OF PUMP, OPEN & CLOSED AT BEGINNING AND END OF STROKE. "NOTE THE ONE PIECE DRAWN CYLINDER".



The easiest sold hand pump in the market. Does four times the work of other pumps with much less effort and equals a power pump in efficiency. It is strong, powerful, durable, economical and unrivaled in ease of operation. Has greater value than any other pump. Fitted with a 1-piece drawn cylinder which makes it absolutely air-tight and increases the efficiency of the appliance.

Dealers everywhere find it easy to sell. Get our very liberal discounts.

THE W. H. HOWELL CO., Geneva, Ill.



UNIVERSAL TRANSMISSION LINING

Makes your **FORD** Fit

UNIVERSAL TRANSMISSION LINING
FORD
THE UNIVERSAL CAR
MADE ONLY BY
STAYBESTOS MFG. CO. PHILADELPHIA

\$1.25

Complete Set
FITS YOUR FORD
Ready for use—Includes all Rivets.

SENT FREE

To any dealer who writes us on his business letter-head, giving the names of the jobbers through whom he regularly buys, we will send without charge

**One Universal Unit Display Rack
and One Full Package of**

UNIVERSAL Transmission Lining

Which Retail at \$1.25

We are making this offer for a limited time to demonstrate not only the quality of Universal Transmission Lining, but to prove that the Universal Unit Display Rack is one of the best helps to bigger sales ever brought before the trade.

STAYBESTOS MFG. CO.

The Modern Factory

5547 Lena St., Germantown, Philadelphia

Makers of Brake and Transmission Linings in all widths up to six inches



FOR EVERY MOTOR NECESSITY

SEND FOR CATALOG NO. 250



WALDEN-WORCESTER, Inc.
Worcester, Mass.



Service—

that is what the user requires of an ignition battery—not only long service but the right kind of service. High amperage is an important item of service—so is rapid recuperation after use and very slow deterioration when idle.

**THAT IS WHAT YOU
GET FROM THE**

**Red Seal
Dry Battery**

**“THE GUARANTEE PROTECTS YOU”
AGAINST YOUR NOT GETTING SERVICE**

Ask Your Dealer

Manhattan Electrical Supply Co., Inc.

New York Chicago St. Louis
17 Park Place 114 S. Wells St. 1106 Pine St.

604 Mission St. San Francisco

Factories: Jersey City, N. J.; Ravenna, Ohio;
St. Louis, Mo.



Gear Pulling Made Easy

by using the latest and best made tools

No tool will help a repairman more than the

No. 1 for Heavy Work.

No. 2 for Light Work.

GREB AUTOMATIC GRIP PULLER

BENCH PATENT

It has a positive grip, can be locked in any desired position, cannot unhook, and adjusts to work instantly.

TEN DAYS' TRIAL. If your dealer or jobber does not have them, we will send you one. Try it for ten days. If not satisfactory, return it to us and we will refund your money.

JOBBER AND DEALERS: Get our Proposition.

Other Greb Products:

- Greb Arbor Press Base and Bench Plate.
- Greb Rim Tool (for cross split rims).
- Greb Tire Remover and Replacer (for Firestone Rims).
- Greb Rim Remover and Replacer (From all wheels).
- Greblox Solder Cement.
- Greb Auto Lock.
- Greb Tire Spreader.
- Grebford Lock No. 1.
- Grebford Extensions.

THE GREB COMPANY, 234 State St., Boston.

GET FULL MEASURE OF SPRING WEAR



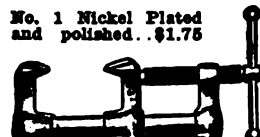
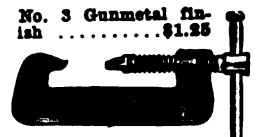
The far-reaching Guarantee under which **HIGGINS QUALITY SPRINGS** For Replacement are sold—years of successful usage back of them—the new, improved principle of construction give you positive protection against imperfections—breakage, and bother.

Best for the dealer because they deliver greatest worth in wear to user. Write for Trade Discounts and Big Catalog listing 500 different styles.

HIGGINS SPRING & AXLE CO., Dept. 141 Racine, Wis.

NO BOLT — NO HOLE — NO HUMP — NO JOLT

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated and polished...\$1.75		No. 3 Gunmetal finish .....\$1.25	
--------------------------------------------------	-------------------------------------------------------------------------------------	------------------------------------------	-------------------------------------------------------------------------------------

Easy to operate. Fits any spring. All dealers, or sent prepaid Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.

SUPPLY AND DEMAND

The trade who have been keeping their ears close to the ground in the hope of hearing some rumblings of general price declines in paint and varnish products now acknowledge their disappointment.

No satisfying indications of lower price tendencies that might ripen into actual declines are apparent, as yet, in this field, and the manufacturers generally are buying the materials for spring stock production upon the present basis. It is quite conceivable that some prices will shortly advance, for in many lines of raw materials the producers are sold far ahead and supplies are so hard to secure that spot deliveries are almost unknown.

Paint and varnish manufacturers also were never so busy at this time of year and are sorely pressed to meet the demands of the government, the furniture and automobile and other industries, as well as of the jobbers and dealers.

Evidently the whole world wants paint and varnish—and it wants it now.

Never misrepresent goods. If they are of second quality, say so. Do not think that you can persuade other people to buy unless you yourself are convinced that what you are offering is the best which can be had for the money.

REORGANIZATION OF WARNER-PATTERSON CO.

Hardware merchants, as well as every man who shaves himself, will be interested in learning that the Warner-Patterson, Perry Company has been organized to take over the interests of the Warner-Patterson Company, manufacturers of the Warner shaving brush. The sales and executive offices of the new corporation are located at 1024 S. Wabash Avenue, Chicago.

While thousands of Warner brushes are already in the hands of users, there has been considerable difficulty in the past year in making deliveries, but now that the factories are operating on a peace time basis, this trouble has been eliminated and quantity shipments are being made daily. Many improvements have been made in the brush and the fact that cartridges to fit the brush, containing all the different kinds of shaving cream, can now be secured is a decided advantage.

The brush knot is of the highest grade and the bristles are set in vulcanized rubber. This knot is absolutely guaranteed by the makers, the Rubberset Company. The case is heavily nickeled and the telescope handle completely encloses the brush, so that it may be thrown in a traveling bag with no danger of soiling the contents.

The flow of the shaving cream is regulated by a thumb cap at the bottom of the handle and the cream is forced up through the knot to the bend of the bristles through a flexible rubber tube. In this manner the cream is fed directly to the heart of the brush and, as the flow is automatically controlled, just enough cream is released, thereby eliminating waste and prolonging the life of the cartridge.

The retail price of the Warner-Patterson-Perry brush, with a tube of your favorite cream, packed in a neat package, is \$5.00. The low price and general utility of the brush would seem to forecast a tremendous Christmas business.



DON'T THEY EVER WEAR OUT?

That's what they ask us about OWEN tires after using them and when they come back for more. If you were selling Owen Tires and your customers came in and said to you, "Don't they ever wear out?" you would begin to sit up and take notice. Yet that is exactly the question that has been put to us, not once, but several times, from users who have gotten more wear out of them than they ever got out of any tire before. It's better than having them come in and ask for an adjustment, now isn't it? That's the reason the mileage guarantee has been increased from 8 to 10 thousand miles. Just try a few yourself, as we stand right back of our guarantee and you can't get hurt.

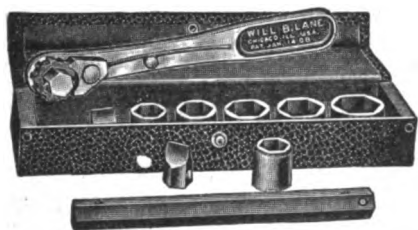
THE OWEN TIRE & RUBBER COMPANY, Cleveland, Ohio

109 New Montgomery St., San Francisco, Cal.

Phone: Douglas 1261

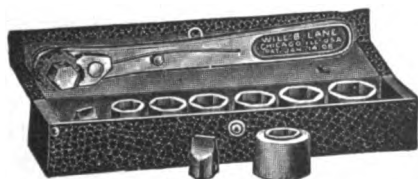
Lane's "Unique" Ratchet Wrench Sets

FOR MACHINE SHOPS, GARAGES, MOTORISTS AND MECHANICS OF ALL TRADES. ENTIRELY MACHINE MADE



Ford Set

7-inch Handle, 6 Sockets and Extension Bar.



Standard Set

7-inch Handle, 7 Sockets

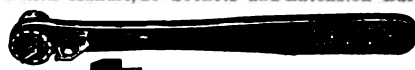
CARRIED
BY JOBBERS
IN
ALL PARTS
OF THE
WORLD

MANUFACTURED
ONLY BY



Super Unique Set

9-inch Handle, 15 Sockets and Extension Bar.



Off-Set Ratchet Screw Driver

6-inch Handle, 2 Interchangeable Bits

WILL B. LANE - 180 North Dearborn Street, Chicago

OUR WRENCHES HAVE SOLD FOR 10 YEARS WITHOUT CHANGE OF CONSTRUCTION

SELLING TWO CASINGS INSTEAD OF JUST ONE

Almost every dealer knows that when a new tire is put on a car opposite an old one, the driving and braking strains are not equal. But few realize that they can use that fact as a mighty good argument to sell tires.

Suppose a dealer has just sold a man a new casing. He expects to put it on the rear opposite one which is half worn out. Don't let him do that. It's just as easy—if the dealer goes at it right—to persuade him to put two new tires in service together. And at the same time he will be doing a service to his customer.

The dealer should show him that if he uses a new casing opposite an old one, the new tire gets nearly all the traction. It takes practically all the strain when the clutch is let in. It does the same when the brakes are applied. Every tire man knows what happens when brakes are not equalized—one tire wears down much more rapidly than the other. About the same thing happens when traction is not equalized—that is, when one tire is worn and the other is new.

Call those facts to the customer's attention. Stand the new tire up beside the old one on his car and show him that it is a half inch higher or more. Then tell him that if he's looking for service and wants his tires to have a chance to give it, he'll put on two new casings and let them wear down together. In the meantime he can carry his worn tire as a spare.

It's a sound argument. And it will sound so reasonable to the customer that he can hardly help but be convinced. That's what those dealers say who are already using this method of selling two tires instead of one.

Try it on the next customer—and ring up a bigger sale on the cash register.

THOSE WHO "DELIVER THE GOODS" CAN PAY EXCESS PROFITS TAX

Editor **HARDWARE WORLD**:

The law of supply and demand is still in force. Acting under this law, it seems to us that the merchants who have the foresight and the resources to place orders ahead of actual requirements and take in and stock this merchandise, are the ones who are going to be able to "deliver the goods," and, as a result, pay a larger excess profits tax.

THE ZINKE COMPANY,
Chicago. L. P. Zinke.

NEW SHOW CASE PLANT

Work has been commenced on a new plant for the Duluth Show Case Co., Duluth, Minn., to be completed about the first of May. The plans embrace a three-story building 75x350 feet with adjacent storage space, smaller outlying buildings for the boiler, engine room and garage and two dry kilns. All modern appliances and conveniences will be installed in the model factory, as well as full equipment of new machinery of the most improved type for the building of sectional hardware, show cases, counters and general store furniture.

COLEMAN KEEPS CONSTRUCTION GOING ON

For the fourth time in the space of two years the Coleman Lamp Company, of Wichita, Kansas, has broken ground for construction purposes. Right now the Coleman plant is four times as big as it was two years ago. This is a four-fold increase in production space, made necessary and accomplished because of the wide and rapidly increasing demand for Coleman lamps, lanterns and lighting systems.

Coleman products now enjoy an international reputation. They are sold and used all over the world. Foreign orders are pouring in from all quarters. The export department is continually calling for a larger share of the factory's output.

All this in addition to a steadily growing domestic trade, which, even before the development of extensive foreign markets, was quite a considerable factor in the necessity for new production space and equipment.

Five branch offices—Dallas, Los Angeles, Toledo, St. Paul and Chicago—are now engaged in the marketing of merchandise carrying the Coleman label.

Four hundred jobbers are now handling the wholesale distribution of Coleman products in this country. More than 15,000 merchants are retailing Coleman goods in every nook and corner of the land. In some states 98% of the available and desired dealer distribution has been secured and is active, especially in the resale of Coleman lamps and lanterns.

ATLAS SHEARS A SHARP BUY

Atlas of old was thought to have borne the world on his shoulders, but the Atlas Shear Co. of today is satisfied to keep the world on edge, or, perhaps better, to keep its edges on the world. At its factory at Bridgeport, Conn., the Atlas Shear Co. manufactures scissors and shears made especially from selected cutting materials, with extremely hard, sharp and enduring cutting edges. During the last six months the output of the factory has greatly increased so that the firm is now in a position to give service to jobbing trade orders, however large.

Atlas catalog No. 19 is now on the press and will be ready for distribution in a few weeks. Dealers interested in increasing their sales will do well to add the famous Atlas Shears and Scissors to their stock, as the demand for Atlas Shears and Scissors increases very materially every year. The company will, of course, be pleased to send this catalog to any dealer or jobber not already familiar with the Atlas line.

1919 A BANNER YEAR FOR HIGH SCORES

The year now drawing to a close has seen a shooting season that has produced some wonderful records and scores by American sportsmen, and a clean hit for Hercules Powder, according to the company's records.

Twenty-one amateur state champions, shooting E. C. and "Infallible" powders, won their local shooting crowns with a combined percentage of just over 96 per cent. The professional championship of America was won with Hercules powder with score of 200 straight from 18 yards.

Rifle shots were not to be left behind. The A. E. F. rifle team won the inter-allied rifle matches at Le Mans, France, last June. All shot Hercules powder in making the remarkable score of 2651 out of 3000 points, just 236 points ahead of their closest competitor.

The Wimbledon Cup Match, America's long range shooting classic, which is generally regarded as the individual long range rifle championship match, was won with the same combination that won for America at Le Mans.

A Real Western Opportunity



**FOLDING
STEEL STOOL**

WHenever an extra seat is needed—in the car or around a camp fire—this strong, durable and comfortable stool is ideal. Folds flat into a space of 7½x10 inches. All steel frame, heavy canvas seat and weighs only two pounds.

No. 1100

List Price \$1.25

To Sell Boko Collapsible Products

HERE are two Boko Products that have been ready sellers throughout the entire country—especially in the West.

Boko Products are backed by a strong guarantee. They are constructed of the best material and extra well made throughout.

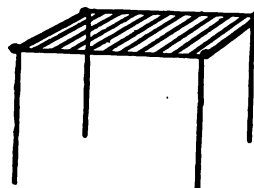
This high quality which is found in all Boko goods is largely responsible for their universal popularity.

Your customers will appreciate the advantage that these Boko conveniences offer.

Send in your order today. Order by catalog number.

MANUFACTURED BY

THE DEFIANCE WELDING CO.
DEFIANCE, OHIO



**FOLDING
CAMP GRATE**

AN excellent grate for cooking over a flame or coals. Made of heavy steel rods electrically welded. When not in use can be folded up. It occupies very little space. Made in two sizes. Detachable windshield can also be furnished.

No. 1110, 10x14, \$.75

No. 1112, 12x24, \$1.15

Sales Dept.: **THE BAILEY-DRAKE CO., Inc.**, 1120 South Michigan Avenue, Chicago
Western Branches: St. Louis, Dallas, Kansas City, Minneapolis, Seattle, San Francisco



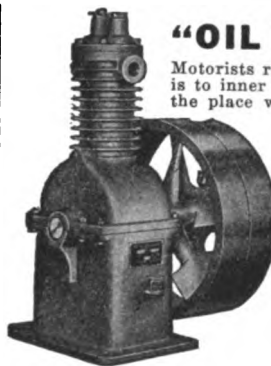
THE LEE BROOM

is known and sold nationally. Many styles for various sweeping purposes. A good profit can be made on a small investment.

Write for interesting details about the new style

**2 BROOMS 1
IN 1**

Lee Broom & Duster Co., Lincoln, Nebr.
(50 years making better brooms)



"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pne. Mch. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.

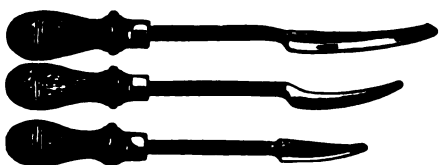
MOUND



TOOLS

FOR THE AUTOMOBILE

STANDARD FOR 20 YEARS



Bearing Scrapers
Carbon Scrapers
Chisel Sets

Send for Catalog

Pry Bars
Cotter Pin Extractors
Mound Tool Rolls
Offset Screw Drivers

THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.

NEW PARKER SUPPLY COMPANY MANAGER



With this item we show in very small proportion the likeness of George S. Moran, the new treasurer and general manager of the Parker Supply Co. The quiet but firm way he has taken hold of things shows the sort of stuff that is in Mr. Moran and the way he may be expected to handle the large interests of these makers of sash chains, expansion bolts, metal punches and sheet metal screws.

Before the uncertain days of 1916 he was in the sales organization of the Ingersoll-Rand Co., and when the world began to go to war he was sent down to Texas, on the Mexican border, in the military service, where he spent eleven months. After this he came north, where he became an officer in the aviation service and acted as pilot for eighteen months overseas.

TOPPING MFG. CO. ORGANIZED

Crowning the eighteen years of progress and development of the Safety Door Hanger Co., announcement comes from the officers of the company that it has now been reorganized as the Topping Mfg. Co., at Ashland, Ohio.

W. V. B. Topping has always conducted the business of the Safety Door Hanger Co. and is now made president of the new company. The vice-president is B. B. Leed and the Secretary and Treasurer is George M. Bear. Mr. Leeds recently left Russell & Erwin, after thirty-two and a half years of service there, and will handle the western trade for the Topping Mfg. Co. Their new catalog is now on the press, and will be ready for distribution soon after the first of the year.

They are the sole manufacturers of Red Rib Door Hangers and Track, also of Storm King, World's Best, Wizzard Safety, U. S. Standard Hangers and garage hardware.

COLEMAN COMPANY OPENS LOS ANGELES BRANCH

The Coleman Lamp Company, of Wichita, Kansas, has opened another sales and distributing branch—this time at 120 South Los Angeles street, Los Angeles, California. This Pacific Coast representation was made through the purchase, by the Coleman interests of the Cole Light and Sales Company. The demand for Coleman products in the Southwestern Coast territory is both wide and strong.

The states included in the Los Angeles sales district are California, Arizona and Nevada. All business from these states is handled under the direction of Mr. F. Cole, formerly head of the company which bore his name. Other branches of the Coleman Company are already established at Chicago, Dallas, Toledo and St. Paul.

The exhibit of the Black & Decker Mfg. Co., at the November jobbers' convention in Chicago, included their complete line of Lectroflater Electric Air Compressors, Portable Electric Drills and Electric Valve Grinders.

MARSHALL-WELLS BUYS TOWN

Seldom do we hear of so comprehensive a housing movement by any manufacturer as that recently announced by the Marshall-Wells Hardware Co., Duluth, Minn. The company has recently purchased 1000 houses at Barksdale, the Du Pont powder village, near Washburn, Wis., which was completed just as the armistice was signed. These structures will be moved 125 miles to Duluth, either by rail or by water, and erected for the employees of the Marshall-Wells Hardware Co. at its great factory.

This announcement is indicative of the business enterprise and social consideration of the Marshall-Wells Hardware Co.

SEVEN STORIES IN NEW WHITON BUILDING

The Whiton Hardware Co., Seattle, Wash., is proceeding to build the first two stores of what will eventually be a new seven-story building. This new home will be on First Avenue South, near Atlantic Street, Seattle, and will be a masonry structure 120x150 feet. Plans for the first floor call for general offices and sales rooms.

SEPARATE WHOLESALE AND RETAIL

Announcement is made to the trade that after February 1, 1920, the wholesale and retail department of Krakauer, Zork & Moye, at El Paso, Texas, will be separated. The increase of the business and the scope of the company has made this step necessary. The wholesale department will continue in charge of W. C. Hepburn at the old location. The retail department will be in charge of a new manager at a new location, to be announced later.

BLACK & DECKER AT SEATTLE

The Black & Decker Manufacturing Company has opened an office at 201 Maynard Building, Seattle, Wash., in charge of A. E. Nordwall, who is well known on the Pacific Coast. He will have charge of the distribution of Black & Decker products in the state of Washington, working under the direction of the main Pacific Coast office, 918 Hearst building, San Francisco, Calif.

NEW SCALE CATALOG

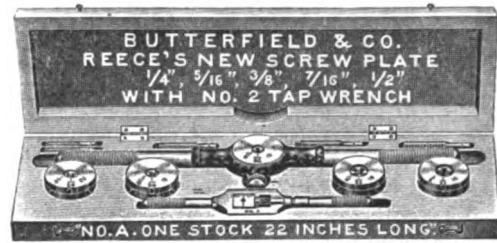
The Pelouze Manufacturing Co., Chicago, have just issued a new 22-page catalog, itemizing and illustrating their scales and electrical goods, all types of family, counter and other commercial scales are produced by the company, and included in its standard lines. Among the electrical devices illustrated are flat irons, posters, curling irons, radiators, chafing dishes and other cooking and heating novelties.

MAKES FORDS START EASY

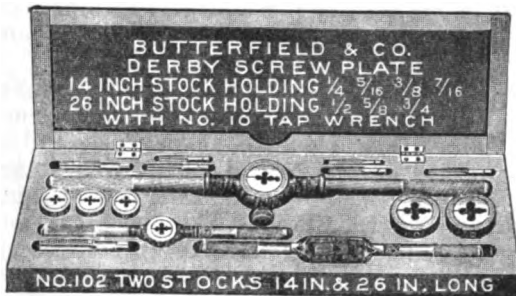
A new Gas Generator, which heats the manifold, vaporizes the gas and makes instant ignition possible has been invented by the Bear Mfg. Co., 121 Bear Bldg., Rock Island, Ill. This simple and inexpensive device does away with hot water makeshifts, etc., and gives you a "ready to start" motor in the coldest weather. It also saves 10 cents a gallon on gasoline because with it you can use the cheapest gasoline all winter. If you want to try this great trouble and money saver send them \$1.50 and they will send you one of these remarkable devices postpaid under a guarantee of satisfaction or money back. Write them today. Dealers wanted.

Butterfield "Reece's" Screw Plate

Requires 50% less power, cuts faster, more accurate and will outwear any other manufactured. Dies are easily removed for sharpening and can be adjusted to .001 of an inch.



The "World's Standard" Screw Plates



Butterfield "Derby" Screw Plate

Without question the best and most popular Round Die Screw Plate on the market today.

BUTTERFIELD & CO., Inc.
Derby Line, Vt.

Chicago Store,

11 South Clinton St.

5,000,000 Tire Pumps

need new Hose right now

THE ROSE TIRE PUMP HOSE

Fits nearly all hand tire pumps made and comes complete with connection and hose bands ready to attach.

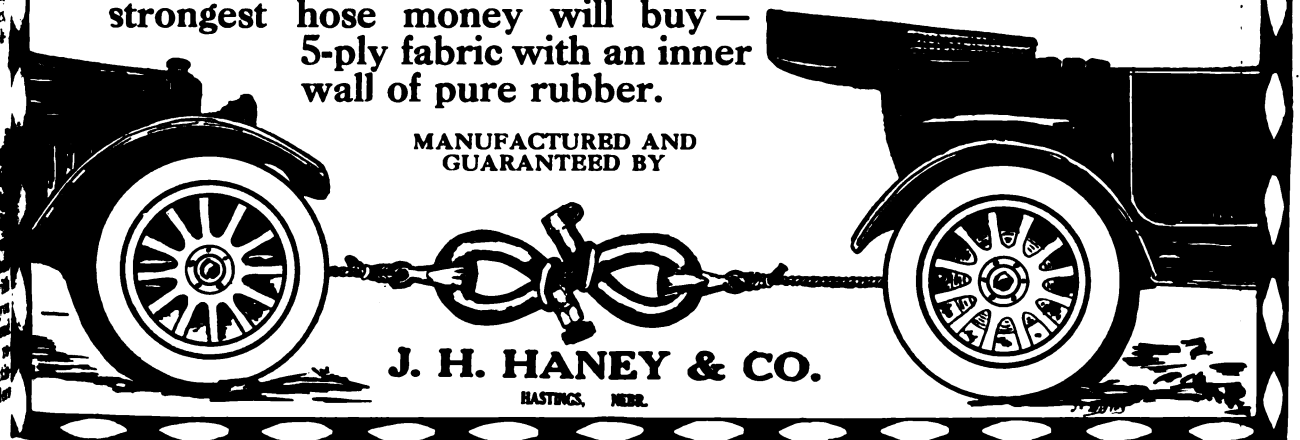
ROSE TIRE PUMP HOSE is the strongest hose money will buy — 5-ply fabric with an inner wall of pure rubber.

List Price, 75c

MANUFACTURED AND
GUARANTEED BY

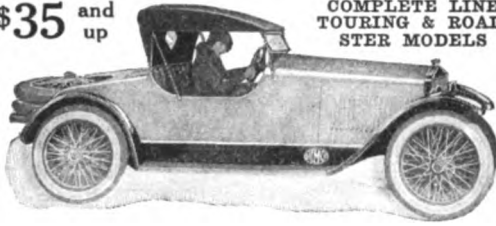
J. H. HANEY & CO.

HASTINGS, NEBR.

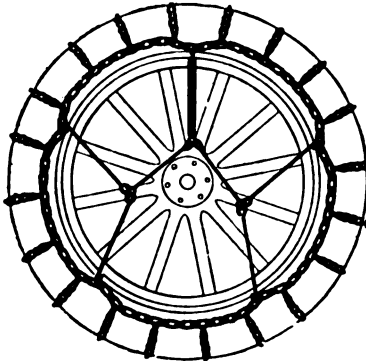


STYLISH FIDELITY BODIES

Just the Thing to Make Old Fords Sell

\$35 and up**COMPLETE LINE
TOURING & ROAD-
STER MODELS**

DEALERS WRITE FOR PRICES
AUTO SUPPLIES—WHOLESALE ONLY
NEW ENGLAND MILLS CO., 1027 West Van Buren Street, Chicago

SAVE YOUR FENDERS**Merchant's Anti-Skid
CHAIN TIGHTENER**

Loose chains slap against fenders, marring and bending them and creating an infernal racket. Merchant's prevent this by gripping the chain at five points, giving an easy tension all around. Saves chains. Saves tires. A wonderful little accessory. Price per pair \$1.00.
M. H. Merchant Corp.
 236-8 Emma St.
 Syracuse, N. Y.

Exclusive Distributors, Gray-Heath Co., 1440 Michigan Ave., Chicago

ZIP - ZIP

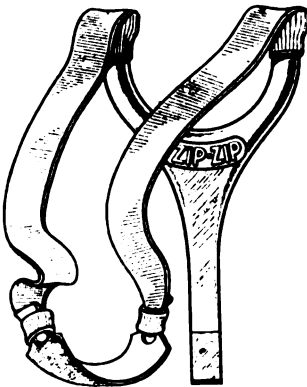
Pat. Sept. 3, 1918.

Train the boy to come to your store by selling him this popular article.

A great and rapid seller, something every boy wants. A trial order will prove to be an annual asset to you.

Get your Xmas orders in early; you can't have too many of them.

Automatic Rubber Co.
 Dept. 35. Columbia, S. C.



LANE'S Steel Wagon Jack

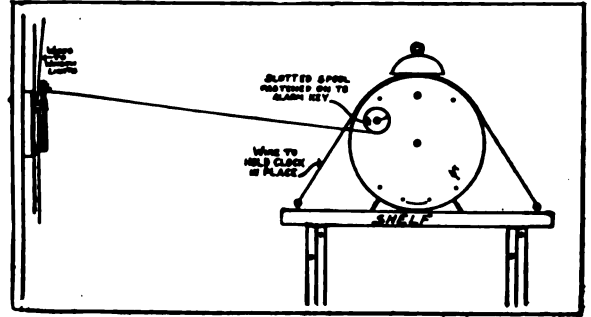
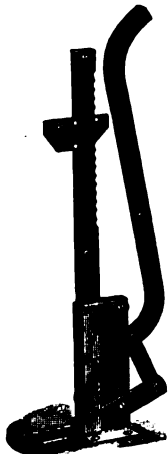
NO CAST METAL
 NO WOOD

Strong—Light—Compact

Substantial Profit
 to the Dealer

Have you Catalog and
 Latest Prices?

LANE BROS CO.
 River St., Poughkeepsie, N. Y.

**CLOCK TURNS OUT WINDOW LIGHTS**

A window display that works only during the hours of daylight is performing only part of its duty. It ought to be working as long as people are on the streets. But in order to do this, it is necessary to have some arrangement to turn off the window lights at night.

The illustration shows a simple plan used by a merchant in Pennsylvania. He removed the alarm key from an alarm-clock and substituted a grooved spool. This was attached by means of a stout cord to the switch controlling the window lights. The alarm can be set to any time desired and the switch, which is adjusted rather loosely, will automatically be pulled by the clock at that hour.

This arrangement is simple and inexpensive and extends the working time of the windows by several hours. If your window space is worth five dollars a day, the use of this little plan will make it worth seven or eight dollars. And the only cost attached to it is the purchase of a fairly good alarm-clock.

BEWARE OF HIM

A Mr. Charles Wilkens, claiming to be a relative of Mr. L. G. McDonald, sales manager of the American Wire Fabrics Company of Chicago, and also a brother of George W. Wilkens, whom he states is connected with the Clinton, Iowa, factory of the American Wire Fabrics Company, is traveling on the Pacific Coast borrowing money on the strength of the fact that he is related to Mr. McDonald and Mr. Wilkens.

Mr. McDonald desires the trade to understand that this man is no relation to him and that they have no one connected with their Clinton, Iowa, factory by the name of Mr. George Wilkens.

He characterizes him as a crook, whom he says should be arrested for obtaining money under false pretenses.

HERCULES SOLDER IN IOWA

Hercules Cold Solder, which has hitherto been manufactured by the Freiden Mfg. Co., of San Diego, Cal., will now be produced at Council Bluffs, Iowa, through the organization of the Hercules Products Co. B. W. Freiden, president of the former company, has moved his headquarters and factory to the Iowa location, and is president of the new company. The many friends of Hercules Cold Solder throughout the western trade will be glad to know of the enlargement in the plans of the company, and they be assured of the same service and cooperation which they have enjoyed in the past from the Freiden Mfg. Co.

J. B. Heyburn has opened the Heyburn Hardware Co., Bend, Oregon. Mr. Heyburn was formerly with the Skuse Hardware Co.

An Improved Cradle That Answers All Requirements

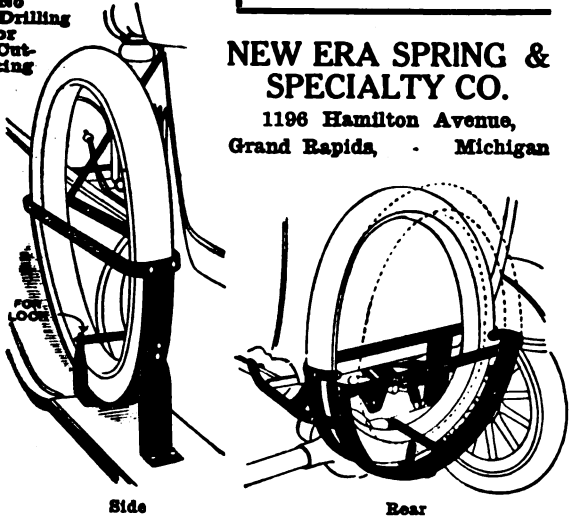
The popular-priced New Era Sly Cradle accommodates any Ford tires on demountable rims or casings only. A lock provision eliminates theft. Rear cradle accommodates lamp and license. Insist on New Era.

The New Era-Sly Cradle
No
Drilling
or
Cut-
ting

Write for the
1920 Condensed Catalog

NEW ERA SPRING & SPECIALTY CO.

1196 Hamilton Avenue,
Grand Rapids, Michigan



The Efficiency Cotter

This Is an Age of Specialists



When sick, you consult that physician with special training on your particular ailment. He is a specialist.

When you want a man to handle a new line, you choose carefully, and select one with more than ordinary knowledge of the merchandise. He is a specialist.

When your Flivver refuses to go another foot you call up one of Mr. Ford's assistants. Another specialist.

THE OHIO WIRE GOODS MFG. CO.

AKRON, OHIO

Specialists in the Manufacture of Cotters

Western Representative

J. M. JACKSON,
320 Market Street,
San Francisco, Cal.

Other Branches:

180 No. Market St.
Chicago.
29 Murray St., N. Y.
Nashville, Tenn.

Farmers and Owners of Cars are Prospects

YOU who have in the past handled vehicles and wagons and have lost that profitable trade to the Motor Vehicle, are in a position to get the old volume and more back in handling "Utility Trailers" and without the necessity of giving service or having an expensive service department as is required where you sell motorized vehicles.

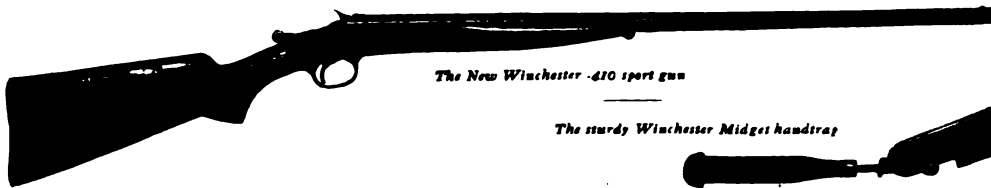
Every farmer in your community is a prospect for a Utility Trailer of some sort. Every motor truck running over your highways is necessarily a prospect for a Utility Trailer, if he is to compete with others using them, they bring truck operating cost down to a point where the profits are satisfactory, and truck operating brought out of the Red Ink.

Utility Trailers are motorless auxiliaries to the truck or passenger automobile, bringing you a clean profit when sold and a profit that is yours, not to be later paid out in shop costs of free service as in motorized vehicles.

We have some good territory open, write us for our proposition to dealers.

UTILITY TRAILER SALES CO., of Southwest
1302 Young St., Dallas, Texas

LOS ANGELES TRAILER CO.,
1328 Palmetto St., Los Angeles, Cal.



The New Winchester .410 sport gun

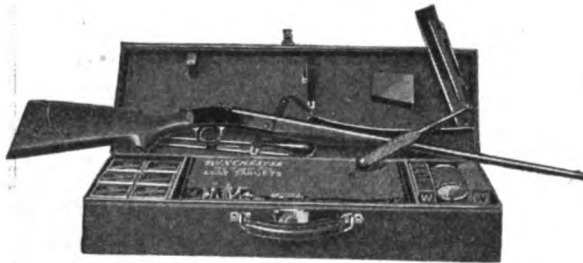
The sturdy Winchester Midget handtrap

SHOOTING KIT GETS BOY TRADE

There is no possession the boy prizes more like a human friend than his rifle. There are few things that come to him that he cherishes so much or gives so much care to. To be a real shooter and to have a real shooter's equipment is a primal boy instinct.

A shooting outfit, complete for range and target work, has just appeared that seems to meet this instinct squarely. It is based on the experience of what young shooters want and need, gained from the work of the Winchester Junior Rifle Corps, the organization that is training boys and girls in the safe enjoyment of shooting sport. This Winchester Junior Rifle Corps Range Kit will appeal powerfully to the young people because it gives them just what every shooter needs in a compact form that awakens that pride of ownership instinct in full measure.

For these W. J. R. C. Range Kits are complete



shooting equipments assembled in an attractive, easy to handle carrying case. They enable the owner to go right out to range or shooting gallery and start in enjoying himself without giving any further thought to his supplies. Each kit contains a Winchester .22 caliber rifle, either the 02 or 04 model, according to the kit selected; 200 of the Winchester .22 short Lesmok cartridges; 50 official Winchester Junior Rifle Corps targets; a khaki belt and cartridge pouch, that will make a hit with the boys at once; a khaki gun carrying case and the cleaning essentials to care properly for the rifle.

These kits offer a splendid way to introduce those who have never shot before to the genuine fun of rifle shooting. Nearly every youngster wants a rifle. But, in most cases, there is some stimulus needed to turn these possible customers into actual buyers. These range kits, with their complete standard equipment for shooting, in attractive compact arrangement will give dealers a strong stimulus to help develop this big field of possible sales.

Manager E. Hawthorne of the Raymond Hardware Co., Raymond, Wash., recently attracted attention and interest in that locality by displaying Indian relics of the Willapa Harbor natives.

KLICK HEADS NEW TUBING CO.

Information has come to this office that Earl Klick, for several years successful sales manager for the Chicago Tubing and Braiding Co., Chicago, has resigned his position and organized the Klick Tubing & Braiding Co., with factory at 328 North Randolph Street, Philadelphia, where a full line of flexible metal and Braided Rubber Tubing may be obtained, as well as gasoline hose and air hose.

The company has been started with sound financial backing, and will begin business with orders for over \$100,000 from those members of the trade who already know Mr. Klick's enterprise and trustworthiness as a business agent.

STARTS FORD IN THREE MINUTES

It is claimed for Bear Gas Generators and Manifold Heaters that no matter how cold the nights or how long the stand, a Ford will start in two or three minutes with this simple appliance attached. The gas coming from the carburetor is heated and vaporizes, thus making ignition easy. It also saves 10c per gallon on gas bills, according to the manufacturers. The device retails at only \$1.50 and is manufactured by the Bear Mfg. Co., Rock Island, Ill.

A DOUBLE CUT PRUNER

That it will cut from both sides of the limb and not bruise the bark is the claim made for the pruning shears manufactured by the Rhodes Mfg. Co., Grand Rapids, Mich.

Pruning shears generally have but one cutting edge, and the dull edge bruises and peels the bark from the limb. Overlapping points prevent the shear blades from ever meeting and cutting each other after the points pass. The shear blades are forged from tool steel and are carefully ground and tempered. These shears are in use throughout the world, and are said to be giving perfect satisfaction in all kinds of pruning.

It is claimed by the makers that once a dealer handles this line he will never under any consideration, go back to the old style single cut shears.

The hardware store of G. C. Comstock, at Williams, Calif., was totally destroyed by fire.



GENUINE

Hildebrandt Spinners

Fish Catchers for 20 years.

Your customers want the genuine. A size, shape or finish for any game fish. Send for catalog.

THE JOHN J. HILDEBRANDT CO.,
Logansport, Indiana.

STEEL For Bicycles--Automobiles--Tractors
BALLS CALDWELL SALES CO.
320 MARKET STREET SAN FRANCISCO

WIZARD LANTERNS NOW D-LITE

The R. E. Dietz Company has announced a change of name for their "Cold Blast" Lanterns, which have been known for some years past under the names No. 2 Wizard and No. 2 Large Fount Wizard. Hereafter these will be No. 2 D-Lite and No. 2 Large Fount D-Lite. The explained purpose of this change is to do away with every possibility of further confusion of the somewhat similar names, No. 2 Wizard and No. 2 Blizzard, under which two different sayles of "Cold Blast" Lanterns have been distributed to the trade. The small Dietz Lantern of the Wizard type, known as "Little Wizard," will retain its present name, as it has no confusing counterpart in point of size in the Blizzard series.

R. P. Lewis is now manager of the accessory department of the Eldridge Buick Co., at Seattle, Wash.

Cleveland Grindstones

IN GRITS FOR
EVERY GRIND



The Cleveland Stone Co.
Union Building, Cleveland, Ohio

GET ACQUAINTED WITH
LONG HENRY

Designed to give the Ford car the most durable and efficient Spark Plug that money can buy.

Long Shell; Extra heavy Insulator and Electrode.

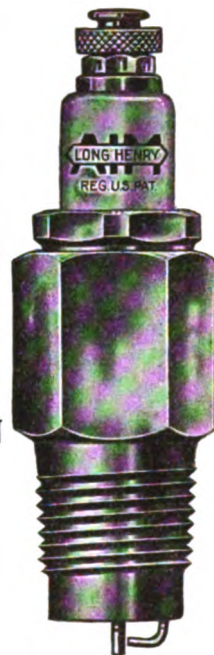
Long Hex; Any wrench fits it.

Long Base; Puts the spark down into the heart of the gas.

"The Spark Plug that
Brings Repeat
Orders"

AUBURN IGNITION
MFG. CO.
RICHMOND, INDIANA.

Western Representatives
MITCHELL MFG. CO.,
593 Market St.
San Francisco, Cal.



Your Name Here

For 1920



PACIFIC COAST DEPARTMENT
Minnesota Hardware Mutual
Wisconsin Hardware Mutual
Minnesota Implement Mutual

Increase your profits this year
by reducing your Fire Insurance tax.

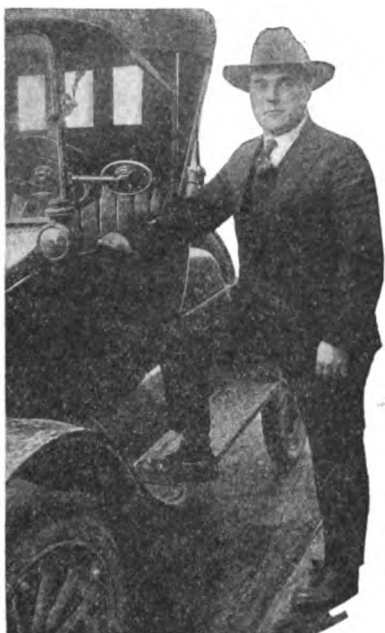
Protection 100%
Saving - 50%

Insure today with

Chas. A. McKenzie
MANAGER

905 PACIFIC BUILDING,
SAN FRANCISCO

Portland, 388 Taylor St.
Los Angeles, 1138 N. Edgemont



A GLANCE AT GLAZE FOR LANSING

The editor of the *HARDWARE WORLD* is rather in a quandry whether he should recommend his readers to glance at Glaze or to gaze at Glaze, and whether in the process he will not rather confuse his readers altogether by this tongue-twisting procedure.

At any rate here is Alden E. Glaze, one of the master pinions among the many Lansing wheels, and we are indeed proud to publish this likeness of Mr. Glaze, for although it hardly does him justice, still it embellishes our page and provides some impression of the geniality that radiates from Mr. Glaze's presence. For three years he has been with Lansing & Co. at its far western branch, for a time in the office, and now one of the principal outside men of the company.

During the war he was chief petty officer in the United States Navy, and in charge of the buying of all paints and oils for the Pacific fleet at the Mare Island Navy Yards. True proportioned and well rounded is Mr. Glaze in personality and character as well as figure, and in all of these qualities he simply typifies the line and the house which he represents.

SWAN & FINCH ACQUIRE CATARACT REFINING INTERESTS

Announcement is made of the purchase by Swan & Finch Company of the Cataract Refining & Mfg. Co., of Buffalo.

The Cataract Company operates large lubricant plants at Buffalo and Chicago, and maintains branch offices and warehouses in eight of the principal cities in this country besides four in England, Scotland and Canada. The increased manufacturing and marketing facilities afforded by these will give to the Swan & Finch Company a pre-eminent place in the lubricant field.

Swan & Finch Company, since 1853, has been one of the leading oil and grease producers of the country. It is the world's largest refiner of Menhaden Fish Oil. Lubricating oils of all kinds, greases in great variety, semi-liquid oils, and also the numerous vegetable oils are among its products.

The Hollow Ware Sales Co. has succeeded the Indiana Hollow Ware Co. at Jeffersonville, Ind., producing a general line of kitchen hollow ware and stove accessories.

SECRETARY ROBERTS SERIOUSLY ILL

We are advised by Mr. George H. Dietz that owing to the serious illness of Nathan Roberts, of the Nebraska Retail Hardware Association, Mr. Dietz has been made secretary.

Mr. Dietz writes most enthusiastically of their coming convention, saying that all of the space has been sold and they are looking forward to the best meeting that they have ever had.

The many friends of Secretary Roberts will sincerely hope that his illness will be of short duration and he soon will be restored to his full health and strength.

HYGRADE ADVERTISING HELPS

Supplementing the excellence of their products, the Hygrade Lamp Co., Salem, Mass., offer an added inducement to the hardware and electrical dealer in their distinctive advertising service.

Their new prospectus of mats and electros for newspaper advertisement has just been distributed among Hygrade dealers, and contains not only the cuts themselves, but suggestive advertisements using the same.

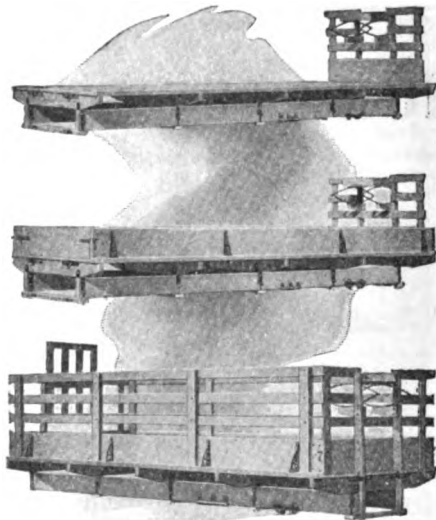
Window trims are included in the advertising scheme of the company, and with this in his hands there is no excuse for Hygrade dealers failing to put the products before their trade.

With this step accomplished, the lamp itself is bound to hold the custom and bring repeat orders, according to the company's distribution philosophy.

ALLITH-PROUTY'S NEW CATALOG

The trade is generally agreed that the Allith-Prouty catalog No. 90, just off the press, is one of the finest of its kind ever issued.

Every item in the line is described in detail and

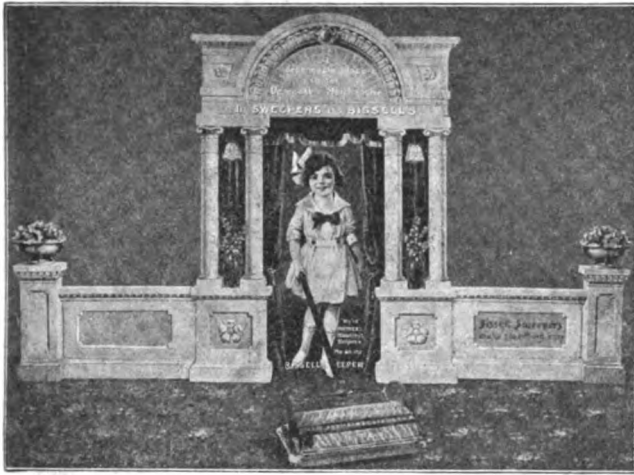


Three Allith-Prouty Wagon Bodies

carefully illustrated in such a manner that it appears forcefully and intelligently.

The dealer or the jobber who has this book in his possession can order Allith-Prouty products with understanding and with safety, and buyers should rejoice in this up-to-date salesman at their right hand continually. It should be a reference help, valuable at the start, and of interest for a great length of time.

Copies of the catalog will be forwarded promptly upon request by the company from its home office at Danville, Ill.



BISSELL'S SALES HELPS

The accompanying illustration graphically shows the sort of sales helps the Bissell Carpet Sweeper Co., Grand Rapids, Mich., is providing for its dealers.

These display cards, window trims and suggestive newspaper advertising campaign have been issued all through 1919 to Bissell dealers throughout the U. S., and in 1920 an even more extensive campaign is planned.

Full information regarding the sales policy of the Bissell Carpet Sweeper Co. may be obtained by inquiring of the advertising department at Grand Rapids, Mich.



YOST ECONOMY

Live wire dealers find ready sales for this labor-saving device. Quick turn-over and attractive profits await hustling representatives. The name of your nearest distributor will be furnished on request.

YOST GEARLESS MOTOR CO.
Springfield, Ohio

YOST Washers Work and Never Shirk



It's tipless, too. You can't carelessly hit the tip and break the lamp.

A Real Selling Help

One of the ready-made advertisements such as No. 208 illustrated in the margin printed over your name in your local newspaper and backed by a good window display, will help you sell the

WHITE Hygrade C-4 *tipless* GAS FILLED

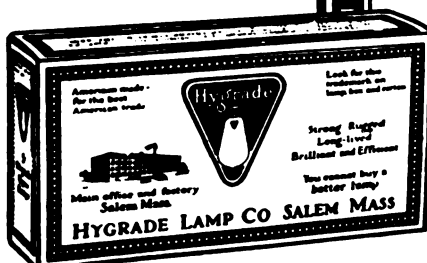
We will be glad to help you sell WHITE Hygrades.

Write us for particulars of Hygrade advertising and window display material.

Baker, Hamilton & Pacific Co.
San Francisco, Cal.

Seattle Hardware Co.
Seattle, Wash.

Tritch Hardware Co.
Denver, Colo.



Ready-made Hygrade adv. plate No. 208, 2 columns.
Complete folder of all Hygrade plates sent on request.

THERE'S ALWAYS A DEMAND FOR Goulds House Force Pumps

THESE PUMPS are always in demand because of their great convenience. They are so designed that the handle can be swung around to any position. This feature makes it possible to locate the pump in a corner or other awkward position.

Goulds House Force Pumps are used for pumping water from cisterns and wells to various parts of the house. They lift and force water from 50 to 75 feet, according to size.

With one Goulds House Force Pump and a set of interchangeable parts, you can build up any one of eight models. This saves storage space and permits you to carry a sufficient stock for your trade with only a small investment. And, like all other Goulds Pumps, these pumps are guaranteed to satisfactorily perform the work for which we recommend them.

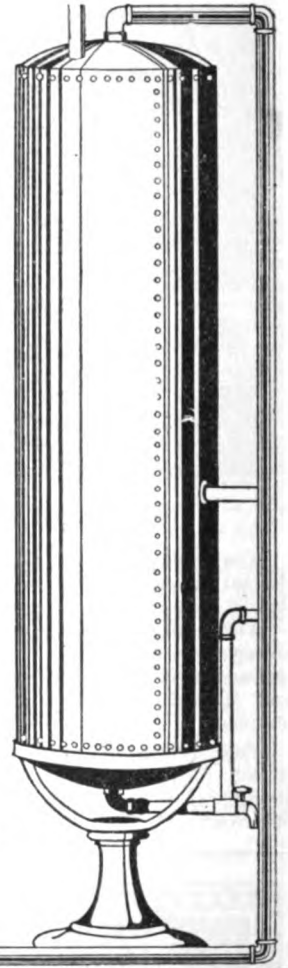
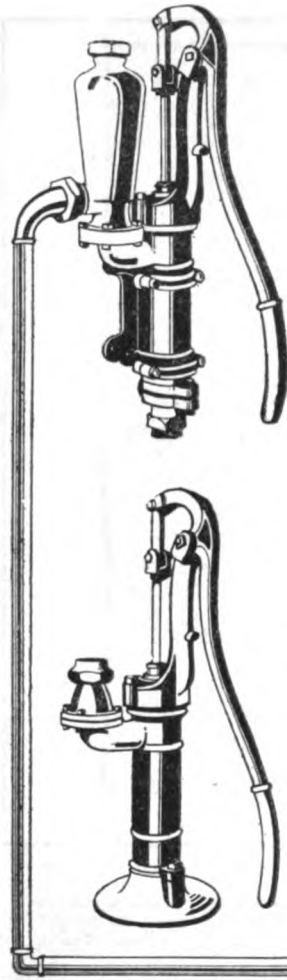
The Goulds Manufacturing Company
Main Office and Works Seneca Falls, N. Y.

New York 116 Murray St.	Boston 58 Pearl St.	Chicago 12 S. Clinton St.
Philadelphia 111 North Third Street	Detroit Dime Bank Bldg.	Atlanta Citizens Bank Building
Pittsburgh Oliver Bldg.	Houston Carter Bldg.	

GOULDS PUMPS

1848 "For Every Service" 1919

Northwest Agent, D. L. Herman.
214 Maritime Bldg., Seattle, Wash.



1920 YOUTH'S COMPANION CALENDAR

The publishers of The Youth's Companion will, as always at this season, present to every subscriber whose subscription (\$2.50) is paid for 1920 a Calendar for the new year. The tablets are printed in red and dark blue, and besides giving the days of the current month in bold, legible type, give the Calendar of the preceding and succeeding month in smaller type in the margin. It is a rich and practical piece of work.

The Pacific Coast Steel Co., Portland, Ore., announce the removal of their sales offices to the Multnomah Hotel Building, Portland, Ore.

New lighting, new office, two new balconies and a ladies' rest room are improvements recently added to the La Crosse Hardware & Implement Co., La Crosse, Wash.

Barrett & Ross tell us that in order to meet the demands of their present trade they have leased a large warehouse in order to give better service to their trade throughout the Pacific Coast.

They maintain offices and display rooms in the Rialto building, San Francisco.

Whether the customer is always right or not, it is mighty poor business to argue it out with him.

DI-MEL-INE

PAINTS • STAINS • ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. **RETAILS 20 CENTS**—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

Dealer's Assortment (30 Doz.).....\$48.00

Jobber's Assortment (12 Doz.)..... 19.30

Open Stock, all colors, per gross..... 19.30

2% Freight allowance, F.O.B., N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MORTAUK PAINT MFG. CO.

189-173 Second Ave., BROOKLYN—NEW YORK

Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.



Pack's Pineapple Eyesnip

is the superior and best eyesnip on the market. It is a kitchen article that every hardware dealer should handle. It is a big seller. Literature and prices upon request. Sample 25 cents.

Order Now

Christian Schlicker Mfg. Co.
Rochester, N. Y.

STANLEY WORKS LITERATURE

Two first class sales arguments came to hand this month from the advertising department of the Stanley Works, one of these being a little catalog describing the new Stanley Garage Hardware for rolling doors and featuring especially their No. 2525 hanger, with which goes a little booklet entitled "Buildings You Have Seen," within whose interesting pages are photographs of the large buildings and railroad terminals equipped with Stanley Ball-Bearing Butts. The use of Stanley Butts throughout buildings of this character proves the confidence architects, builders and owners have in their wearing qualities. The Stanley Works through its advertising department will be pleased to send either or both of these booklets to any merchant upon request.

"3-IN-ONE" OIL FOR TWENTY-FIVE YEARS

In honor of its twenty-fifth anniversary the "3-in-One" Oil Co. has issued a souvenir addition of its house organ, "3-in-One Sense."

Taking as its text Benjamin Franklin's remark that "It is a very decent warrant of stability to serve one thing faithfully for a quarter of a century," this souvenir booklet illustrates and describes the history of the organization of the company, explains the manufacturing process, and the sales proposition which the company offers to its 250,000 dealers.

We can testify that this booklet is exceedingly interesting merely as literature, and as a business opportunity no enterprising merchant should be without it.

HERE'S ANOTHER LIVE ACCESSORY

Enterprising and level headed accessory merchants throughout the West are laying plans for a large business in Auto Kamp Kook Kits, manufactured by the Prentiss-Wabers Mfg. Co., Grand Rapids, Wis.

Every auto tourist is sure to appreciate this handy outfit, for although it folds up to the size of the suitcase, or as in the case of several of the models, smaller than a suitcase, it can be so opened up that it makes a complete stove for the automobile tourist.

Pots and pans are included in some of the outfits, and there is a complete lunch equipment. Both one and two burner stoves can be secured and in two sizes.

Dealers interested in this practical and salable accessory should communicate with the Prentiss-Wabers Mfg. Co., at Grand Rapids, Mich.

"WHEELS" ROLL OUR WAY

The Western trade no doubt joins the **HARDWARE WORLD** in its interest in the little house organ which the Western branch of Lansing Co. is publishing. Volume I, No. 2, of "Wheels" was in the mails last month, and provides an easy and novel means to acquaint the trade with the organization and the products of the Lansing Co.

It is attractively illustrated and tersely edited, and just as the company's motto is "Keep your product on wheels," so we should say, "keep your eye on 'Wheels'."

SEEKS LARGER QUARTERS

The New England Mills Company, Chicago, Ill., has been forced to leave its old location at 1219-1221 So. Michigan Ave., and combine the show rooms and offices with their large warehouse at 1027-1033 W. Van Buren St., Chicago.

HISTORY RECOGNIZES MUTUAL INSURANCE

A study of the figures of stock and mutual fire companies made by Prof. John A. Gilmore, Charlottesville, Va., brings him to the conclusion that about 1550 stock fire insurance companies have started business in the United States; 1300, or 84 per cent, of this total have either failed, retired or reinsured, leaving about 250, or 16 per cent, remaining. He also concludes that about 2900 mutual fire companies have been organized; 700 of these have failed, retired or reinsured. This accounts for 24 per cent of the entire number and he states that 2200 Mutual Fire Companies are in existence today, or 76 per cent of all mutuals organized.

In other words, 76 per cent of all mutual fire companies have survived in comparison with 16 per cent of stock companies.

These figures, which were made some months ago, would seem to indicate that the mutual companies in some way so commend themselves to policyholders that in spite of all competition and opposition they persist.

The mutual company not only furnishes insurance at a lower rate, but is a more stable institution.

A MONEY-MAKING LINE FOR THE MERCHANT

Practically every hardware merchant sells sporting goods.

Those who do are finding it one of the most profitable lines they can handle. It brings to their store a class of business men and women who generally have the means and ability to pay for what they buy.

There is something about a man when he is going on a camping or fishing trip or outing that he doesn't appear to count the cost if it is for his comfort and convenience. Either he has been saving for the trip and looking forward to it for a number of months, or he doesn't have to count the cost and wants the best there is.

The Gold Medal Camp Furniture Co. line is one that is extensively advertised and the cooperation which the Gold Medal Camp Furniture Co. gives makes their entire line A-1 for the retail merchant.

Leading jobbers in various parts of the country are able to supply the Gold Medal line. The agency is a good one.

IRONERS ARE HOUSEHOLD LABOR-SAVING DEVICES

Attention is directed to the Simplex Ironer, whose head office is at 168 North Michigan Ave., Chicago, but who maintain a branch for the benefit of their trade in the far West at 431 Sutter St., San Francisco.

Women have been educated up to the value of household labor-saving devices, and to the worth of modern equipment of all kinds, so it is perfectly natural that just as they are buying washing machines and other appliances to take away the drudgery of household duties, they would find a Simplex Ironer equally valuable to them.

The Simplex plan of cooperating with their dealers and representatives and helping them develop a trade in their respective communities is interesting and worth while, and inquiries may be addressed either to the factories direct, or to the branch house in San Francisco, as may be most convenient to our readers.

Millard & Co., announce to the trade that their new 1920 catalog of automotive equipment and tools is ready for distribution, and can be obtained from the main offices of the company in San Francisco, Cal.

Plumbing and Heating

When you get so you like to buy from a stingy jobber, then people will like to buy from you if you are stingy.

Before you take a business risk, consider what you will do in case of failure. Work for success, but be ready for failure.

The customer who comes back to complain may buy again. The customer who does not come back at all is lost for all time.

When you talk about hard times or high prices, you go out of your way to discourage people from buying what you have to sell.

When doing business with your relatives take the same pains to have everything down in black and white that you would take with strangers, only be more particular about it.

Unless you have a suitable record of what your fire insurance insures, how are you going to get the money after the fire? The insurance company have no idea of paying for goods that do not burn.

It pays to stock quality goods, for you are sure then, that customers will be satisfied and that you will not have to spend time and money adjusting complaints and making adjustments and refunds. If your customers do not come back to make complaints, but are just plain dissatisfied, it is even worse, for they will hold a grudge against the store and will prejudice others as well.

QUALITY COUNTS

Dissatisfaction is the inevitable consequence of inferior merchandise. No merchant can offer articles of poor quality to his trade and reasonably expect, on such a basis, to build a permanent business. Cut prices may lure the unwary the first time, but they cannot overcome the inherent inferiority of the goods. Honest value and good service are the only substantial foundation for any business. Quality counts.

If you are afraid to ask customers how they liked what they bought a month before, there must be some reason for your suspicions.

When you scrutinize the men closely who have succeeded in life in conspicuous measure, you will find some are geniuses and some are plodders, but all have stuck to one thing long enough to do it well and to make it count. There's a chance for you, no matter to which class you belong.

THE FELLOW IN THE STREET

(By Richard E. Smith)

A little book was written, with epigrams replete,
Urging full consideration for the fellow in the street;
Not the hobo or the vagrant who has naught to wear or eat,
But the everyday consumer, buying eggs and bread and meat.

In this book we read that arrogance leads surely to defeat,
The man who can't rub shoulders soon is lost in his conceit.
"To do as we'd be done by" in all dealings—what a treat!
Philosophy for all of us—this "Fellow in the Street."

Put some sunshine in your accents when a customer you greet,
Have offices wide open, for you practice no deceit;
In stores, garage and power house have every corner neat,
For the little things are noticed by the fellow in the street.

A friendly word well spoken counteracts the summer heat,
A little human kindness make a sourish person sweet;
Forget your indigestion when you go back on your beat,
And show a friendly feeling for the fellow in the street.

Announcement

Beginning January 1, 1920, my business will be conducted under the name of:

The M. L. Kline Co.

There will be no change whatever in the personnel of the organization, which will be directed as heretofore entirely under my management and ownership.

In making this change we feel it will eliminate, to a great extent the delays and inconveniences which have been occasioned our customers in having mail or telephone calls directed to me personally, which are intended for the various departments of our company.

M. L. KLINE

GET THIS



Ask for No. 3591

C. W. B. CORNELIUS CO., Inc.
Manufacturers of
PLUMBING SPECIALTIES
209-211 Tehama St., San Francisco

MADE WHITE STAYS WHITE

Years of actual service under all conditions, have established the reputation for permanent wearing quality of

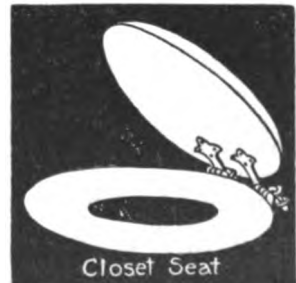
Genuine Pyralin Snow White Bath Room Fixtures

All our products are made strong and durable and are covered with **genuine Pyralin**—a pure white substance applied in sheet form with our patent process. Easily kept purely sanitary by the use of soap and water.

In buying white bath room fixtures insist upon the **genuine Pyralin**.

C. F. CHURCH MFG. CO.
HOLYOKE, MASS.

These goods can be obtained from the **LEADING JOBBERS. INSIST ON THEM.** If you cannot get them address for information, W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. Sold by Holbrook, Merrill & Stetson, Crane Co., A. H. Busch Co., and leading jobbing houses.



Closet Seat



UNPROFITABLE COMPETITION

In a small town there are two merchants who compete regularly for work. One of these men is engaged in the sale and installation of steam and hot-water-heating apparatus; the other is a furnaceman. When an architect desires to obtain estimates on a heating plant, he sends for these men and asks them to bid on the work, and, incidentally they are asked the merits of steam and hot-water heating in comparison with furnace heating. It is not difficult to imagine what happens.

That is not a new proposition. It is not necessary to tell how these gentlemen act, or what kind of things each one says about the other's goods. Indeed, they each know so much about the other man's goods that they spend more time explaining their bad points than they do in telling about the good points of their own.

Why should they do this? Competition, no doubt, is the answer.

The architect, if he is a business man, will be able to play them one against the other. The boiler man will cut his price to get the job from the furnaceman, while the latter will be forced to do the same for fear the boiler man will get the job anyhow. The result is, neither will make any profit whoever gets the job.

Now, this sort of competition is all wrong, principally from the fact that the margin of profit is cut down, until in many instances it is eliminated and the contractor is lucky if a small loss is avoided.

This being the case, the successful bidder really becomes an unsuccessful merchant, embittered toward his competitor, while nothing seems to please the latter more than the monetary loss his rival sustains in carrying out the contract.

This condition of affairs is bad ethics, even if someone concerned in the transaction made money out of it. But it is a game in which both lose, not once, but continually, and they call it competition.

STUDY IF YOU WOULD SUCCEED

So important has retail selling become, that courses are being conducted all over the country, in scientific salesmanship. Where there was one such class five years ago, there are fifty now.

Maybe you and I cannot find time or make it convenient to attend such a course, but each one of us can purchase a few good books and trade journals, and make a study of them, and we can apply some of the principles laid down which appeal to our reason and common sense. The man who never takes any pains to get ahead, and to keep in step with the march of progress, is the one who gets left in the end.

GET STOCK IF YOU CAN

Editor Hardware and Plumbing World:

From the present appearances it will probably be difficult for the wholesalers and retailers to obtain the stock of the various kinds that they handle in sufficient quantity to take care of the demands. In other words, there will not be enough manufactured articles to supply the needs of the buyers.

Any jobber or large retailer will advise you that his principal difficulty is in getting the stock to sell. Any manufacturer will tell you that his difficulty is in getting sufficient raw material and sufficient labor skilled in his line to produce the manufactured product required to satisfy his customers.

This condition cannot help but continue during 1920, or at least the larger part of the year. Therefore, it seems plain that it is good policy for the retailer to be extremely liberal in his purchases of standard stock that is in demand in his territory, and to see that his orders are placed with the largest and strongest manufacturers in the lines making the stock that he requires. The jobbers and retailers profits or success will depend upon getting the stock they require to meet the demands of their trade.

The writer believes that the above answers quite fully your question. The reasons why this condition exists you have not asked for, and it is probably not necessary to give that to you. You probably know why this is so. We do know that in our own line all manufacturers are much behind on their orders and that it has simply been impossible for us to keep pace with the demand.

CLAYTON & LAMBERT MFG. CO.,

John E. Lambert, Sec.

OTTO BERNZ CO. ANNOUNCED

"On January 1, 1920, the firm name of "Otto Bernz," of Newark, N. J., will be changed to "Otto Bernz Co." This change is made merely as a matter of form, and in no way affects the personnel of the concern.

Inquiries and orders will receive the same prompt and careful attention as heretofore under the same conditions and terms."

TURNER'S FORD PRIMER

The Turner Brass Works claims for its "Primer-a-ford" that it is the only primer which works while the motor is being cranked. It is easily installed without drilling holes or using taps, and is protected with screens in three different places, making it impossible to clog.

When the driver throws his switch to start, he pulls a chain on the primer and it works constantly for two minutes, forcing a stream of fine gas vapor up into the manifold. Thus the motor will start and become thoroughly heated by continual priming. A spring in the pump cylinder gradually forces down a plunger until a further supply of gas is cut off.

The price of this accessory is \$4.50 f. o. b. factory at Sycamore, Ill., and the company offers money back to any purchaser who is not satisfied. Dealers may investigate this accessory by correspondence with the makers.

WHEN YOU HAMMER NAILS IN PLASTER

A wise man who knows has mentioned the fact That nails boiled in water, in plaster will act Far better than any regular tack.

You hammer hot nails without any fear Of causing the plaster to crack far and near. So keep this prescription and also idea.

—Reeg the Rhymer.

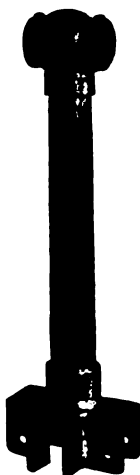


No. 838

**Builders'
Hardware,
Plumbers'
and
Automobile
Specialties
to Order**

Brass and
Bronze Cast-
ings, Machine
Work,
Polishing &
Plating.

Mail your
Hardware to
us for Re-
finishing.



No. 203

**CATALOGUE ON
REQUEST**

WESTERN BRASS MFG. CO.,
217-19 TEHAMA ST., SAN FRANCISCO, CAL.

Avoid delayed shipments by buying of a Western
Manufacturer.

Garden Hose Valves

OF

Recognized Quality

Which command repeat orders for you



Sizes $\frac{1}{2}$ " to $2\frac{1}{2}$ " inclusive. Both bent
and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.

Dependable Tanks



If you desire the best, choose our

"Copper Brazed" Construction

Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or
Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO.
Pittsburgh, Pa.

38 SOUTH DEARBORN ST., CHICAGO, ILL.
Factory, Oakmont, Pa.

GENUINE ARMSTRONG STOCKS and DIES



PIPE CUTTERS

Malleable Iron Pipe Vises

MANUFACTURED BY

THE ARMSTRONG MFG. CO.

276 Knowlton St.

BRIDGEPORT, CONN.

New York Office: 248 Canal St.



C. W. B. CORNELIUS, PRESIDENT C. W. B. CORNELIUS CO., INC.

We want those of our readers who may not have had the pleasure of knowing the genial personality responsible for the products bearing the "Co-ho Co." trade mark to start the New Year right by meeting him through our pages.

Mr. Cornelius indeed typifies the fact that this is an age of young men. At the age of fifteen he entered the factory of the Wolverine Brass Works and thoroughly learned the mechanical part of the business, a knowledge, by the way, that never comes amiss, and that has stood him in good stead ever since.

To know just how an article is made, of what it should be made, and what it will do, is knowledge that is worth while.

He traveled for the Wolverine Brass Works when only seventeen years of age. A few years later his ability was further recognized and he was made assistant secretary of the company.

In 1907 he established the Pacific Coast branch of the same institution, with which he was connected for a number of years.

Some eight or nine years ago, however, he engaged in business on his own account, when the corporation was formed of which he is the president.

A plumber knows when handling any item bearing the "Co-ho" trade mark that it is an article that can be recommended with confidence and with the satisfaction that it will please his trade.

Their announcement in our issue this month should not be over-looked. They will be glad to give prompt attention to any inquiries.

Creditors have better memories than debtors.

Treat everyone with equal courtesy. The individual who does not buy extensively today may not require your services. But in the future he may recall with pleasure the kindly treatment given him and come to you when he wishes to buy.

Arrange your work in an orderly and systematic manner, so as to make every moment and every step count. It is the people who constantly double-cross themselves who are always complaining that they are not given due credit for their superior intelligence and good management.

C. I. Jones has opened a plumbing and sheet metal establishment at Cheney, Wash.

Harry Stewart and Harry Thompson have become partners in the plumbing firm of Stewart & Thompson, at Selma, Calif.

Bolt & Conrath have moved their plumbing business at Gridley, Calif., in order that they may have more room to install additional equipment and supplies.



NEW CORNELIUS PLUMBING PACK

An announcement of interest to the plumbing trade throughout the Pacific Coast territory is that of C. W. B. Cornelius Co., of San Francisco, whose announcement is included elsewhere in these pages, and describes their new pack No. 3591, containing a two-gross assortment of plumber's nuts and screws, packed in strong, sectional, straw-board boxes with 24 sections. Twenty years' experience in the plumbing business enters into the packing and assortment of these boxes, and every size is staple to the plumber. The C. W. B. Cornelius Co. is well known to the plumbing trade, through its Co-Ho Plumbers' Supplies and Specialties, which are particularly desirable at the present time on account of the difficulty of delivery from more distant markets.



When plumbing fixtures have this trade mark upon them, you are relieved of all responsibility.

All Pacific Plumbing Fixtures are guaranteed forever against any defect in workmanship or materials.

We stand squarely behind this guarantee and make it good.

PACIFIC

PLUMBING FIXTURES



Main Offices:
67 New Montgomery St.,
San Francisco, Cal.

**FOR SALE BY ALL
JOBBERs**

Factories:
Richmond and
San Pablo, Cal.

BRANCHES: LOS ANGELES, PORTLAND, SALT LAKE CITY



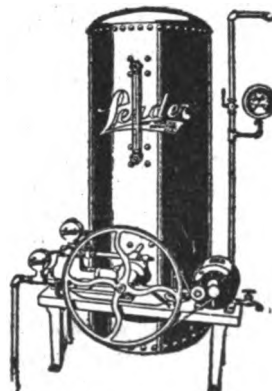
**No. 71 Fire Pot. List Price. Each \$27.20
Ask for Discount.**

Absolutely Noiseless

The C. & L. No. 71 Fire Pot is Noiseless, Smokeless and Odorless. It has a sub-flame so that the burner can be turned down low when not in use, thereby saving fuel and time. The flames burn from each side to the center. The tank is made of seamless drawn steel, tinned inside and out (Rust Proof) with fittings welded in, making them extra strong and durable. The No. 71 will heat 12-lb. coppers as fast as two mechanics can use them. Jobbers supply at factory price. Send for catalog—it's free.

**CLAYTON & LAMBERT MFG. CO.,
Detroit, Mich., U. S. A.**

Leader WATER SYSTEMS



**FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS**

PACIFIC PUMP & SUPPLY CO.

**853 Folsom Street
San Francisco, California**

Sole Distributors

SALESMANSHIP AN IMPORTANT FACTOR

It is very important for a plumber to know how to "plumb"—to know his intricate business in all its varied branches—to know metals and their temperaments—to know manufactured goods and their different grades, qualities, faults and merits.

And then it is necessary to know how to join these manufactured goods to each other so they will function properly.

Then, too, the plumber must have high ideals and he must put soul and conscience into his work, for the least leak, the smallest defect, the most insignificant slighting of his work may lead to the most deplorable consequences.

These few lines of the requirement of a plumber embrace a lot, believe me. They can be stated in one minute, but it requires years to learn them and assimilate them into your being.

But no matter how perfectly a plumber can plumb he still requires another attribute before he can surge forward "full steam ahead" on his upward path. He must be able to market his valuable assets, and to do this satisfactorily he must acquire the art of salesmanship.

It was a small, uncomplicated and simple world at the time of the sage, Emerson, when he said that "if a man build a better mouse trap than others, though he be in the wilderness, the feet of buyers will wear a pathway to his door."

Situation Changed Today

Emerson wouldn't say that today—for he would know it isn't true. Rather would he say, "become an expert in your vocation, and then become an expert in marketing your work and your wares."

He would add, "your success depends largely upon a knowledge of salesmanship."

Salesmanship is a subtle art, because the successful salesman must "put himself in the place of the prospective customer"—and this is hard to do unless one is long trained in this matter.

The good salesman is one who has developed to a high point the subtle art of influencing men his way. He studies his man. If the man is strong on quality, on first-class work the good salesman confines most of his talk to quality explanation.

Study Your Customer

If the man has a straight mouth and chin, denoting the desire to have his own way, the good salesman permits the man to do most of the talking, agrees with him cordially, and conveys the impression that he is consumed with the desire to please his customer rather than himself.

If the man confesses his ignorance of plumbing, the good salesman gives assurance that he is an expert in the business, and that the work will be safe in his hands.

Thus does he handle each man according to his temperament, and the reward for his selling-skill consists in the gratifying number of orders he lands.

Your Most Valuable Asset

The manager of one of the largest business establishments of the country was talking. He stated that their plants and machinery were worth many millions of dollars; that they had an organization of workers who were trained, skillful, efficient, reliable, and that they had selling agencies in the leading cities of the country. They also possess a good-will, gained by many years of faithful service to the public.

In answer to a question as to what he regarded as the most valuable asset of the establishment he stated without a moment's hesitation that it was their good-will.

The buildings and machinery could be readily replaced if destroyed, he said. Their personal organization, though very valuable, was continually melting away through death and changes, and was being steadily replaced. Likewise if their selling agencies in the various cities should all discontinue there would be others found in course of time.

But if the good-will of the public—its confidence, its faith, its friendship—should be destroyed then would their business be smitten with a fatal blight, and would gradually wither away. Therefore he regarded this good-will as their most valuable asset. He cherished it as the apple of his eye. He preserved and fostered it with the greatest care. Nothing must be done to impair it, no matter how slightly, and every effort must be made to develop and extend it.

Do you see the personal application of this point, Friend Plumber? Did you read between the lines—which, by the way, is a very valuable accomplishment—and note one important point which that manager failed to state?

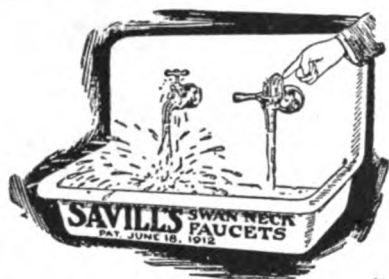
He failed to state that it was because his predecessors ceaselessly strove for the good-will of the public, when the business was small, that it had grown to the immense proportions of the present.

In other words, not only is the good-will of the public its most valuable asset now, but it was the same good-will which caused it to grow from a little business to a giant corporation.

F. D. Rector has opened a plumbing shop at Santa Barbara, Calif.

Fred Linder has moved his plumbing shop at Nordhoff, Calif., so he may have a better store.

L. B. Cusick has bought a half interest in the plumbing firm of Atoow & Braley at Vancouver, Wash., and the firm is now known as Braley and Cusick.



Sold by Jobbers of Plumbing Supplies Everywhere

OVER 1200 PHILADELPHIA PLUMBERS ARE USING AND SPECIFYING **SAVILL'S SWAN-NECK FAUCET**

Full-stream flow in a fraction of a minute.
Gentle half-turn either way operates.
Protective Stop on handle. Saves pinching.
Best red brass, 85% copper. Saves replacing.
Long nozzle-outlet. Saves splashing.

THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.

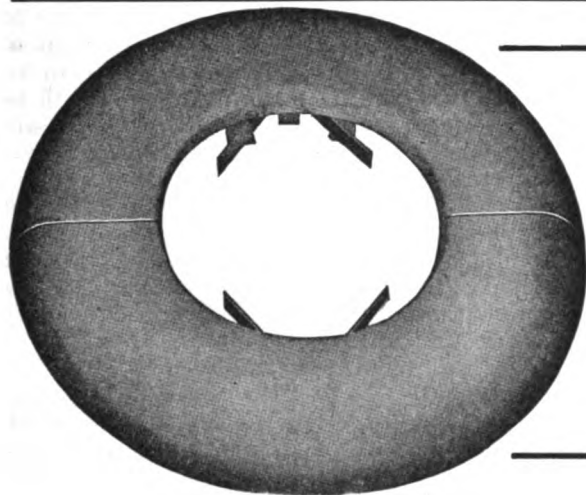
Send postal card for catalogue showing 23 styles.



Revolving Cabinets

PLUMBERS, Hardware Dealers, Dealers in Auto Supplies, find our Cabinets invaluable. By using our Cabinets your stock is kept in good shape, clean, and where you can place your hand on any article instantly. They pay for their cost in saving of time. Made in various styles and sizes. Sold by all jobbers.

American Bolt & Screw Case Co.
Dayton, Ohio



THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

The Beaton & Cadwell Mfg. Co.
NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba, Southwestern Representative, J. R. Devereux, No. 358 Beaver Hall Square, Montreal, Quebec, Canada.

"Pittsburgh"

AUTOMATIC GAS WATER HEATERS

PITTSBURG WATER HEATER COMPANY - - - PITTSBURGH, PA.

Some Successful Plumbing Methods

ALMOST without exception every successful plumber lays his success to some particular method he has employed in his business.

It is a fact that no two men do business in the same way, and often a business man hits upon some special method which brings him into close contact with the buying public and insures astonishing success for his business.

Of course work of par excellence is the best insurance for success of any business, but it should not be forgotten that this is the age of advertising and publicity and unless you get your light out from under that bushel no one but your most intimate friends will know that your workmanship is any better than that of the other fellow.

We are beginning to learn that the man who shouts his wares is not always the business braggart, but is more often the astute business man who has awakened to the realization that it pays to get out of the modesty corner and let folks know you are on the job. The first duty of the plumber then is to lay the foundations for excellent workmanship, and then to let the public know that these foundations have been laid.

In a canvass of some of the most up-to-date plumbers I found that a new spirit has been born since the war. It is the aggressive spirit. Plumbers are no longer content to sit in their shops and wait for trade to come in a-smiling. They are going out after it, and in the "going-after" they are conducting campaigns of education among householders.

One Plumber's Plan

A remarkable instance of this is shown in the methods of John DuBois, a wonderfully wide-awake plumber. He tells his own story and I will allow him to do so in his own words.

"Early in the game," he said, "I chalked off what I considered to be my particular business zone. Thereafter I took a personal interest in every house in that zone. I have made it a business to know the kind of plumbing in existence in every single house. I have made lists of this plumbing and filed it away, so that I could reach it in a second's notice.

"I make regular and systematic drives against all antique plumbing in my district. I consider antique plumbing the deadly enemy of all mankind, and as such should be eliminated. Regularly I send out letters to all householders that have this antique plumbing. I am very careful about this letter, and spend considerable time in its preparation. In other words, I make this letter a real argument—one that will hit the householder right in the solar-plexus of his understanding. Unless he is a hopeless dummy he has absolutely no chance of escaping its

logic. I show the evils of bad plumbing, and then I tell the householder what I can do in the matter of installing brand-new fixtures which will insure absolute sanitation for that household.

"You ask if the results are productive. Well I should say yes! I win one out of every ten, which I call a very bangup average.

"Do I place the ones I don't win in the hopeless list?

"Certainly not. While there is life there is hope. Every living man is a possible convert to sanitary plumbing, no matter how stubborn he may be, or how tightly he clings to his purse strings.

Using Business Methods

"Those who ignore my letters I place upon my personal calling list. I go after them hard, visiting them personally in their homes. I make a practice of seeing at least two a day. I go right into their bathrooms and show them how their imperfect plumbing can produce a lot of evil. And in fact it does produce evil and a bunch of it. Almost in every house where bad plumbing is tolerated the inmates pay the penalty in sickness and death.

This was clearly shown in the recent influenza epidemic. The toll was always greater in houses where there was antiquated plumbing. So in the long run it pays, and pays big, to install sanitary plumbing. I point out all these things to the householder, and if he has a grain of common sense he tumbles every time. I bring catalogues along with me and show him what can be done. I make an estimate and leave it with him to think over. One after another I win them over. Of course I don't get them all. There are some who refuse to see the light and others who are not financially able to make improvements.

A Matter of Education

"After all, it is largely a matter of education. A majority of the householders who tolerate antiquated plumbing do so because they think they are practicing economy. So the first duty of the plumber is to get that erroneous idea out of their heads and show them that they are dead wrong.

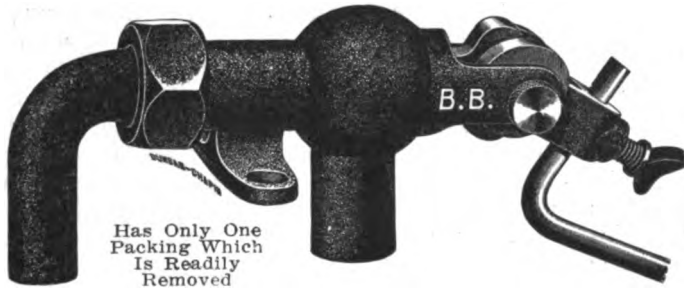
"Every plumber who earnestly desires to be successful should get into this educational work full swing. It would boom the business 100 per cent and make it better for all of us.

"The day is indeed past when the plumber can loaf in his shop and wait for business to walk in. The war has speeded things up and changed everything. If you want to stay in the swim these days you've got to hustle and take opportunity by the nose.

"The plumber should adopt the attitude that every householder in his particular dis-

YOU GET THE SIMPLEST AND BEST
COCK EVER MADE when YOU SPECIFY

B. B. HIGH PRESSURE BALL COCK



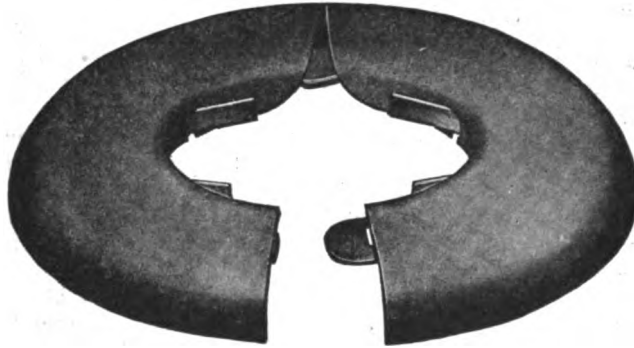
Has Only One
Packing Which
Is Readily
Removed

They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY
Bacon and Flimpton St., Waltham, Mass.



No. 10 Steel $\frac{1}{4}$ " to 4"

Plates that Please

ORDER NOW

and be ready with a stock
Increasing Demand for "B & C" Styles

Catalog on request

THE BEATON & CORBIN MFG. CO.
Largest and Oldest Plate Company in the World.

Pacific Coast Representative
W. ERWIN GILCHRIST
681 Market St. San Francisco, Cal.



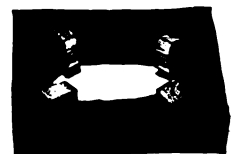
"I'm Nye
The Die Man"

About the most popular die in
the world right now would be
the kaiser's. Next to that, the
most popular die in the world
is The NYE DIE.



THE NYE TOOL & MACHINE WORKS

108 North Jefferson Street
CHICAGO, ILL.



trict is a possible customer. The wise plumber will make it his business to find out the kind of plumbing in use in every house. If that plumbing is out of date, the plumber should list the house as a probable field for future work.

"In the past we plumbers have been too independent—have held ourselves too much aloof from business opportunity. Our slogan has been 'Let 'em come to us—the public be damned.' That is why we have the reputation in some quarters of being surly, soiled individuals whose chief aim in life is to do as little work as possible and charge an exorbitant price for that work.

"In the past every other business man but the plumber went out after business, and went after it hard. Why even the graphophone companies sent out agents to make house-to-house canvasses, and in the matter of domestic importance a talking machine ranks way below a sanitary bathroom.

"It's high time that the plumber awakened. Many of them have awakened, but there are still many browsing in the barren fields of inertia with the 'public-be-damned attitude.'"

The Postcard Method

J. M. McGuckin is another enterprising customer who is going out after business. It is also his belief that the time is past when the plumber can play the game of the Lord of the Manor and sit on his plumbing throne and wait keep my eye trained to the plumbing horizon for business. I have found that a dollar won't roll unless you give it a little push, so every chance I get I start dollars rolling toward the door of my shop.

"One of my best methods for getting new business is the postcard method. I mail these cards to all customers and all possible customers. The cards are addressed to me. I inform my customers and others that any time they are in need of a plumber to simply drop one of these cards into the nearest letter box.

"The result is both surprising and satisfactory. When a householder has plumbing trouble he immediately searches out one of these cards and sends it on its way.

"Of course the plumber has got to put out good workmanship or all the advertising in the wide world will do him very little good.

"I have found that it pays to do preventive plumbing work wherever possible. I show all of my customers how they can avoid plumbing trouble—can prevent leakage, frozen pipes, etc. Most householders are always grateful for this advice. They feel that we have a genuine interest in them, and sense that our main object in life is not to profit by their ignorance.

"I, too, am strongly in favor of educational work on the part of the plumber. We have not done enough of it in the past. We cannot ex-

pect that a householder will install new plumbing supplies if he is ignorant of the penalties of unsanitary plumbing.

"I believe the day will come when progressive plumbers will create some sort of an education publicity committee which will devote its time to sending out appropriate literature to householders, and also demonstrators of the benefits of good plumbing. Such a committee would not only benefit the plumber, but would do a great deal toward the uplift of public health in general."

Make New Acquaintances

Robert J. Hoben, a progressive plumber, is going out after business hammer and tongs, and then some. He said to me:

"Do I sit and twiddle my thumbs and wait for it to come in? Well, I should say not. I go out after it with all of my implements at my command.

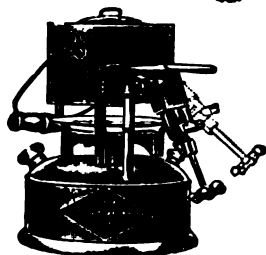
"These days if you want to stick in business and be a success you've got to make friends and acquaintances. 'A new acquaintance a day' is my motto. Some days I make more than that but I never go to bed at night without making at least one.

"I don't make these acquaintances blindly and without discrimination, but go among the builders, the architects, the men who have the plumbing contracts to hand out. But don't imagine that I am continually talking shop to these men. Nothing of the kind. I have found that if you want to bore a man to death and make him wish you were in the Atlantic Ocean, all you've got to do is to bear down on the shop talk all the time. Sometimes I never talk shop at all, but generally before I leave I manage to plant the impression that I'm in the plumbing business and that my prices are about the rightest in the city.

"I have discovered that there is nothing in the world so effective as the optimistic line of talk, the cheerful face and the glad smile. A genuine glad smile is a bigger asset to a business man than a bank account. I've known fellows to fairly smile their way to success, and I can tell you I devote some time myself to the art of smiling. You make a cheerful impression on a man and he'll remember you right every time. If you leave a gloomy impression he will remember you with a shudder if he remembers you at all, and you can bank on it he won't give you any business.

"So I attribute my success to the faculty of making acquaintances. The day of the grouch in business has gone by. These days if you want to get anywhere you've got to move around among your fellow-man and show you're human. We got enough crepe-hanging in the war to last us for a thousand years. The man who can't smile whole-heartedly these days had better pack up and go to the backwoods."

TRY THE
TURNER TRADE
HOT BLAST
MARK



No. 36. \$24.80 list.

SYCAMORE, ILLINOIS, U. S. A.

The No. 36
Gasoline Furnace

This is admitted by copper workers, plumbers, and electricians to be the best all-around furnace that can be obtained. It is well made of heavy gauge seamless drawn steel, copper plated inside and out and finished with blue enamel. A furnace which will withstand the acid used in connection with plumbing and electrical work. Our catalog is free.

THE TURNER BRASSWORKS



No. 32 Torch
List Price,
Each \$16.00
Ask for
Discount

The Best Is
Cheapest

In the long run. O. & L. Fire Pots and Torches are always the cheapest in the end, for they produce more heat, burn less fuel, are stronger made and will outlast several of ordinary make. We have made many improvements that improve, but have never experimented at the expense of the user. Be Wise and buy the Best. Jobbers supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.

**WE
WELD
ANYTHING**

"WE KNOW THE STOVE REPAIR BUSINESS"

Stove and Furnace Repairs

**WE
WELD
ANYTHING**

MYER S. RUBENS

STOVE AND FURNACE REPAIR WORKS

We Furnish **DUPLICATE ORDER BOOKS** Free on Request
"We Know the Stove Repair Business"

WE know your wants and can fill mail orders 99-100% correct and with dispatch. We can supply parts for over 500,000 different Stoves, Ranges and Furnaces from Spokane. 15 years experience filling mail orders for Stove Repairs in Spokane.

MYER S. RUBENS

STOVE AND FURNACE
REPAIR WORKS

1009 W. First Ave., Spokane, Wash.

Spokane Stove & Furnace Repair Works

INCORPORATED

SPOKANE, WASHINGTON

Jobbers and Wholesalers

OF

Stove Repairs

MANUFACTURERS OF

ORIGINAL
STOVE
REPAIRS

DIAMOND
BREAKOFF
BACKS

Efficient Service : Superior Quality : We Solicit Your Inquiries

"The Largest Stove Repair House in the Northwest"

DEALERS!!

**"Lifetime"
Trade Mark
the Guarantee
of Quality**



**Manufactured
at
Oakland**

ALUMINUM PRODUCTS CO. Of the Pacific Coast OAKLAND, CALIFORNIA

NO MERE MOONSHINE

"You don't appear to like our moonshine licker," said the mountain man.

"Moonshine!" spluttered the city one. "You call that moonshine! Why, that stuff has the making of an arc light in it."

ETERNALLY

"Is the medicine you have for your rheumatism used internally or externally?" "Eternally, I guess. I've used nine bottles and it hasn't helped me yet."

Show those with whom you work and for whom you work that they cannot get along without you—and then your success is assured.

See that the people who come in and do not buy go away with a feeling that they would like to come back again. The next time or the next you will get their money.

Some people have the habit of success—for it is a matter of expectation and fulfillment. Do not expect, however, that the success habit will be acquired in a minute or that it will call for no sacrifices. If you would win, you must pay.

There's No Use Talking



Patented
No. 57 Torch. No. 58 Torch

To be successful you must use tools which give the best results. If you don't, your progressive competitor will get ahead of you. If the best torches and furnaces cost more than the others you might not buy them. The "ALWAYS RELIABLE"

line does not cost more than the others and is guaranteed to give the best results.

Try some now and convince yourself. You will be the loser if you don't.

Your dealer will supply at factory prices. Catalog free on request.

OTTO BERNZ COMPANY - - NEWARK, N. J.

Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic								
		Box.						
		Semi-Smkls						
		Less Smk Smkls						
Blank Rim Fire				88 Colts Long	1.40	1.60	oz., drop shot	\$1.35
22 Short	.20			88 Colts Police Positive	1.85	1.50	3 drs. x 1 1/4 oz., 24 gra. x	
32 Short	.40			38 S & W	1.35	1.50	1 1/2 oz. drop shot	1.35
Blank Center Fire—				38 S & W Special	1.60	1.75	8 1/2 drs. x 1 1/4 oz., 26 gra.	
32 S & W	.65			38 Winchester	1.85	2.80	x 1 1/4 oz., drop shot	1.25
38 S & W	.80			41 Colts Short DA	1.45	1.65	8 1/2 drs. x 1 1/4 oz., BB shot,	
38 Long Colt.	1.35			41 Colts Long DA	1.75	1.90	drop shot	1.85
44 W O F	1.65			44 Bull Dog	1.50		8 1/2 drs. x Buck shot, drop	
Shot Rim Fire—				44 S & W Amer.	1.90	2.15	shot	1.85
22 Long	.60	.70		44 S & W Rus.	1.90	2.15	16 2 1/2 drs. x 1/2 oz., 22 gra. x	
32 Long	1.20			44 S & W Special	2.15	2.30	1/2 oz., drop shot	1.15
Shot Center Fire—				44 Webley	1.65		2 1/2 drs. x 1/2 oz., BB shot,	
32 S & W	1.10			44 Winchester	1.85	2.80	drop shot	1.20
32 W O F	1.45			45 Colts	2.15	2.85	20 2 1/2 drs. x 1/2 oz., 18 gra. x	
38 S & W	1.80			45 Colts Auto	2.85		1/2 oz., drop shot	1.15
38 W O F	1.65	1.90		Center Fire Military and Sporting—				
44 W O F	1.65	1.90		22 Savage	1.60		HIGH GRADE SMOKELESS—	
44 X L	1.80	2.05		250-3000 Savage	1.75		12 3 1/4 drs. x 1 1/4 oz., 26 gra. x	
44 Game Getter	1.65	1.90		25-21 Stevens	2.30		1 1/2 oz., chilled shot	1.40
Rim Fire, Ball—				25-25 Stevens	1.90	2.85	8 1/2 drs. x 1 1/4 oz., 28 gra. x	
BB Caps	.40			25-35 Winchester		1.40	1 1/2 oz., chilled shot	1.45
GB Caps	.50			25-35 Short Range		1.40	16 2 1/2 drs. x 1/2 oz., 22 gra. x	
22 Short	.30	.35		25-85 Marlin		1.40	1/2 oz., chilled shot	1.80
22 Short H P.	.35	.40		25 Remington Rimless		1.40	20 2 1/2 drs. x 1/2 oz., chilled	
22 Long	.40	.45		6 MM U S N		2.10	shot	1.25
22 Long H P.	.45	.55		7 MM Spanish Mauser		2.10	2 1/2 drs. x 1/2 oz., chilled shot	1.85
22 Long Rifle	.40	.50		7.655 MM Bel Mauser		2.10	Trap Loads—	
22 Long Rifle H P.	.45	.55		8 MM Mauser		2.10	12 3 drs. x 1 1/4 oz., 7 1/2 chilled	1.85
22 W R F	.60	.65		9 MM Mauser		2.80	8 1/2 drs. x 1 1/4 oz., 7 1/2 chilled	1.40
22 W R F H P.	.65	.70		30-80 Winchester		1.60	Black Powder—Loads—	
22 Win Auto	.65	.70		30 Remington Rimless		1.60	12 3 1/4 drs. x 1 1/4 oz., drop shot	1.05
22 Win Auto, H P.	.70	.70		30 Government Rimless		2.80	Caps and Primers—	
25 Short Stevens	.70			308 Savage		1.60	Percussion	.30
25 Stevens	.90			32 Remington Rimless		1.60	Musket Caps	.25
32 Short	.70			32-40 Winchester	1.20	1.85	Primers, 100 in box	.35
32 Long	.80			32-40 Winchester H V.		1.60	Primers, 250 in box	.80
32 Short	1.10			32 Winchester Sif Ldg.		2.80	Empty Paper Shells—Black Pow.—	
32 Long	1.15			32 Winchester Special		1.60	12, 16, 20, Ga. per 100	1.50
38 Short	1.10			33 Winchester		2.10	10 Ga. per 100	1.65
38 Long	1.15			35 Remington Rimless		1.75	MEDIUM GRADE SMOKELESS—	
41 Short	1.10			35 Winchester		2.80	12, 16, 20, 38 Ga. per	
Center Fire Pistol—				35 Winchester Sif Ldg.		2.90	100	1.80
22 Win SS	1.45	1.65		351 Winchester Sif Ldg.		3.30	10 Ga. per 100	2.10
25 Colts Auto		1.60		38-55 Winchester Lead	1.45	1.75	HIGH GRADE SMOKELESS—	
25-20 Single Shot	1.75	2.05		38-55 Winchester HV		1.95	12, 16, 20, 38 Ga.	2.30
25-20 Win	1.55	1.80		38-56 Winchester	1.45	1.75	10 Ga. per 100	2.40
25-20 Win HV		2.00		40-60 Marlin		1.50	Empty Brass Shells—	
7.65 MM-Mauser		2.40		40-60 Winchester		1.50	Best qual. 12, 16, 20	
7.65 MM-Mauser		2.40		40-65 Winchester		1.55	28, Box 25	2.75
9 MM-Luger		2.60		40-70 Winchester		1.55	2nd Qual. 12, 16, 20	
32 Colts Auto		1.70		40-72 Winchester		1.85	28, box 25	2.10
32 Colts Short	1.10	1.20		40-82 Winchester		1.85	Wads—	
32 Colts Long	1.35	1.85		401 Winchester Auto		1.70	Cardboard, box 250	.30
32 Colts Police Positive	1.35	1.85		405 Winchester		2.50	Black Edge, Reg., box	.50
32 S & W	1.10	1.30		45-60 Winchester		1.85	250	.50
32 S & W Long	1.25	1.85		45-70-405 Government		1.85	Black Edge, 1/4 in., 125	
32-20 Marlin	1.55	1.90		45-75 Winchester		1.85	in box	.40
32 Winchester	1.55	1.90		45-90 Winchester		1.65	Black Edge, 1/4 in., 250	
32-20 Win HV		2.00		SHELLS, LOADED—				
35 S & W Auto		1.75		MEDIUM GRADE.				
38 Colts Auto		2.50		BULK—SMOKELESS.				
38 Colts Short	1.35	1.50		12 8 drs. x 1 oz., 24 gra. x 1				

ADZES (UNHANDLED)—Carpenter's, warranted \$8.50, second grade \$3.50; Railroad, warranted \$3.75, second grade \$3.75; ship, warranted \$4.00, second grade, \$4.00; Lipped Ship, warranted \$5.00, second grade \$3.75.

ALUMINUM WARE, CAST—

Bottles, Hot Water—	Size 7	8.00
Universal	Size 8	8.50
Griddles—	Pans, Lipped Sauce—	
Size 7	2 quarts	4.50
Size 8	3 quarts	5.25
Size 9	4 quarts	6.00
Size 10	Skillets—	
Size 12	Size 6	3.75
Kettles, Berlin—	Size 7	4.00
2 1/2 quarts	Size 8	4.50
4 quarts	Size 9	5.00
5 quarts	Spoons, Basting—	
6 quarts	15-inch	.30
Kettles, Maslin—	Spoons, Mixing—	
4 quarts	18-inch, Slotted	.30
6 quarts	Waffle Moulds—	
8 quarts	Size 7, Low	5.00
12 quarts	Size 8, Low	5.75
Kettles, Tea—	Size 7, Deep	5.75
Size 6	Size 8, Deep	6.00

ANCHORS—Screws per 100, 3-16, \$4.15; 1/4, \$6.25; Sebeco, 3-16x1/4 in. - 1/4 in. - 1 in., \$1.75 per hundred net; 1/4x1/2 in. - 1/4 in. - 1 in., \$1.96 per hundred net.

ANVILS—Vulcan No. 2, 20-lb., \$8.50; No. 3, 30 lb., \$9.50; No. 4, 40-lb., \$11.50; No. 5, 50-lb., \$13.00; No. 6, 60-lb., \$14.50; No. 7, 70-lb., \$16.00; No. 8, 80-lb., \$17.50. Tremont or Columbian—80 to 425 lbs., 85c per lb.; 70 to 79 lbs., 85c per lb.; 60 to 69 lbs., 86c lb.; 50 to 59 lbs., 87c lb. With Clip Horn 2c per lb. extra.

ANTIMONY—Slab, 45c lb.

APRONS—Carpenters—California Leg, \$2.25; No. 13 Long Brown, \$1.75; No. 2 Short Brown, 75c.

AUGERS—Greenlee Carpenters' Nut, No. 57.

Size	1/2	3/4	1	1 1/4	1 1/2	2	2 1/2	3	3 1/2	4	4 1/2	5	5 1/2	6	6 1/2	7	7 1/2	8	8 1/2	9	9 1/2	10	10 1/2	11	11 1/2	12	12 1/2	13	13 1/2	14	14 1/2	15	15 1/2	16	16 1/2	17	17 1/2	18	18 1/2	19	19 1/2	20	20 1/2	21	21 1/2	22	22 1/2	23	23 1/2	24	24 1/2	25	25 1/2	26	26 1/2	27	27 1/2	28	28 1/2	29	29 1/2	30	30 1/2	31	31 1/2	32	32 1/2	33	33 1/2	34	34 1/2	35	35 1/2	36	36 1/2	37	37 1/2	38	38 1/2	39	39 1/2	40	40 1/2	41	41 1/2	42	42 1/2	43	43 1/2	44	44 1/2	45	45 1/2	46	46 1/2	47	47 1/2	48	48 1/2	49	49 1/2	50	50 1/2	51	51 1/2	52	52 1/2	53	53 1/2	54	54 1/2	55	55 1/2	56	56 1/2	57	57 1/2	58	58 1/2	59	59 1/2	60	60 1/2	61	61 1/2	62	62 1/2	63	63 1/2	64	64 1/2	65	65 1/2	66	66 1/2	67	67 1/2	68	68 1/2	69	69 1/2	70	70 1/2	71	71 1/2	72	72 1/2	73	73 1/2	74	74 1/2	75	75 1/2	76	76 1/2	77	77 1/2	78	78 1/2	79	79 1/2	80	80 1/2	81	81 1/2	82	82 1/2	83	83 1/2	84	84 1/2	85	85 1/2	86	86 1/2	87	87 1/2	88	88 1/2	89	89 1/2	90	90 1/2	91	91 1/2	92	92 1/2	93	93 1/2	94	94 1/2	95	95 1/2	96	96 1/2	97	97 1/2	98	98 1/2	99	99 1/2	100	100 1/2	101	101 1/2	102	102 1/2	103	103 1/2	104	104 1/2	105	105 1/2	106	106 1/2	107	107 1/2	108	108 1/2	109	109 1/2	110	110 1/2	111	111 1/2	112	112 1/2	113	113 1/2	114	114 1/2	115	115 1/2	116	116 1/2	117	117 1/2	118	118 1/2	119	119 1/2	120	120 1/2	121	121 1/2	122	122 1/2	123	123 1/2	124	124 1/2	125	125 1/2	126	126 1/2	127	127 1/2	128	128 1/2	129	129 1/2	130	130 1/2	131	131 1/2	132	132 1/2	133	133 1/2	134	134 1/2	135	135 1/2	136	136 1/2	137	137 1/2	138	138 1/2	139	139 1/2	140	140 1/2	141	141 1/2	142	142 1/2	143	143 1/2	144	144 1/2	145	145 1/2	146	146 1/2	147	147 1/2	148	148 1/2	149	149 1/2	150	150 1/2	151	151 1/2	152	152 1/2	153	153 1/2	154	154 1/2	155	155 1/2	156	156 1/2	157	157 1/2	158	158 1/2	159	159 1/2	160	160 1/2	161	161 1/2	162	162 1/2	163	163 1/2	164	164 1/2	165	165 1/2	166	166 1/2	167	167 1/2	168	168 1/2	169	169 1/2	170	170 1/2	171	171 1/2	172	172 1/2	173	173 1/2	174	174 1/2	175	175 1/2	176	176 1/2	177	177 1/2	178	178 1/2	179	179 1/2	180	180 1/2	181	181 1/2	182	182 1/2	183	183 1/2	184	184 1/2	185	185 1/2	186	186 1/2	187	187 1/2	188	188 1/2	189	189 1/2	190	190 1/2	191	191 1/2	192	192 1/2	193	193 1/2	194	194 1/2	195	195 1/2	196	196 1/2	197	197 1/2	198	198 1/2	199	199 1/2	200	200 1/2	201	201 1/2	202	202 1/2	203	203 1/2	204	204 1/2	205	205 1/2	206	206 1/2	207	207 1/2	208	208 1/2	209	209 1/2	210	210 1/2	211	211 1/2	212	212 1/2	213	213 1/2	214	214 1/2	215	215 1/2	216	216 1/2	217	217 1/2	218	218 1/2	219	219 1/2	220	220 1/2	221	221 1/2	222	222 1/2	223	223 1/2	224	224 1/2	225	225 1/2	226	226 1/2	227	227 1/2	228	228 1/2	229	229 1/2	230	230 1/2	231	231 1/2	232	232 1/2	233	233 1/2	234	234 1/2	235	235 1/2	236	236 1/2	237	237 1/2	238	238 1/2	239	239 1/2	240	240 1/2	241	241 1/2	242	242 1/2	243	243 1/2	244	244 1/2	245	245 1/2	246	246 1/2	247	247 1/2	248	248 1/2	249	249 1/2	250	250 1/2	251	251 1/2	252	252 1/2	253	253 1/2	254	254 1/2	255	255 1/2	256	256 1/2	257	257 1/2	258	258 1/2	259	259 1/2	260	260 1/2	261	261 1/2	262	262 1/2	263	263 1/2	264	264 1/2	265	265 1/2	266	266 1/2	267	267 1/2	268	268 1/2	269	269 1/2	270	270 1/2	271	271 1/2	272	272 1/2	273	273 1/2	274	274 1/2	275	275 1/2	276	276 1/2	277	277 1/2	278	278 1/2	279	279 1/2	280	280 1/2	281	281 1/2	282	282 1/2	283	283 1/2	284	284 1/2	285	285 1/2	286	286 1/2	287	287 1/2	288	288 1/2	289	289 1/2	290	290 1/2	291	291 1/2	292	292 1/2	293	293 1/2	294	294 1/2	295	295 1/2	296	296 1/2	297	297 1/2	298	298 1/2	299	299 1/2	300	300 1/2	301	301 1/2	302	302 1/2	303	303 1/2	304	304 1/2	305	305 1/2	306	306 1/2	307	307 1/2	308	308 1/2	309	309 1/2	310	310 1/2	311	311 1/2	312	312 1/2	313	313 1/2	314	314 1/2	315	315 1/2	316	316 1/2	317	317 1/2	318	318 1/2	319	319 1/2	320	320 1/2	321	321 1/2	322	322 1/2	323	323 1/2	324	324 1/2	325	325 1/2	326	326 1/2	327	327 1/2	328	328 1/2	329	329 1/2	330	330 1/2	331	331 1/2	332	332 1/2	333	333 1/2	334	334 1/2	335	335 1/2	336	336 1/2	337	337 1/2	338	338 1/2	339	339 1/2	340	340 1/2	341	341 1/2	342	342 1/2	343	343 1/2	344	344 1/2	345	345 1/2	346	346 1/2	347	347 1/2	348	348 1/2	349	349 1/2	350	350 1/2	351	351 1/2	352	352 1/2	353	353 1/2	354	354 1/2	355	355 1/2	356	356 1/2	357	357 1/2	358	358 1/2	359	359 1/2	360	360 1/2	361	361 1/2	362	362 1/2	363	363 1/2	364	364 1/2	365	365 1/2	366	366 1/2	367	367 1/2	368	368 1/2	369	369 1/2	370	370 1/2	371	371 1/2	372	372 1/2	373	373 1/2	374	374 1/2	375	375 1/2	376	376 1/2	377	377 1/2	378	378 1/2	379	379 1/2	380	380 1/2	381	381 1/2	382	382 1/2	383	383 1/2	384	384 1/2	385	385 1/2	386	386 1/2	387	387 1/2	388	388 1/2	389	389 1/2	390	390 1/2	391	391 1/2	392	392 1/2	393	393 1/2	394	394 1/2	395	395 1/2	396	396 1/2	397	397 1/2	398	398 1/2	399	399 1/2	400	400 1/2	401	401 1/2	402	402 1/2	403	403 1/2	404	404 1/2	405	405 1/2	406	406 1/2	407	407 1/2	408	408 1/2	409	409 1/2	410	410 1/2	411	411 1/2	412	412 1/2	413	413 1/2	414	414 1/2	415	415 1/2	416	416 1/2	417	417 1/2	418	418 1/2	419	419 1/2	420	420 1/2	421	421 1/2	422	422 1/2	423	423 1/2	424	424 1/2	425	425 1/2	426	426 1/2	427	427 1/2	428	428 1/2	429	429 1/2	430	430 1/2	431	431 1/2	432	432 1/2	433	433 1/2	434	434 1/2	435	435 1/2	436	436 1/2	437	437 1/2	438	438 1/2	439	439 1/2	440	440 1/2	441	441 1/2	442	442 1/2	443	443 1/2	444	444 1/2	445	445 1/2	446	446 1/2	447	447 1/2	448	448 1/2	449	449 1/2	450	450 1/2	451	451 1/2	452	452 1/2	453	453 1/2	454	454 1/2	455	455 1/2	456	456 1/2	457	457 1/2	458	458 1/2	459	459 1/2	460	460 1/2	461	461 1/2	462	462 1/2	463	463 1/2	464	464 1/2	465	465 1/2	466	466 1/2	467	467 1/2	468	468 1/2	469	469 1/2	470	470 1/2	471	471 1/2	472	472 1/2	473	473 1/2	474	474 1/2	475	475 1/2	476	476 1/2	477	477 1/2	478	478 1/2	479	479 1/2	480	480 1/2	481	481 1/2	482	482 1/2	483	483 1/2	484	484 1/2	485	485 1/2	486	486 1/2	487	487 1/2	488	488 1/2	489	489 1/2	490	490 1/2	491	491 1/2	492	492 1/2	493	493 1/2	494	494 1/2	495	495 1/2	496	496 1/2	497	497 1/2	498	498 1/2	499	499 1/2	500	500 1/2	501	501 1/2	502	502 1/2	503	503 1/2	504	504 1/2	505	505 1/2	506	506 1/2	507	507 1/2	508	508 1/2	509	509 1/2	510	510 1/2	511	511 1/2	512	512 1/2	513	513 1/2	514	514 1/2	515	515 1/2	516	516 1/2	517	517 1/2	518	518 1/2	519	519 1/2	520	520 1/2	521	521 1/2	522	522 1/2	523	523 1/2	524	524 1/2	525	525 1/2	526	526 1/2	527	527 1/2	528	528 1/2	529	529 1/2	530	530 1/2	531	531 1/2	532	532 1/2	533	533 1/2	534	534 1/2	535	535 1/2	536	536 1/2	537	537 1/2	538	538 1/2	539	539 1/2	540	540 1/2	541	541 1/2	542	542 1/2	543	543 1/2	544	544 1/2	545	545 1/2	546	546 1/2	547	547 1/2	548	548 1/2	549	549 1/2	550	550 1/2	551	551 1/2	552	552 1/2	553	553 1/2	554	554 1/2	555	555 1/2	556	556 1/2	557	557 1/2	558	558 1/2	559	559 1/2	560	560 1/2	561	561 1/2	562	562 1/2	563	563 1/2	564	564 1/2	565	565 1/2	566	566 1/2	567	567 1/2	568	568 1/2	569	569 1/2	570	570 1/2	571	571 1/2	572	572 1/2	573	573 1/2	574	574 1/2	575	575 1/2	576	576 1/2	577	577 1/2	578	578 1/2	579	579 1/2	580	580 1/2	581	581 1/2	582	582 1/2	583	583 1/2	584	584 1/2	585	585 1/2	586	586 1/2	587	587 1/2	588	588 1/2	589	589 1/2	590	590 1/2	591	591 1/2	592	592 1/2	593	593 1/2	594	594 1/2	595	595 1/2	596	596 1/2	597	597 1/2	598	598 1/2	599	599 1/2	600	600 1/2	601	601 1/2	602	602 1/2	603	603 1/2	604	604 1/2	605	605 1/2	606	606 1/2	607	607 1/2	608	608 1/2	609	609 1/2	610	610 1/2	611	611 1/2	612	612 1/2	613	613 1/2	614	614 1/2	615	615 1/2	616	616 1/2	617	617 1/2	618	618 1/2	619	619 1/2	620	620 1/2	621	621 1/2	622	622 1/2	623	623 1/2	624	624 1/2	625	625 1/2	626	626 1/2	627	627 1/2	628	628 1/2	62
------	-----	-----	---	-------	-------	---	-------	---	-------	---	-------	---	-------	---	-------	---	-------	---	-------	---	-------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	----	--------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	-----	---------	----

HARDWARE WORLD **RETAIL SELLING PRICES—Continued.**

L & G ENAMELED WARE

Biggins, Coffee	10 M	.30	81	Kettles, Tea	.50	Pitchers, Molasses	
0	11	.35	82	1.15	.60	601	.85
01	25	.30	83	1.35	.65	Pitchers, Water	
00	40	.45	84	1.50	.75	2	1.35
010	120	.60	85	1.65	.90	3	1.50
020			86	1.85	1.00	4	1.65
030			87	2.15		Plates, Deep Pie	
040			88	2.50		39	.40
050			89			40	.45
Boilers, Coffee	10	.70	100	Ladies, Deep	.40	Plates, Shallow Pie	
60	20	.80	110	11	.45	27	.30
70	30	.85	120	15	.50	28	.35
80	100	1.00	101	20	.55	29	.40
90	200	1.25	111	30	.60	30	.45
100	240	1.50	121	40	.70	Plates, Dinner	
Boilers, Rice	300	1.65		50	.80	19	.40
14			01	60	.95	20	.45
16			02	80	1.05	Pots, Fireless Cooker	
18			03	100	1.15	1450	2.25
20			04	120		1650	8.00
22			05			1850	3.25
24			06			Pots, Coffee	
26			07			2 1/2	.70
28			08			3	.75
30			09			5	.85
32			10			15	1.00
34			11			25	1.10
36			12			35	1.25
Bowls, Wash	2	.60	13			45	1.35
26	4	.80	14			55	1.50
28	50	.45	15			Pots, Tea	
30	60	.45	16			00	.75
32	20	.40	17			01	.85
34			18			0	.95
36			19			10	1.05
Buckets, Covered	10	.75	20			20	1.15
21	10	.75	21			30	1.25
21 1/2	01	.45	22			40	1.45
22	02	.50	23			Pots, Straight Sauce	
23	03	.55	24			018	1.25
24	04	.60	25			020	1.25
26	05	.80	26			022	1.50
28	06	1.00	27			024	1.85
30	07	1.25	28			026	2.25
32	08	1.50	29			028	8.00
34	09	1.75	30			030	3.25
36	10	2.00	31			032	3.75
150	11	2.25	32			Pots, Soup Stock	
250	12	2.50	33			318	13.00
350	13	2.75	34			324	15.75
450	14	3.00	35			336	18.00
650	15	3.25	36			212	6.50
850	16	3.50	37			218	8.75
1050	17	3.75	38			224	11.00
1250	18	4.00	39			236	18.00
Buckets, Dinner	19	4.25	40			Roasters	
110	20	4.50	41			150	3.75
111	21	4.75	42			180	4.75
112	22	5.00	43			Skimmers, Flat	
113	23	5.25	44			10	.35
502	24	5.50	45			12	.40
503	25	5.75	46			Spoons, Basting	
Chambers	26	6.00	47			10	.25
1 1/2	27	6.25	48			12	.30
2	28	6.50	49			14	.30
3	29	6.75	50			16	.35
Chamber Covers	30	7.00	51			18	.40
10	31	7.25	52			Steamers	
1 1/2	32	7.50	53			7	1.75
20	33	7.75	54			8	1.90
30	34	8.00	55			2	.70
Colanders	35	8.25	56			8	.80
1	36	8.50	57			Tubs, Oval Foot	
2	37	8.75	58			0	1.75
3	38	9.00	59			1	2.00
104	39	9.25	60			2	2.50
205	40	9.50	61			3	3.00
306	41	9.75	62			4	3.75
407	42	10.00	63			Turners, Cake	
Oups	43	10.25	64			18	.25
3 (Mug)	44	10.50	65			14	.30
6	45	10.75	66				
8	46	11.00	67				
9	47	11.25	68				
10	48	11.50	69				

Wicking, 1-lb. lots, \$1.25.
 Cement, per sack, \$7.25; per lb, 10c.
 62 each 2.90 2.90 3.25 3.25 3.60 3.60
AXES—Plumbs' Hunter's handled, 12 oz., \$1.75; 1 lb., \$1.75;
 1 1/2 lb., \$1.85.
 Boy Scout—Handled with sheath, \$2.10; without sheath,
 \$1.65; sheaths, 75c.
 Double Bit—Handled, \$3.75; unhandled, \$2.75.
 Single Bit—Handled, warranted, \$3.25; second grade,
 \$3.00.

BAGS—WATER—

1/2 gallon	100	Faucet, 3 1/2 gallon	3.50
1 gallon	1.50	Faucet, 5 gallon	4.25
2 1/2 gallon	2.00	Filter, 6 gallon	5.25
5 gallon	8.75		

BABBITT—Frictionless, 45c lb.; Magnolia, 50c lb.; No. 4,
 30c lb.; No. 3, 22c lb.; No. 1, 25c lb.; No. A (genuine).

\$1.30 lb.; Challenge, \$1.00 lb.; Special Motor, 90c lb.;
 Excelsior, 28c lb.; Acme, 70c lb.; XXXX Nicked, \$1.15 lb.
BARS—Crow, Pinch Point No. 10, 18c lb.; Wedge No. 15,
 18c lb.; Lining No. 30, 18c lb.; Digging No. 580, 37c lb.;
 Tamping No. 25, 16c lb.; Claw No. 20, 18c lb.; Ripping or
 Wrecking, Goose Neck No. 3657—1/2 x 18, 55c each; Goose
 Neck No. 3659, 1/2 x 24, 85c each; Goose Neck No. 3662,
 3/4 x 24, \$1.00 each; Straight Chisel No. 14, 1/2 x 15, 85c.
BATTERIES DRY CELL—Columbia, No. 6, 50c each; No. 6-B,
 50c each; No. 16, \$1.40 each. Red Devil or Red Label, No.
 6-D, 50c each. Hot Shot Multiple, No. 1562, \$3.25 each;
 No. 1662, \$3.75 each. Ever Ready, same price as Columbia.
 Red Seal same price as Columbia and Ever Ready.
BELLS—Alarm—House, 85c each. Call, steel, iron base, 30c
 each; Call, bell metal, bronze base, \$1.25; Gong, gold bronzed
 steel, 85c. Gong, polished bell metal, 5-inch \$2.10 each,
 6-inch \$2.85, 7-inch \$4.25, 8-inch \$5.75, 10-inch \$10.50.

HARDWARE WORLD

RETAIL SELLING PRICES—Continued.

191

13-inch \$18.50. Rotary door, bronze, 75c each; steel 75c, iron 65c, copper 75c.

BELLS—Farm—(100 lb.), \$12.50.

BELLS—Kentucky Cow—No. 0, \$1.50; 1, \$1.25; 2, \$1.00; 3, 75c; 4, 60c; 5, 50c; 6, 35c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 85c each; 3-in. Nonpareil, \$1.00.

BELLS—No. 25: 6-in., 65c; 8-in., 70c; 10-in., 75c; 12-in., \$1.35.

BELL STRAPS—Cow—1½ lb., \$1.00; 1½ lb., \$1.15; 1½ lb., \$1.35.

BEVELS—Sliding T—No. 18, 6-in., \$1.10; 8-in., \$1.35; 10-in., \$1.50. No. 25: 6-in., 70c; 8-in., 75c; 10-in., 85c; 12-in., 90c. No. 1—Odd Jobs, \$1.00.

BIBBS—Compression—

	¾-in.	¾-in.	¾-in.	1-in.
Plain—Rough brass	1.25	1.65	2.15	...
Finished brass	1.50	1.95	2.55	4.65
Nickel plated	1.75	2.15	2.85	5.00
Hose—Rough brass	1.30	1.80	2.40	4.25
Finished brass	1.75	2.15	2.75	5.10
Nickel plated	2.00	2.40	3.00	...

BITS—Auger—

16ths	R. J.	Irwin	Irwin Car	Common	Greenlee
3.....	.65	.45	\$1.00	.30	.....
4.....	.60	.45	1.00	.30	.....
5.....	.60	.45	1.00	.30	.....
6.....	.65	.50	1.00	.35	1.35
7.....	.65	.50	1.00	.35	1.40
8.....	.70	.55	1.00	.35	1.45
9.....	.70	.55	1.00	.35	1.50
10.....	.75	.60	1.10	.40	1.50
11.....	.80	.60	1.25	.45	1.80
12.....	.85	.65	1.35	.45	1.90
13.....	.90	.70	1.50	.55	1.95
14.....	.95	.75	1.65	.55	2.35
15.....	1.05	.80	1.75	.65	2.45
16.....	1.10	.85	2.00	.70	.....
17.....	1.25	.90	.....	.75	.....
18.....	1.30	.95	.....	.80	.....
20.....	1.40	1.15	.....	.85	.....
22.....	1.50	1.30	.....	.95	.....
24.....	1.70	1.40	.....	1.10	.....

Bits in sets, common, 6 bits, \$3.00; 8 bits, \$4.00; 13 bits, \$6.50. R. J., 13 bits, \$10.50. Irwin pat., 13 bits, \$8.00.

Ship Auger Car Bits same prices as Ship Augers.

Expansive—Clark's small, \$2.00; large, \$2.75; Steers, small, \$3.25; large, \$4.00.

Expansive—Clark's, small, \$1.75; large, \$2.75. Steers, 45c; 4, 50c. Steers, No. 1, 65c; 2, 70c; 3, 75c; 4, 85c; 5, \$1.25.

BLOCKS—Tackle—

Steel—

Size	Each
3-inch	.85
4-inch	1.00
5-inch	1.10
6-inch	1.30
8-inch	2.50
10-inch	4.25

Double—Plain Bushed—

Size	Each
3-inch	1.50
4-inch	1.90
5-inch	2.10
6-inch	2.40
8-inch	4.35
10-inch	7.00

Triple—Plain Bushed—

Size	Each
3-inch	2.10
4-inch	2.60
5-inch	2.75
6-inch	2.80
8-inch	6.50
10-inch	9.50

Single—Roller Bushed—

Size	Each
4-inch	2.25
6-inch	3.00
8-inch	5.25
10-inch	8.50

Double—Roller Bushed—

Size	Each
4-inch	4.50
6-inch	5.50
8-inch	9.75
10-inch	14.50

Triple—Roller Bushed—

Size	Each
4-inch	6.25
6-inch	7.57
8-inch	13.75

Wood—

Size	Each
3-inch	3.50
4-inch	5.75
6-inch	8.50
8-inch	13.75
10-inch	14.50

Triple—Roller Bushed—

Size	Each
4-inch	8.75
5-inch	4.25
6-inch	5.25

BLOWERS—With Teyere Irons—No. 400 Champion, \$37.50; No. 40, Lancaster, \$25.00; Royal, \$40.00.

BLOWERS—Buffalo—No. 800 (with Teyere irons), \$35.00; No. 200 (with Teyere irons), \$24.00; No. 2E Variable Speed, \$44.00.

BOARDS—IRONING—

With Table—No. 2, Plain, \$2.50 each; No. 10 Springer, 60x16", no sleeve board, \$3.50; No. 20 Springer, 54x13",

no sleeve board, \$3.25; No. 40 Springer, 50x12", no sleeve board, \$3.00.

Without Table (skirt Boards)—4-foot, \$1.00 each; 5-foot, \$1.25; 5½-foot, \$1.50; 6-foot, \$1.75.

BOARDS, STOVE—

Wood Lined—Size 24x24, \$1.90 each; 24x36, \$2.65; 26x26, \$2.25; 26x32, \$2.65; 28x28, \$2.65; 28x34, \$3.00; 30x30, \$3.00; 30x38, \$3.50; 32x32, \$3.50; 32x42, \$4.00; 36x36, \$4.00.

Paper Lined—Size 18x18, \$1.05 each; 24x24, \$1.15; 26x26, \$1.25; 28x28, \$1.40; 30x30, \$1.65; 32x32, \$2.00; 26x36, \$1.65; 28x32, \$1.85; 30x36, \$2.25.

BOARDS, WASH—Brass, King, 85c each; Toy, Zinc, 25c; Single Zinc, Invincible, 45c; Double Zinc, Checkmate, 80c; Glass, 75c; Blue Enamel, 90c; Single Zinc, Pioneer, 55c; Single Zinc, Model Globe, 60c.

BOLTS—Common Carriage—

Size	3-16 & ¼-in.	5-16-in.	¾-in.	1-in.
1½.....	Doz. 100	Doz. 100	Doz. 100	Doz. 100
2.....	20 1.20	30 1.70	.35 2.30	.70 4.40
2½.....	20 1.35	30 1.85	.40 2.45	.70 4.40
3.....	25 1.45	35 2.00	.45 2.65	.70 4.40
3½.....	25 1.55	35 2.10	.45 2.85	.75 4.75
4.....	30 1.70	35 2.25	.50 3.05	.80 5.15
4½.....	30 1.80	40 2.40	.50 3.25	.90 5.55
5.....	30 1.95	40 2.55	.55 3.40	.95 5.85
5½.....	35 2.05	45 2.70	.60 3.65	1.00 6.25
6.....	35 2.15	45 2.80	.60 3.85	1.05 6.65
6½.....	40 2.30	50 3.00	.65 4.00	1.15 7.05
7.....	45 2.70	55 3.50	.75 4.75	1.20 7.40
7½.....	45 2.85	60 3.65	.80 4.90	1.25 7.75
8.....	50 3.10	65 3.95	.85 5.40	1.35 8.55
9.....	.....	70 4.30	.95 5.80	1.50 9.80
10.....	.....	75 4.65	1.00 6.25	1.60 10.00
11.....	.....	80 4.95	1.05 6.65	1.75 10.80
12.....	.....	85 5.30	1.15 7.10	1.85 11.50

BOLTS—Expansion—(See Expansion Shields).

BOLTS—Stove—

Size	5/8"	7/8"	1"	1½"
1.....	Doz. 100	Doz. 100	Doz. 100	Doz. 100
1½.....	10 .50	10 .50	10 .75	10 .75
2.....	10 .50	10 .50	10 .75	10 .75
2½.....	10 .50	10 .50	10 .75	10 .75
3.....	10 .50	10 .50	10 .75	10 .75
3½.....	10 .55	10 .55	10 .80	10 .80
4.....	10 .55	10 .55	10 .80	10 .80
4½.....	10 .60	10 .60	10 .85	10 .85
5.....	10 .65	10 .65	10 .90	10 .90
5½.....	10 .70	10 .70	10 .95	10 .95
6.....	10 .75	10 .75	10 .95	10 .95
6½.....	10 .75	10 .75	10 .95	10 .95
7.....	10 .75	10 .75	10 .95	10 .95
7½.....	10 .75	10 .75	10 .95	10 .95
8.....	10 .75	10 .75	10 .95	10 .95
8½.....	10 .75	10 .75	10 .95	10 .95
9.....	10 .75	10 .75	10 .95	10 .95
9½.....	10 .75	10 .75	10 .95	10 .95
10.....	10 .75	10 .75	10 .95	10 .95
10½.....	10 .75	10 .75	10 .95	10 .95
11.....	10 .75	10 .75	10 .95	10 .95
11½.....	10 .75	10 .75	10 .95	10 .95
12.....	10 .75	10 .75	10 .95	10 .95

Machine, Square Head and Nut—

Size	Doz. 100	5-16-in.	¾-in.	1-in.	1½-in.
1-1½.....	30 1.75	35 2.10	.40 2.55	.55 3.60	.....
2.....	30 1.85	35 2.25	.45 2.70	.60 3.85	.....
2½.....	30 1.95	35 2.35	.45 2.85	.65 4.20	.....
3.....	35 2.05	40 2.45	.50 3.05	.70 4.45	.....
3½.....	35 2.15	40 2.60	.50 3.20	.75 4.60	.....
4.....	35 2.20	45 2.75	.55 3.35	.80 4.85	.....
4½.....	45 2.75	55 3.45	.65 4.25	.85 5.10	.....
5.....	45 2.85	55 3.60	.70 4.50	.90 5.35	.....
5½.....	50 3.05	60 3.75	.75 4.60	.95 5.60	.....
6.....	50 3.20	65 3.95	.80 4.90	1.00 5.85	.....
6½.....	55 3.30	65 4.10	.85 5.10	1.05 6.15	.....
7.....	.....	70 4.25	.90 5.25	1.10 6.40	.....
8.....	.....	75 4.50	.95 5.75	1.15 6.90	.....
9.....	.....	80 4.85	1.00 6.15	1.20 7.40	.....
10.....	.....	.....	1.05 6.55	.....	.....
11.....	.....	.....	1.10 6.95	.....	.....
12.....	.....	.....	1.15 7.30	.....	.....

Size—

Size	Doz. 100	¾-in.	1-in.	1½-in.
1-1½.....	75 4.60	1.05 6.55	1.55 9.80	.....
2.....	80 4.90	1.15 7.15	1.70 10.50	.....
2½.....	85 5.25	1.20 7.60	1.80 11.25	.....
3.....	90 5.60	1.30 8.05	1.90 11.90	.....
3½.....	95 5.90	1.35 8.55	2.00 12.65	.....
4.....	100 6.25	1.45 9.05	2.15 13.35	.....
4½.....	105 6.55	1.55 9.55	2.25 14.00	.....
5.....	110 6.90	1.60 10.00	2.35 14.75	.....
5½.....	115 7.25	1.70 10.50	2.50 15.45	.....
6.....	120 7.55	1.75 11.00	2.60 16.15	.....
6½.....	125 7.90	1.85 11.50	2.70 16.85	.....
7.....	130 8.20	1.95 12.00	2.80 17.55	.....
8.....	140 8.90	2.10 13.00	3.00 18.95	.....
9.....	155 9.55	2.25 14.00	3.25 20.35	.....
10.....	165 10.20	2.40 14.85	3.50 21.75	.....
11.....	175 10.90	2.55 15.85	3.75 23.15	.....
12.....	185 11.50	2.70 16.80	3.95 24.55	.....
13.....	195 12.25	2.85 17.75	4.15 25.95	.....
14.....	205 12.85	3.00 18.75	4.40 27.35	.....
15.....	215 13.50	3.15 19.70	4.60 28.75	.....
16.....	230 14.35	3.30 20.70	4.85 30.15	.....
17.....	240 14.85	3.45 21.65	5.05 31.55	.....
18.....	250 15.55	3.60 22.60	5.25 32.95	.....
19.....	260 16.20	3.80 23.60	5.50 34.35	.....
20.....	270 16.85	3.95 24.55	5.75 35.75	.....
21.....	280 17.55	4.10 25.55	5.95 37.10	.....
22.....	290 18.20	4.25 26.50	6.15 38.50	.....

HARDWARE WORLD RETAIL SELLING PRICES—Continued.

BOLTS—Machine—Continued.

23	3.00	18.85	4.40	27.50	6.40	89.90
24	8.15	19.50	4.55	28.45	6.80	41.80
25	3.25	20.20	4.70	29.45	6.85	42.75
26	8.35	20.85	4.85	30.40	7.05	44.15
27	8.45	21.50	5.00	31.35	7.30	45.55
28	8.55	22.20	5.15	32.35	7.50	47.00
29	8.65	22.85	5.30	33.30	7.75	48.40
30	8.80	23.50	5.50	34.25	7.95	49.80

BOLTS—Barrel—

Wrought Steel, Japanned—		6-inch	.75
2 1/2-inch	.10	10-inch	1.75
3-inch	.15	Cupboard, Other Finishes—	
4-inch	.20	3-inch	.75
5-inch	.25	6-inch	1.00
6-inch	.25	Flush—Angle—All Finishes, Cast Bronze—	
Extra Heavy Wrought Steel, Japanned—		2-inch	.80
4-inch	.20	3-inch	.80
5-inch	.25	4-inch	.85
6-inch	.30	6-inch	.50
8-inch	.45	Lever—Cast Bronze, All Finishes—	
Wrought Steel, Ant. Copper		3 1/2-inch	.85
2 1/2-inch	.30	5-inch	1.05
3-inch	.35	T Head—Wrought Bronze, All Finishes—	
4-inch	.30	3-inch	.25
5-inch	.30	4-inch	.30
6-inch	.35	5-inch	.35
Cast Iron, Japanned—		6-inch	.45
3-inch	.15	Cast Bronze, All Finishes—	
4-inch	.15	3-inch	.35
5-inch	.20	4-inch	.45
6-inch	.25	5-inch	.60
8-inch	.35	Foot—	
Chain—		Cast Iron, Japanned—	
6-inch	.40	6-inch	.85
8-inch	.50	8-inch	.45
10-inch	.70	10-inch	.65
Cast Iron, Amber or Bronzed—		Amber or Bronzed—	
4-inch	.30	6-inch	.40
6-inch	.45	8-inch	.50
8-inch	.55	Other Finishes—	
Cast Iron, Ant. Copper or Dull Brass—		4-inch	.60
4-inch	.60	6-inch	.70
6-inch	.75	8-inch	.80
8-inch	.85	Foot Wrought Steel—Cupboard, Japanned—	
Cast Iron, Ant. Brass or Int. Barff—		3-inch	.50
4-inch	.60	6-inch	.75
6-inch	.80	10-inch	1.75
8-inch	.90	Cupboard, Copper or Bronze—	
Cupboard, Japanned—		3-inch	.65
3-inch	.55	6-inch	.85
BOLTS—Toggle—(See Toggle Bolts).			

BOLTS—Toggle—(See Toggle Bolts).**BOTTLES—Vacuum—**

Thermos—		FILLERS—Thermos and Uni-	
10	2.35	versal—	1.75
10Q	3.50	½ Pint	2.00
11	2.50	1 Pint	3.25
11Q	4.00	1 Quart	
14	2.75	LUNCH KITS—	
14Q	4.35	Thermos—	
15½	3.25	891 and 895	8.75
15	3.50	892 and 896	4.00
15Q	5.25	898 and 897	4.25
6	3.75	894 and 898	5.00
6Q	5.75	Universal—	
Universal—		810	4.00
21	2.65	410	4.85
22	4.25	420	4.85
61	2.85	820	4.50
62	3.75	4070	5.75
71	3.00	Thermos—Food Jars, Fillers	
72	4.65	600	3.75 1.85
91	3.75	601	4.25 2.10
92	5.50	602	6.25 3.25
81	4.00	Thermos—Jugs, Fillers	
82	6.00	556	8.25 3.60
592	6.50	557	8.50 4.75
		Thermos—Cases—	
		104	5.00
		104Q	6.50
		114	6.75
		114Q	10.00
		180	9.00
		180Q	11.00
Ferrostat—			
504R	10.00		
505R 2-qt.	14.50		
505N	14.50		

RETAIL SELLING PRICES—Continued.

BRUSHES—Continued—

Window	Squeegee, 10-in. ....	.30
Gray fibre	Squeegee, 12-in. ....	.35
Black horsehair	Squeegee, 14-in. ....	.40
Pope's Eye	Squeegee, 16-in. ....	.50

BUCKETS—(See Galv. Ware)—

BUTTS—(See Hinges)—

OALKS—Boot—Screw, all sizes, box of 50, 75c; Drive, all sizes, box of 100, 85c; Tote, blunt, side, heel or country pattern, 15c lb.

CANT HOOKS —	Maple Hdl.	Hickory Hdl.
2 1/4 x 4 1/4	2.75	3.25
2 1/2 x 4 1/4	2.85	3.25

CAPS—Roofing. Per lb., 20c.**CARBORUNDUM**—Grain, per lb., bulk, 50c.**CARRIERS**—Timber—No. 425 4-ft. maple, \$3.50.

CARRIERS—Hay—Using Manila rope for steel, wood, cable track, \$10.50 each; using wire cable or manila rope for steel, wood, cable track, \$13.50; Sling, \$19.00; Steel Hay Carrier Track, 30c foot; Steel Hay Carrier Hanging Hooks, 20c each; Rafter Brackets, 10c.

CATCHERS—GRASS—No. 9, all duck, \$1.75; 10G, galv. bottom, \$2.00; 11 all duck, \$2.25; 12G galv. bottom, \$2.50; RRI, \$1.00; Eureka, 85c; 16G, \$1.50; 5G, \$1.75.

CESSPOOLS—BELL—

2-inch 6x6 Bell	Hinge.	Loose.
3-inch 9x9 Bell	1.40	1.15
4-inch 13x18 Bell	2.00	1.80
	4.75	3.75

CHAINS—Tire.

Tire-Rid-O-Skid		3 x32	5.90
Size.	Pair	3 1/4 x30	5.90
3 x28	2.50	3 1/2 x32	6.50
3 x30	2.60	3 3/4 x34	7.25
3 x32	3.70	4 x31	7.25
3 1/4 x30	3.75	4 x32	7.25
3 1/2 x32	3.95	4 x33	7.75
3 3/4 x34	4.05	4 x34	8.25
4 x31	4.15	4 x35	8.75
4 x32	4.80	4 x36	8.75
4 x33	4.40	4 x37	9.50
4 x34	4.55	4 1/2 x32	8.25
4 x35	4.65	4 1/2 x33	8.60
4 x36	4.80	4 1/2 x34	8.75
4 1/2 x34	4.75	4 1/2 x35	9.50
4 1/2 x35	4.85	4 1/2 x36	9.50
4 1/2 x36	5.20	4 1/2 x37	10.25
4 1/2 x37	5.50	5 x35	10.75
5 x37	6.50	5 x36	10.75
		5 x37	11.50
Tire—Weeds'		5 1/2 x36	14.50
Size.	Pair	5 1/2 x37	15.25
3 x28	4.75	5 1/2 x38	16.50
3 x30	5.85		

CHAIN—New German Straight Link (Coil)—

6-0, 15c ft.; 5-0, 18c; 4-0, 12c; 3-0, 10c; 2-0, 10c; 0, 9c; 1, 8c; 2, 8c.

Norway Straight Link (coil)—1/4, 35c lb.; 1/2, 35c lb.; 3/4, 30c lb.

Passing Link (coil)—4-0, 18c ft.; 3-0, 11c ft.; 2-0, 10c ft.

Proof Straight Link (coil)—3-16 black, 30c lb.; 1/4, 25c lb.; 5-16, 22c lb.; 1/2, 20c lb.; 7-16, 20c lb.; 3/4, 18c lb.; 1, 18c lb.; 1 1/4, 18c lb.

Proof Twisted Link (coil)—3-16 black, 38c lb.; 1/4, 28c lb.; 5-16, 24c lb.; 1/2, 23c lb.; 7-16, 22c lb.

B. B. Proof Straight Link (coil)—5-16, 25c lb.; 1/2, 22c lb.; 3/4, 20c lb.; 1, 20c lb.; 1 1/4, 20c lb.

Twisted Machine Coppered (coil)—4-0, 20c ft.; 3-0, 17c ft.; 2-0, 15c ft.; 0, 13c ft.

Jack: Iron—No. 20, 7 1/4c yd.; No. 18, 7 1/4c; No. 16, 7 1/4c; No. 14, 7 1/4c; No. 12, 10c; No. 10, 10c; No. 8, 12 1/2c; No. 6, 18c.

Jack: Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 12 1/2c; No. 114, 18c; No. 112, 20c; No. 110, 25c; No. 100, 40c.

Safety Brass and Nickel Plated—00 and N00, 20c yd.; 0-N0, 20c yd.; 1-N1, 25c yd.; 2-N2, 35c yd.; 3, 40c yd.

Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 4c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 3 1/4c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft.

Sash Chain Fasteners—12, 15c set; 100, 45c set.

CHALK—Carpenter's, per piece, 5c. School Crayon, small quantities, 1c each; dustless, 75c gross lots; common, 50c gross lots.

CHALK LINE—Yellow, 50-ft. hank, 20c; 100-ft. hank, 35c.

Braided white, 20-ft. hanks, size 120, 10c each; 220, 10c; 320, 10c. 50-ft. balls, size 150, 20c each; 250, 20c each; 350, 20c each.

CHECKS—Door—All makes. Liquid Checks—A-11, \$5.75; B-12, \$7.65; C-13, \$8.75; D-14, \$11.00; E-15, \$14.00. For hold open arm, add \$1.00 each.

CLAMPS—Stearns' Special Joiners—Opens 1 ft, pair \$4.75; 1 1/4 ft., \$5.25; 2 ft., \$5.50.

Carpenters'—Open 3 ft., \$8.25 pair; 4 ft., \$9.25; 5 ft., \$10.00; 6 ft., \$17.25; 8 ft., \$22.

Carriage Makers'—Common, 2 1/4 inch, 60c each; 3 inch, 70c; 4 inch, 95c; 5 inch, \$1.25; 6 inch, \$1.50; 7 inch, \$1.90; 8 inch, \$2.50; 10 inch, \$2.65; 12 inch, \$4.15. Stearns' Adjustable, 3 inch, 75c; 5 inch, \$1.00; 7 inch, \$1.65; 9 inch, \$3.00; 12 inch, \$3.75; 16 inch \$3.50.

Quilt Frame—No. 1, 10c each; 3, 15c; 22, 10c; 23, 15c.

CHISELS—

	Socket Firmer . Bev. Edge	Whites No. 2	Pocket Bev. Edge	Inside or Outside Bevel
1/4	1.00	1.30	1.20	1.35
3/8	1.05	1.35	1.25	1.35
1/2	1.10	1.40	1.30	1.35
5/8	1.15	1.45	1.35	1.40
3/4	1.20	1.50	1.40	1.50
7/8	1.25	1.55	1.45	1.65
1	1.30	1.65	1.55	1.75
1 1/4	1.35	1.75	1.60	1.85
1 1/2	1.45	1.90	1.75	2.00
1 3/4	1.50	2.00	1.85	2.25
1 7/8	1.65	2.15	1.95	2.50
2	1.80	2.30	2.10	2.75

	Bucks No. 4	Blacksmiths' Cold or Hot Eye
1	.90	.75
1 1/4	1.10	.85
1 1/2	1.25	1.00
1 3/4	1.25	1.25
1 7/8	1.65	1.50
2	1.75	2.50
		3.00

	Cold Com.	Cold Special	Cape	Round Nose	Diamond Point
1/4	.20	.35	.50	.50	.50
5-16	.20	.35	.50	.50	.55
3/8	.20	.35	.50	.55	.60
1/2	.25	.45	.65	.65	.75
5/8	.35	.50	.75	.70	.85
3/4	.50	.65	.85	.90	1.00
7/8	.65	.90	...	...	1.25
1	.85	1.00	...	...	1.50

CHOPPERS—Meat and Food—

No.	Enterprise	Each.	Universal	Russwin
5	3.50	0	2.00	
10	5.50	1	2.50	
12	5.00	2	3.00	
22	8.50	3	4.00	
32	11.00	304	8.75	
501	2.00	0 R	2.35	
602	2.50	1 R	2.75	
708	3.25	2 R	3.25	
		3 R	4.25	

CHURNS—Barrel—Acme, No. 0, \$7.50; 1, \$8.50; 2, \$9.25; 3, \$10.50; 4, \$13.50; 5, \$16.00.

Improved Cylinder—No. 1, \$5.00; 2, \$6.00; 3, \$7.00; 4, \$8.00.

Sturges Steel—No. 1, \$9.00; 2, \$11.00; 3, \$12.50.

Glass Family—Universal, No. 15, \$2.75; 125, \$3.25; 135, \$4.00; 145, \$4.50. Dazey, No. 10, \$1.75; 30, \$2.25; 80, \$2.75; 40, \$3.50. Extra Jara, Dazey, No. 10, 40c each; 20, 65c; 30, 90c; 40, 1.15.

Dazey—Tin, No. 200, 2-gal., \$4.75; 300, 3-gal., \$6.00; 400, 4-gal., \$7.25; 600, 6-gal., \$9.50.

Dash—IX Tin, 2-gal., \$2.00; 3-gal., \$2.25; 4-gal., \$2.50; 5-gal., \$2.75; 6-gal., \$3.00. Dash and handle, 30c extra.

CLEANERS—Window—

Rubber—

	10-inch	16-inch	Wood Floor—
	.40	.60	14-inch
	.50	.70	16-inch
	.55		.75

CLEVISSES—Malleable, 22c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to 3/4 inc., each, 15c; 1/2, 20c; 3/4, 25c; 1, 35c; 1 1/4, 50c; 1 1/2, 60c.

CLIPPERS—Bolt—

New Easy—

No.	Extra Cutters—
No. 0	2.00
No. 1	2.50
No. 2	3.50
No. 3	4.50

O. K.—

10-inch 2.85 14-inch 3.00

CLOCKS—(Alarm)—Ace, \$3.75 each; America, \$1.75; Automatic, \$6.00; Bingo, \$4.00; Brownie, \$4.50; Circle, \$3.25; Columbia, \$3.75; Ideal, \$3.00; Indian, \$2.00; Iron Clad, \$3.00; Lookout, \$2.50; Prompter, \$3.25; Simplex, \$6.00; Sleepmeter 2, \$3.00; Sleepmeter 3, \$3.25; Startle, \$3.50; Tattoo Jr., \$4.25; Tattoo Int, \$4.25.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH—Emery, Nos. 00 to 2 1/4, 10c straight; Nos. 1 to 3, 15c. Carborundum or Aloxit—Nos. FF-90, 15c straight.

CLOTH, WIRE—

Mesh.	Sq. ft.	Screen	Sq. ft.
1 inch	.16	12 M—Black	.04
1/2 inch	.13	14 M—Black	.04 1/2
3/8 inch	.12	16 M—Black	.05 1/2
2 mesh	.09	14 M—Bronze	.16
3 mesh	.10	14 M—Galvanized	.05
4 mesh	.10	16 M—Galvanized	.05 1/2
6 mesh	.11	14 M—Opal or Galv.	.06
8 mesh	.11	16 M—Opal or Galv.	.06 1/2

RETAIL SELLING PRICES—Continued.

COAL—Blacksmith—

Catch weight sacks, per 100 lbs. \$2.50

COAL CHUTES—Hercules—

No. 1, 16x18.....	13.00	No. 5, 20x24.....	17.50
No. 2, 18x20.....	15.00	No. 6, 16x18.....	14.50
No. 3, 20x24.....	20.00	No. 7, 20x24.....	17.50
No. 4, 16x18.....	11.00	No. 8, 18x24.....	28.00

COOKS—

No.	Each	No.	Each
Ball 660—		Floats 395—	
1/4-inch.....	1.25	5-inch.....	.75
3/4-inch.....	1.50	6-inch.....	1.00
1-inch.....	1.85	7-inch.....	1.75
1 1/4-inch.....	3.00	8-inch.....	2.50
1 1/2-inch.....	4.75	10-inch.....	5.00
1285		Gas Hose—	
1/4-inch.....	2.50	1/4-inch.....	.80
3/4-inch.....	2.65	1/2-inch.....	.85
1-inch.....	3.25	3/4-inch.....	.50
1 1/4-inch.....	5.50		
1 1/2-inch.....	8.00		

Service, Standard—Square or Flat Head—

Each	1/4"	3/8"	1/2"	3/4"	1"	1 1/4"	1 1/2"	2"
.....	.80	.85	.95	1.10	1.85	2.90	4.00	7.00

COPPER—Sheet, 70c lb.; Bars, round, 75c lb.; Tubing, 85c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.....	Each	5 pints.....	2.50
8 1/4 inch.....	3.00	6 pints.....	2.75
9 1/4 inch.....	3.25	Tea Pots.....	Each
10 1/4 inch.....	3.50	2 pints.....	1.75
Coffee Pots.....	Each	3 pints.....	2.00
3 pints.....	3.00	4 pints.....	2.25
4 pints.....	2.35	5 pints.....	2.50

COPPERS, SOLDERING—Family—

1.....	1.65
2.....	1.50

Tinner's—

1/2 pound, per pair.....	.25
1 pound, per pair.....	.40
1 1/2 pound, per pair.....	.60
2 pound, per pair.....	.80
3 to 14 pounds.....	.75

CORD—(Sash)—Samson Spot Braided. Common, \$1.35 per lb.; Silver Lake, \$1.85 per lb.; Waterproof-coil, \$1.85 per lb.; 3-16 inch, \$2.75 per hank; 7-32 inch, \$3.60 per hank; 1/4 inch, \$4.00 per hank; 5-16 inch, \$6.50 per hank; 3/4 inch, \$9.75 per hank.

CORD, TINNED PICTURE—

No. 0, 10c pkg.; 1, 15c; 2, 15c; 3, 20c; 4, 25c.

COTTERS—Hammer Lock or Regular Spring.

Length	1-16, 5-64, 3-32 in.	1/2 in.	5-32 in.
100	1000	100	1000
1/2-inch.....	\$.20	\$ 1.25	\$.30
3/4-inch.....	.25	1.40	.30
1-inch.....	.25	1.65	.35
1 1/4-inch.....	.25	1.80	.40
1 1/2-inch.....	.30	2.05	.45
2-inch.....	.35	2.50	.50
			8.40
			.70
			4.75
			5-16 in.
1/2-inch.....	\$.50	\$ 3.75	
1-inch.....	.60	4.25	\$ 1.00
1 1/4-inch.....	.70	5.00	1.10
1 1/2-inch.....	.80	5.50	1.25
2-inch.....	.90	6.00	1.50
2 1/2-inch.....	1.00	6.75	1.75
	1.10	7.75	2.00

CRAYON—Lumber, 10c; Soapstone, 5c.

CUTTERS—Pipe—Barnes, No. 1, \$3.40 each; 2, \$4.50; 3, \$7.50; 4, \$15.00; 5, \$22.50; 6, \$30.

Saunders—No. 1, \$2.55 each; 2, \$3.85; 3, \$9.35; 4, \$15.30.

Trim—No. 1, \$3.40 each; 2, \$4.50; 3, \$7.50.

DAMPERS—Stove Pipe—No. 3, 15c each; 4, 20c; 5, 20c; 6, 25c; 7, 35c; 8, 50c; 9, 65c; 10, 75c.

DIVIDERS—Wing, No. 1 and 2, 6-inch, 65c pair; 7-inch, 75c; 8-inch, 85c; 10-inch, \$1.15. No. 35, 6-inch, 75c pair; 7-inch, 85c; 8-inch, \$1.00; 10-inch, \$1.25; 12-inch, \$1.35; 14-inch, \$2.50.

Excelsior—6-inch, 90c; 8-inch, \$1.25; 10-inch, \$1.65.

DOLLIES—Timber—

No. 649, 6-inch.....\$9.00 No. 650, 8-inch.....\$12.50

DOORS—Ash Pit—

8x8.....	1.60	10x12.....	2.85
8x10.....	1.75	12x15.....	4.50

ASH TRAPS—Common, 7x9, 70c; Adams Double, 80c.

DOORS—Screen, Black—

Common, 1/4-inch, 2-6x6-6.....	2.75
Common, 3/4-inch, 2-8x6-8.....	2.85
Common, 1 1/4-inch, 2-6x6-6.....	3.25
Common, 1 1/4-inch, 2-6x6-8.....	3.50
Common, 1 1/4-inch, 2-10x6-10.....	3.75
Common, 1 1/4-inch, 3x7.....	4.00

DRILLS—

Goodell-Pratt Bench Drills—

No.	Each	No.	Each
8.....	7.25	87.....	12.00
8 1/2.....	9.50	97.....	13.00
9 1/2.....	13.25	118.....	7.50
10 1/2.....	23.60		
490 1/2.....	17.80		

Yankee—Millers Falls, Hand—

1.....	8.50
2.....	5.00
3A.....	4.25
5.....	3.75
98.....	5.75
105.....	8.50
306.....	4.75
343.....	3.00
1980.....	6.00

Goodell-Pratt Breast Drills—

6.....	5.85
07.....	5.50
245.....	5.00
279.....	13.25

Millers Falls (Breast)—

12.....	6.75
12 A.....	6.25

Drill Presses—Millers Falls

20.....	11.00
21.....	15.00
22.....	5.00
23.....	7.50
210.....	15.00

Hand Drills—

No.	Each	No.	Each
-----	------	-----	------

4.....	3.10	445.....	5.50
4 1/2.....	2.55	455.....	6.25
5.....	5.00	545.....	9.25
5 1/2 B.....	5.00	550.....	9.00
49.....	2.00	555.....	10.00
52.....	2.75	1430.....	8.25
53.....	3.30	1445.....	5.50
54.....	3.65	1455.....	6.25
154.....	5.00	1530.....	4.75
259.....	6.00	1540.....	7.50
329.....	3.10	1545.....	9.25
385.....	7.25	1550.....	9.00
379.....	3.80	1555.....	10.00

Chain Drills—Goodell-Pratt

307.....	4.50	318.....	6.60
316.....	4.50	1500.....	4.50
317.....	5.50		

Yankee Automatic

41.....	2.65	44.....	3.00
42.....	2.00	50.....	3.75

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
300.....	.95	305.....	.50
301.....	.95		

Yankee Drill Points

Set of 8, 75c; each 10c.

Bits, Wood (Syracuse Pattern)

Thirtyseconds—	Ea.	No.	Ea.
----------------	-----	-----	-----

2.....	.30	12.....	.45
3.....	.30	13.....	.50
4.....	.30	14.....	.50
5.....	.35	15.....	.55
6.....	.35	16.....	.60
7.....	.30	17.....	.65
8.....	.35	18.....	.70
9.....	.40	19.....	.75
10.....	.40	20.....	.80
11.....	.45	24.....	1.00

Bit Stock Twist Drills for metal or wood—

1-16.....	.15	15-32.....	.80
3-32.....	.30	1/2.....	.90
1/2.....	.28	17-32.....	1.00
5-32.....	.25	9-16.....	1.10
8-16.....	.30	19-32.....	1.20
7-32.....	.35	1/2.....	1.30
1/2.....	.40	11-16.....	1.40
9-32.....	.45	3/4.....	1.60
5-16.....	.55	13-16.....	1.80
11-32.....	.60	3/4.....	2.00
3/4.....	.65	15-16.....	2.20
13-32.....	.70	1.....	2.40
7-16.....	.75		

Straight Shank Carbon steel, Short Set—

1-32.....	.10	7-32.....	.20
3-64.....	.10	15-64.....	.25
1-16.....	.15	3/4.....	.25
5-64.....	.15	9-32.....	.30
3-32.....	.15	5-16.....	.35
7-64.....	.15	11-32.....	.40
1/2.....	.15	3/4.....	.45
9-64.....	.15	13-32.....	.50
5-32.....	.15	7-16.....	.60
11-64.....	.20	15-32.....	.70
3-16.....	.20	1/2.....	.80
13-64.....	.20		

Straight Shank, Wire Gauge Carbon Steel—

1 to 5.....	.25	36 to 40.....	.16
6 to 10.....	.22	41 to 45.....	.16
11 to 15.....	.20	46 to 50.....	.15
16 to 20.....	.18	51 to 55.....	.15
21 to 25.....	.17	56 to 60.....	.15
26 to 30.....	.16	61 to 80.....	.10
31 to 35.....	.16		

ELECTRIC APPLIANCES—

Universal Goods—	
Dishes, Chafing—	
E921	15.75
E940	21.50
E9850	18.50
Grills—	
E982	10.50
E984	12.50
Heaters, Immersion—	
E970	6.00
Irons, Curling—	
E9901	6.50
E99011	7.25
Irons, Pressing—	
E901	8.00
E902	7.00
E905	7.00
E9023	6.25
E9035	7.00
E9051	7.75
E9081	8.50
Irons, Waffle—	
E930	16.50
Pads, Heating—	
E9940	10.00
Percolators—	
E9025	13.50
E9027	14.00
E9029	15.00
E9435	15.00
Hot Point Goods—	
Chafing Dishes—No. 20501, \$10.00 each; 20502, \$16.00; 20503, \$18.50.	
Coffee Percolators — No. 20610, \$10.00 each; 20611, \$10.00; 20620, \$12.50; 20621, \$12.75; 20622, \$15.75; 20650, \$15.75; 20651, \$19.50; 20652, \$23.00.	
Grills—No. 20101, \$9.50 each; 20103, \$11.50; 20104, \$10.50.	
Percolator Sets — No. 41484, \$40.75; 41486, \$32.75; 41585, \$39.25.	
Curling Irons—No. 112L1, \$7.00; 112L2, \$6.00.	
Heaters—No. 80501, \$20.00 each; 80502, \$27.00; 80503, \$36.25; 80603, \$28.75; 80604, \$40.25.	
Heating Pads—No. 50142, \$6.50 each; 50151, \$9.00.	
Immersion Heaters—No. 50201, \$6.00 each; 50202, \$7.00; 50203, \$8.00.	
Irons—No. 10715, \$19.00 each; 10720, \$20.50; 10725, \$26.00; 11203, \$5.75; 11205, \$6.75; 11206, \$6.75; 11307, \$9.00; 11808, \$9.00; 11810, \$10.00; 11812, \$15.00; 11815, \$16.50; 20504, \$3.00.	
Ovenette—No. 40701, \$5.00 each.	
Stoves—No. 20801, \$6.50 each; 20802, \$7.00; 40101, \$8.50; 40102, \$10.25; 40103, \$14.25; 40104, \$16.50; 40105, \$19.50; 40106, \$7.25.	
Toaster—No. 114T5, \$6.75 each; 114T5½, \$6.25; 115T1, \$6.75.	
Vacuum Cleaners—No. 60102, \$37.50 each; 60103, \$42.00.	
Attachments, \$10.00.	

ELECTRICAL SUPPLIES—

Attachment Plugs, No. 903, Benjamin.	Each	.25
No. 500, Bryant		.30
Bells, 2½-inch Eclipse, Iron Box.		.75
3-inch Eclipse, Iron Box.		.85
Buzzers, Iron Box		.75
Watch Case		.75
Cleats, 2 and 3 wire, unglazed.	Pair	.06
Clusters, No. 92, Benjamin, 2-light.	Each	1.15
No. 93, Benjamin, 3-light.		1.50
No. 94, Benjamin, 4-light.		1.75
Porcelain Rings for Clusters.		.10
Cord, No. 18, Green and Yellow Twisted Lamp.	Foot	.05
No. 18, Heater, Twisted.		.08
Fuses, 6, 10, 15, 20, 25, 30 amp.	Each	.10
Globes, 6x8½, R. I. Ball.		.60
8x8½ or 4 Ball.		1.25
Knobs, No. 5½, solid.	Each	.08½
No. 5½, split		.05
Lamp Guards, Style A—16 O. P.		.80
Style H—16 O. P.		.85
Style H—22 O. P.		.45
Loxon, 40 watt (guard only).		.65
Loxon, 60 watt (guard only).		.70
Key for Loxon Guards.		.10
Loom, 7-32 (250 feet in coil).	Foot	.09
¾ (250 feet in coil).		.10
Receptacles, No. 226, Porcelain Cleat.	Each	.25
No. 195, Freeman Key, brass.		.65
No. 188, Freeman Key, brass.		.75
Rosettes, No. 319, Cleat.		.15
No. 333, Concealed		.35
Switches, No. 400, Common Snap.		.45
No. 403, Indicating Snap		.50
No. 459, 3-way Snap		.85
No. 4401, Single Pole Push.		.60
No. 4403, 3-way Push		.75
No. 707, Single Pole, 1-way Baby Knife.		.85

No. 708, Single Pole, 2-way Baby Knife.....	.60				
No. 709, Double Pole, 1-way Baby Knife.....	.65				
No. 710, Double Pole, 2-way Baby Knife.....	.80				
Sockets, 1/2-inch and Pendant Cap Key BB.....	.45				
Pull Chain.....	.85				
Shades, 8-inch Tin Cone.....	.55				
10-inch Tin Cone.....	.60				
8-inch Flat Tin.....	.50				
10-inch Flat Tin.....	.75				
Shade Holders, 2 1/4-inch P. & A., BB.....	.15				
3 1/4-inch P. & A., BB.....	.25				
Tubes, Porcelain, 5-16x3.....	.02 1/2				
5-16x4.....	.04 1/2				
5-16x5.....	.06				
5-16x6.....	.07				
Tape, Durafix Friction, 1/4-lb. rolls.....	Lb. .80				
Sticktite Friction, 1/2-lb. rolls.....	.80				
Paraweld Rubber, 1/2-lb. rolls.....	.80				
Wire, No. 10, S. B. Solid R. C.....	Foot .05 1/2				
No. 12, S. B., Solid R. C.....	.08 1/2				
No. 14, S. B., Solid R. C.....	.08				
No. 18, Single Bell.....	Lb. .90				
No. 20, Twisted Bell.....	.90				
No. 18, Black R. C. Fixture.....	100 Feet 1.25				
EMERY—Per lb., 25c.....					
Stones—See Stones.....					
Cloth—See Cloth.....					
Wheels—See Wheels.....					
EXPANSION SHIELDS—					
Star Machine Bolt Type—1/4 in., \$4.50 per hundred; 5-16, \$5.50; 3/8, \$6.50; 7-16, \$8.00; 1/2, \$9.00; 5/8, \$12.00; 3/4, \$18.00; 7/8, \$30.00; 1-inch, \$37.50.					
Sebeco Lag Screw Type—3-16 in., \$2.65 per hundred; 1/4, \$2.96; 5-16, \$3.31; 3/8, \$4.21; 7-16, \$5.59; 1/2, \$6.03; 5/8, \$8.76; 3/4, \$12.58; 7/8, \$16.79; 1-inch, \$20.98.					
FASTENERS—Casement, common brass plated, 25c; Sash, common brass plated, 15c, two for 25c.					
FAUCETS—Cork Lined—8-inch, each.....	\$.20				
7-inch each.....	\$.15				
9-inch, each.....	.25				
FELT—Deadening—3/4-lb. size, roll \$3.50; 1-lb., \$4.50; 1 1/2-lb., \$6.50; 2-lb., \$8.00.					
FIBRE WARE—					
Funnels—	Each.				
1 quart.....	1.25				
2 quart.....	1.60				
Keelers—					
45 lbs.....	1.50				
60 lbs.....	1.75				
80 lbs.....	2.25				
95 lbs.....	8.00				
Lunch Boxes—					
Small.....	.25				
Larger.....	.30				
Largest.....	.35				
Folding.....	.40				
Measures—					
1 pint.....	1.50				
FIGURES AND LETTERS (STEEL)—					
Figures.	Set	Each	Letters	Set	Each
3/4 inch.....	1.25	.20	3/4 inch.....	8.75	.30
5-16 inch.....	1.50	.25	3-16 inch.....	4.50	.35
1/4 inch.....	2.00	.30	1/4 inch.....	6.00	.80
5-16 inch.....	2.50	.35	5-16 inch.....	7.50	.85
3/8 inch.....	3.00	.45	3/8 inch.....	9.00	.45
1/2 inch.....	4.50	.60	1/2 inch.....	13.50	.60
3/4 inch.....	19.25	...			
1 inch.....	29.00	...			
FILES—Band saw, slim, 4 inches long, 20c each; 5, 30c; 6, 25c; 8, 35c; 10, 50c. Knife, bastard, 4, 85c; 5, 40c; 6, 45c; 8, 55c; 10, 65c. Regular Taper, 3-8 1/2, 15c; 4, 15c; 4 1/2, 15c; 5, 20c; 5 1/2, 20c; 6, 25c; 8, 85c; 10, 55c. Slim Taper, 3-8 1/2, 15c; 4, 15c; 4 1/2, 15c; 5, 20c; 5 1/2, 20c; 6, 25c; 8, 30c; 10, 40c. Warding, bastard, 4, 80c; 5, 85c; 6, 40c; 8, 40c. Flat, bastard, 3-4, 25c; 5, 25c; 6, 30c; 8, 35c; 10, 50c; 12, 65c; 14, 85c; 16, \$1.20. Half Round, bastard, 3-4, 30c; 5, 35c; 6, 40c; 8, 45c; 10, 60c; 12, 75c; 14, \$1.00; 16, \$1.30. Mill Bastard, 3-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 70c; 16, 95c. Round Bastard, 3-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 70c; 16, 95c. Square Bastard, 3-4, 25c; 5, 30c; 6, 30c; 8, 35c; 10, 50c; 12, 65c; 14, 90c; 16, \$1.20.					
FIXTURES—Grindstone—Auto—01, \$2.00; 02, \$2.50; 15, \$1.25; 17, \$1.35; 19, \$1.50; 21, \$1.75. Am. Heavy: 17, \$1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.					
LASHLIGHTS—Eveready Dayless—					
Tubular Nos. 2602 2604 2612 2616 2619 2637 2638					
Complete ea. \$1.85 \$1.70 \$2.00 \$2.00 \$2.25 \$1.35 \$1.10					
Case & Bulb, ea. 1.15 1.35 1.50 1.65 1.75 .85 .75					
Tubular Nos. 2630 2631 2632 2633 2634 2638 2659					
Complete, ea. \$1.55 \$1.85 \$2.25 \$2.75 \$2.35 \$3.10 \$3.25					
Case & Bulb, ea. 1.05 1.50 1.75 2.25 2.00 2.75 2.75					
Pocket Nos. 6954 6961 6962 6971 6972 6991 6992					
Complete, ea. \$1.25 \$1.00 \$1.25 \$1.00 \$1.25 \$1.35 \$1.50					
Case & Bulb, ea. .95 .70 .85 .70 .85 .95 1.10					
Tubular Battery Nos. 705 706 707 790 791					
Battery only, each. \$.50 \$.25 \$.35 \$.35 \$.30					
Pocket Battery Nos. 700 703 750 751 792 793					
Battery only, each. \$.30 \$.40 \$.30 \$.40 \$.30 \$.45					

RETAIL SELLING PRICES—Continued.

FLASHLIGHTS—Continued—

	Kwiklites								
Tubular Nos.	5220	5221	5223	5229	5331	6240	6240B		
Complete, ea.	\$1.85	\$1.70	\$2.00	\$2.00	\$2.25	\$1.55	\$1.70		
Case & Bulb, ea.	1.15	1.35	1.50	1.65	1.75	1.25	1.40		
Tubular Nos.	6241	6241B	6249	6249B	6343	6348B	6351		
Complete, ea.	\$1.85	\$2.00	\$2.35	\$2.55	\$2.25	\$2.45	\$2.75		
Case & Bulb, ea.	1.50	1.65	2.00	2.20	1.75	1.95	2.25		
Pocket Nos.	2472	2573	3475	3475B	3577	3577B	3579		
Complete, ea.	1.00	1.25	1.25	1.35	1.50	1.65	1.90		
Case & Bulb, ea.	.70	.85	.95	1.05	1.10	1.25	1.50		
Watch Chain Nos.	6239	6239B	Watch Chain Bat'y No.	1204					
Complete, ea.	\$1.00	\$1.10	Battery only, each..	\$.25					
Case and Bulb, each	.75	.85							
Battery only,									

Nos.	1202	1203	1206	1207	1271	1301	1308	1309
Each	\$0.30	\$0.35	\$0.30	\$0.30	\$0.30	\$0.50	\$0.40	\$0.40

FLATTERS—Blacksmith—2-in., \$1.25; 2½-in., \$1.65; 3-in., \$2.00; 3½-in., \$3.00.

FORGES—No. 150 Chicago, \$15.00; No. 151 Chicago, \$17.50
Buffalo—No. 310 Steel Ball Bearing Rivet, \$33.00; No. 722, \$33.00; No. 742H, \$40.00.

FORKS—Hay—Nellis, 94 single harpoon, \$5.50; 95 double harpoon, \$3.25; 96 double harpoon, \$6.50; 87 double harpoon, \$3.75; 98 double harpoon, \$6.50. Grapple, No. 99 (4 times), \$15.50; No. 100 (6 times), \$18.00. Jackson Patterns, 4 ft., \$17.50; 4½ ft., \$18.00; 5 ft., \$21.00.

FREEZERS—Arctic—

Qts.	Each.		
1	4.00	2	5.65
2	4.60	3	6.75
3	5.55	4	8.25
4	6.80	6	10.45
6	8.60	8	13.50
8	11.10	10	18.00
Toy	4.00	12	21.55
White Mountain		15	25.60
1	4.85	20	33.20

FROES—Special—Each, 12-in., \$2.00; 14-in., \$2.25; 16-in., \$2.50. Common—Each, 12-in., \$1.75; 14-in., \$1.85; 16-in., \$2.00.

GARBAGE CANS—(See Cans)—

GATES—Molasses and Oil—
Perfection—½-inch, 75c each, ¾-inch, \$1.15; 1-inch, \$1.35; 1½-inch, \$1.60; 1¾-inch, \$1.85; 2-inch, \$2.00.
Stebbin's Pattern—1-inch, 35c each; 1½-inch, 40c; 1¾-inch, 45c; 1½-inch, 50c; 1½-inch, 60c.
Lock Fast—½-inch, \$1.15 each; ¾-inch, \$1.35; 1-inch, \$1.50; 1½-inch, \$1.85; 1¾-inch, \$2.25.

GAUGES—BUTT—Stanley—

No.	Each	No.	Each
93	1.65	77	1.40
94	1.85	71	.85
95	1.75	90	.75
95½	1.85	91	1.40
Marking—Stanley—		92	2.25
61	.15	97	1.00
64	.40	98	1.90
65	.85		

Enterprise, Self Measuring—No. 61, Faucet, \$6.00; 97, Pump, \$14.50.

Altitude Gauges, \$5.85.

Steam Gauges, 4½-in. face I O, \$5.85.

Thermometer, Straight, \$1.50.

Thermometer, Angle, \$1.75.

GLASS—Window—

8B Grade—	Large Lots	Small Lots
Single Strength	70%	65%

Double Strength	70%	65%
Extras for Putting In Glass—		Per light
First 3 Brackets		.50
Second 3 Brackets		.75
Third 3 Brackets		1.00
Larger Lights	75c per hour, per man	

GLASSES—

Ground Level—		Proved Level—	
1%	\$.50	1%	\$.10
2% .....	.60	2% .....	.10
2½% .....	.65	2½% .....	.15
3% .....	.70	3% .....	.15
3½% .....	.75	3½% .....	.30

GLASSES, GAUGE—Standard.

	%	¾%	%	Extra Heavy
6	.25			
8	.25			
10	.25	.25	.80	.55
12	.25	.30	.85	.60
14		.85	.45	.70
16		.40	.50	.85
18		.45	.55	.95
20		.65	.80	
22		.70	.90	
24		.80	1.00	

GLOBES, LANTERN—Cold Blast—Plain, 20c each; Bullseye, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 50c.

Railroad—Clear, 20c each; Green or Red, 30c.

Tubular—Clear, 10c each; Plain, 20c; 3-0 Ruby, 40c; 4-0

Bullseye, 35c; 5-0 Wizard, 25c; 6-0, 20c each.

GLUE—Dry—

No. or Brand	Lb.
AAA	.55
B	.60
OX	.40
D	.30
GX	.55
LXX	.45

Imperial Liquid—

Size	1 Oz.	¼ Pt.	½ Pt.	¾ Pt.	1 Pt.	1 Qt.	½ Gal.
List, Doz.	1.06	1.80	2.80	4.50	7.00	11.25	21.00
Sug. Ret., Ea.	10	.20	.25	.40	.65	1.00	1.75
Le Page's Liquid—							
Size	1 Oz.	2 Oz.	¼ Pt.	½ Pt.	¾ Pt.	1 Pt.	1 Qt.
List, Doz.	1.60	1.65	1.80	2.80	4.50	7.00	11.25
Sug. Ret., Ea.	.15	.15	.20	.25	.40	.65	1.00

GOUGES—Bucks, Firmer—

Size, inches	¼	½	¾	1	1½	2	2½
List, Doz.	7.75	8.25	8.75	9.30	10.10	11.10	
Sug. Ret., Ea.	1.00	1.10	1.20	1.25	1.35	1.50	
Size, inches	1	1½	2	2½	3	3½	4
List, Doz.	11.65	13.05	14.50	16.00	17.95		
Sug. Ret., Ea.	1.60	1.75	2.00	2.25	2.50		
Bucks, Turning—							
Size, inches	¼	½	¾	1	1½	2	2½
List, Doz.	4.45	4.80	5.30	5.65	6.45	7.20	
Sug. Ret., Ea.	.60	.65	.75	.80	.90	1.00	
Size, inches	1	1½	2	2½	3	3½	4
List, Doz.	8.05	10.15	12.95	15.05	18.25		
Sug. Ret., Ea.	1.15	1.40	1.75	2.00	2.50		

P. S. & W. Firmer—

160—	¼ inch	1 inch
¾ inch	1.10	1.45
1 inch	1.15	1.55
1½ inch	1.20	1.75
2 inch	1.25	1.95
2½ inch	1.30	2.15
3 inch	1.40	2.35

GALVANIZED WARE

Boilers, Coffee		Cans, Ash		(Top faucet)		(Puritan)		Water Pots or	
1½ quarts	.90	10 gals.	4.80	5 gals.	2.35	14 quarts	2.50	4 quarts	.95
2 quarts	1.10	16 gals.	5.75	Oil Cans		Chamber Pails		6 quarts	1.15
3 quarts	1.35	20 gals.	6.75	1 gal.	.60	10 quarts	1.10	8 quarts	1.35
4 quarts	1.90	23 gals.	7.75	2 gals.	1.00	12 quarts	1.25	10 quarts	1.60
6 quarts	2.15	Cans, Garbage		5 gals.	2.00	Stock Pails		12 quarts	1.75
8 quarts	2.60	Smooth, Pail Handle		(Double seamed)		14 quarts	.95	16 quarts	2.25
10 quarts	3.00	2 gals.	1.00	5 gals.	1.75	16 quarts	1.10	Foot Tubs (oval)	
12 quarts	3.40	5 gals.	1.85	(Side faucet)		18 quarts	1.20	16-inch	.75
Boilers, Wash		6 gals.	1.65	5 gals.	2.00	20 quarts	1.30	17-inch	.85
18	2.25	8 gals.	1.90	Dippers		Water Pails		18-inch	.95
21	2.75	10 gals.	2.25	1 quart	.30	8 quarts	.50	20-inch	1.15
22	2.85	16 gals.	2.75	Coal Hods		10 quarts	.55	21-inch	1.50
Bowls, Wash		Corrugated,		17 inch	1.10	12 quarts	.60	Wash Tubs	
11 inch diam.	.30	Side Handles		Camp Kettles		14 quarts	.70	18-inch	1.25
13-inch diam.	.35	15 gals.	6.25	1 gal.	.40	16 quarts	.80	20-inch	1.50
Buckets, Fire		16 gals.	6.75	1½ gals.	.55	(Extra quality)		22-inch	1.75
12 quarts	.75	21 gals.	7.25	2 gals.	.70	12 quarts	1.05	24-inch	2.00
14 quarts	.85	Gasoline Cans		3 gals.	.90	Refrigerator Pans		(Extra heavy)	
14 quarts	1.00	(1 P & B, 1)		4 gals.	1.05	12-inch	.70	20-inch	2.65
Buckets, Well		5 gals.	3.00	Cement Pails		14-inch	.85	22-inch	2.85
10 quarts	1.00	1 gal.	.75	14 quarts	2.00	16-inch	1.00	24-inch	3.00
12 quarts	1.15	(Side faucet)							
14 quarts	1.25	5 gals.	2.00						

RETAIL SELLING PRICES—Continued.

GRATES—

Air Tight Heater—	24 inch.....	8.75
16 inch.....	27 inch.....	10.00
18 inch.....	30 inch.....	11.00
20 inch.....	Low Back—	
Basket Fire Place—Cast	16 inch.....	6.75
Iron—Fancy Back—	18 inch.....	7.00
20 inch.....	20 inch.....	7.25
24 inch.....	22 inch.....	7.50
27 inch.....	24 inch.....	8.25
Straight Back—	27 inch.....	9.00
20 inch.....		

GRAPHITE—Flake, per lb., 80c.

GRINDSTONES—

Loose—	Owt.	19 inch.....	1.75
15 to 40 lbs.....			
40 to 200 lbs.....		Mounted—Hand—	
Over 200 lbs.....		7 inch.....	2.75
Fixtures and Axle—		8 inch.....	3.00
15 inch.....		10 inch.....	3.75
17 inch.....		12 inch.....	4.25
Pedal Mounts—Prices range from \$9.75 to \$21.50, according to material and quality.			

HACKSAWS—

Lenox, Power.	17" 3/4.....	3.30	
Light. Wtdh.	17" 1.....	3.25	4.15
8 9-16....		Hand, Star and Lenox	
10" 3/4.....		Length.....	Each Dos.
10" 1.....		8-inch.....	.10 .75
10" 1 1/4.....		9-inch.....	.10 .85
12" 3/4.....		10-inch.....	.10 1.00
12" 1.....		11-inch.....	.10 1.10
12" 1 1/4.....		12-inch.....	.15 1.30
14" 3/4.....		Hand, Victor	
14" 1.....		8-inch.....	.10 .85
14" 1 1/4.....		9-inch.....	.10 .95
16" 3/4.....		10-inch.....	.15 1.10
16" 1.....		12-inch.....	.15 1.35

HACK SAW FRAMES, M. F.—4B, 75c; 6, \$2.25; 9, \$1.85; 15, \$2.75; 77, \$1.00; 78, \$1.50; 1027, \$2.50; 69, \$3.30; 69B, \$2.65; 14, \$3.50; 4 Milford Adj., \$3.00; 7 Milford Adj., \$1.65; 86 1/2 Disston, \$1.50; 40 Extension, 75c.

HAMMERS—V & B Vanadium, No. 41 1/2, \$2.25 each; Nail HAMMERS—Maydole Carpenter's Nail—No. 1, \$2.00 each; 1 1/4, \$1.85; 2, \$1.75; 11, \$2.00; 1 1/2, \$1.85; 12, \$1.75; 12 1/2, \$1.65; 13, \$1.60; 14, \$1.50; 200, \$2.65; 611 1/2, \$2.80; 710, \$2.50; 711, \$2.00; 711 1/2, \$1.85; 712, \$1.75; 811 1/2, \$2.10.

Maydole Chipping—No. 100, \$1.90 each; 101, \$1.75; 102, \$1.55; 103, \$1.40. Maydole Cross Pein—No. 174, \$1.50. Maydole Machinist Ball Pein—375, \$2.50; 376, \$2.40; 377, \$2.35; 378, \$2.15; 379, \$2.10; 770, \$2.50; 770 1/2, \$2.15; 771, \$2.00; 772, \$1.75; 773, \$1.65; 774, \$1.50; 775, \$1.40; 776, \$1.35; 777, \$1.15; 778, \$1.10.

HAMMERS—

Plumb's Carpenter's Nail—	1871.....	1.30
K1.....	1872.....	1.35
TO 1 1/4.....	1873.....	1.40
A 11.....	1874.....	1.50
A 1 1/4.....	1875.....	1.65
A 12.....	1876.....	1.75
C 11 1/4.....	1877.....	1.90
O 12.....	1879.....	2.35
P 80.....	Plumb's Riveting—	
P 81.....	320.....	1.25
P 82.....	321.....	1.25
P 83.....	322.....	1.35
P 84.....	323.....	1.50
P 85.....	351.....	1.25
P 86.....	352.....	1.35
P 87.....	353.....	1.40
Plumb's Engineer's—	354.....	1.50
261.....	Plumb's Brick—	
262.....	461.....	1.85
263.....	462.....	1.75
264.....	8154.....	1.15
Plumb's Machinist's Ball	8155.....	1.50
Pein—	Plumb's Prospector's Pick	
18.....	470.....	2.75
1870.....	471.....	2.85

HANDLES—Adze, extra select, 75c; second growth, 85c. Axe—Single or double bit, Boys' No. 1, 60c; Boys' extra select, 60c; Turned No. 1, 60c; extra select hickory, 75c; second growth, 85c. Chisel—Hickory, 10c; Leather Tip, 15c. Hammer and Hatchet—Second growth hickory, 12 inch, 29c; 14 inch, 25c; 18 inch, 30c. Peavey Handles—

Hickory. Maple.	Hickory. Maple.
2 1/4 x 4.....	1.00 .90
2 3/4 x 4 1/4.....	1.15 1.00
2 3/4 x 4 1/2.....	1.25 1.00
2 3/4 x 5.....	1.40 1.10
2 3/4 x 5 1/2.....	1.50 1.15
Pick—36-inch Drift, Select, 50c; Extra Select, 60c; Railroad No. 1, 50c; No. 2, 60c; Select, 70c; Extra Select, 90c. Sledge—26-inch, Select, 60c; Second Growth, 75c.	

Saw, Hand—Disston, No. 7, 50c; No. D8, 85c; No. 12, \$1.25. Crosscut, Disston, No. 112, \$1.00; No. 113, \$1.15; No. 114, \$1.50. Simonds Reversible Guard, per pair \$1.50; Simonds No. 6, \$1.40; Atkins No. 24, \$1.50. One Man Cross Cut, No. 218, 45c; Supplementary, 80c. Auger M. F. No. 1, \$1.00; No. 2, \$1.00; No. 3, \$1.50; No. 4, \$2.75; No. 5, \$3.75; No. 6 Com., 15c; Pecks Adj., 50c; Pratt's Ratchet, \$4.75.

HANGERS, BARN DOOR—

Flat Track—	43—Richards.....	1.35
No and Brand.....	248—Richards.....	1.90
3—Myers.....	Round Track—	
4—Myers.....	5—Wilbern.....	2.15
25—Lanes.....	462-2—Richards.....	1.65
34—Richards.....	Trolley Track—	
37-1—Richards.....	20—Richards.....	3.40
38-1—Richards.....	20 1/2 B—Richards.....	4.50
38-2—Richards.....	24-2—Richards.....	3.75
42-3—Richards.....	27 1/2 B 1—Richards.....	6.25
42-4—Richards.....	120—Richards.....	7.25
42-5—Richards.....	150—Richards.....	8.50
42-6—Richards.....		

HANGERS, HOUSE DOOR—

No. or Brand.....	Set.	No. or Brand.....	Set.
01—Johns.....	3.00	15—Frisco.....	5.50
1—Johns.....	5.50	0105—Lanes.....	3.75
5 S—Prouty.....	3.50	0105 A—Lanes.....	3.75
5 D—Prouty.....	6.50	0105 NT—Lanes.....	3.35
011—Richards.....	3.50	105—Lanes.....	7.00
11—Richards.....	3.50	105 A—Lanes.....	7.00
012—Richards.....	3.85	105 NT—Lanes.....	6.00
12—Richards.....	6.25	140-1—Richards, pair.	3.50
015—Frisco.....	3.00		

HATCHETS—Underhill Star, No. 10, Chicago Pat., \$3.10; No. 5, Boston Pat., \$3.00; No. 15 St. Paul Pat., \$3.35. Sayre—Boston, No. 30, \$3.00; Chicago No. 40, \$3.25. Flooring—1 Plumb, \$2.50; White, \$3.00. Broad—1 Plumb, \$2.50; 2, \$2.75; 3, \$3.00; 4, \$3.35; 5, \$3.50; 6, \$4.00.

Bench (single or double bevel)—3 White, \$2.75; 7, \$2.85; 6, \$3.00; 5, \$3.10; 4, \$3.50.

Claw—1 Plumb, \$2.00; 3, \$2.25; 3, \$2.50.

Shingling—1 Plumb, \$1.90; 2, \$2.00; 3, \$2.10.

Half—1 Plumb, \$1.85; 2, \$1.95.

Barrel or Fruit Box—Sayra 400, \$3.00; Sayra 401, \$2.75.

HEADS—Mop—Cotton strands, 9 lbs., 40c each; 12 lbs., 55c; 15 lbs., 70c; 18 lbs., 80c. Linen thread, 12 lbs., 60c each; 15 lbs., 75c; 18 lbs., 90c; 20 lbs., \$1.00.

HINGES AND BUTTS (Screws included)

Hinges—	No. 900 Lt. Strap Hinges.	No. 904 Lt. Tee Hinges—	Pair
No. 900 Lt. Strap Hinges.	Pair	3-inch.....	.30
3-inch.....	.30	4-inch.....	.35
4-inch.....	.35	5-inch.....	.35
5-inch.....	.35	6-inch.....	.30
6-inch.....	.30		
No. 935 Cor. Strap Hinges—	Pair	No. 987 Cor. Tee Hinges—	Pair
4-inch.....	.35	4-inch.....	.40
5-inch.....	.35	5-inch.....	.50
6-inch.....	.45	6-inch.....	.60
8-inch.....	.60	8-inch.....	.85
10-inch.....	.85	10-inch.....	1.25
12-inch.....	1.35	12-inch.....	1.65
HINGES—FLOOR—	Set		
Bommer, D 15.....	1.85	R, EA, KF, 3 1/4.....	5.25
R, EA, 815.....	2.00	SHA, E, 8 1/4.....	6.50
SHA, E, 265.....	2.25	Rixon, 7.....	12.00
Oh'go, R, EA, KF, 200.....	4.25	8.....	13.50
SHA, E, 200.....	4.75	10.....	14.50
R, EA, KF, 230.....	5.00	15.....	17.75
SHA, E, 230.....	5.75	20.....	32.00
Corbin, D, 512.....	1.85	25.....	38.00
R, EA, 512.....	1.90	30.....	45.00
SHA, E, 512.....	2.10	40.....	70.00
Katz, R, EA, KF, 2.....	2.00	Standard, R, EA, 450.....	6.75
SHA, E, 2.....	2.25	SHA, E, 450.....	7.25
R, EA, KF, 3.....	4.85	R, EA, 152.....	10.50
SHA, E, 3.....	6.00		

BUTTS—

Butts—No. 838.	2-inch.....	.15	1.65
Pr.	2 1/4-inch.....	.20	1.75
Ds. Pr.	2 1/2-inch.....	.20	1.90
1/4-inch.....	2 3/4-inch.....	.20	2.00
1-inch.....	3-inch.....	.25	2.25
1 1/4-inch.....	No. 738		
1 1/2-inch.....	2 1/4 x 2 1/4-inch.....	.50	
1 3/4-inch.....	3 x 3-inch.....	.55	
2-inch.....	3 1/4 x 3 1/4-inch.....	.55	
2 1/4-inch.....	4 x 4-inch.....	.70	
2 1/2-inch.....	4 1/4 x 4 1/4-inch.....	1.00	
2 3/4-inch.....	5 x 5-inch.....	1.20	
3-inch.....	5 1/4 x 5 1/4-inch.....	1.65	
3 1/4-inch.....	6 x 6-inch.....	2.10	
3 1/2 x 5 1/2-inch.....	No. 731 1/2		
No. 840	2 1/2 x 2 1/2-inch.....	.50	
1 1/4-inch.....	3 x 3-inch.....	.50	
1 1/2-inch.....	3 1/4 x 3 1/4-inch.....	.55	
	4 x 4-inch.....	.65	

RETAIL SELLING PRICES—Continued.

BUTTS—Continued—

4½ x 4½-inch	.95	4-inch	1.00
5x5-inch	1.15	4½-inch	1.35
No. 241 F&D2			
2½ x 2½-inch	.50	1½-inch	.60
3x3-inch	.55	2-inch	.65
3½ x 3½-inch	.60	2½-inch	.70
4x4-inch	.75	3-inch	.80
4½ x 4½-inch	1.10	3½-inch	.90
5x5-inch	1.35	4-inch	1.05
5½ x 5½-inch	1.85	295 F&D2	
6x6-inch	2.30	1½-inch	.35
No. 241 SF2			
2½ x 2½-inch	.60	2-inch	.35
3x3-inch	.65	2½-inch	.40
3½ x 3½-inch	.65	3-inch	.45
4x4-inch	.80	295N	
4½ x 4½-inch	1.15	1½-inch	.45
5x5-inch	1.40	2-inch	.45
5½ x 5½-inch	1.95	2½-inch	.50
No. 160 F&D2			
2½-inch	.55	3-inch	.50
3-inch	.70	289 F&D2	
3½-inch	.75	2x2-in	.35
4-inch	.95	2½x2-in	.40
4½-inch	1.25	2½x2½-in	.40
241 H&N			
2½ x 2½-inch	.65	3x3-in	.50
3x3-inch	.70	289N	
3½ x 3½-inch	.75	2x2-inch	.45
4x4-inch	.85	2½x2-inch	.50
4½ x 4½-inch	1.15	2½x2½-in	.60
5x5-inch	1.75	295 SF2	
5½ x 5½-inch	2.00	1½-inch	.80
6x6-inch	2.50	2-inch	.85
160 N			
2½-inch	.65	2½-inch	.40
3-inch	.80	3-inch	.45
3½-inch	.85	295H	
4-inch	1.05	1½-inch	.35
4½-inch	1.40	2-inch	.40
160 SF2			
2½-inch	.65	2½-inch	.45
3-inch	.75	3-inch	.50
3½-inch	.85	289 SF2	
4-inch	1.00	2x2-inch	.40
165 F&D2			
1½-inch	.50	2½x2-in	.45
2-inch	.55	2½x2½-in	.50
2½-inch	.60	3x3-in	.60
3-inch	.75	289 H	
3½-inch	.80	2x2-in	.45
		2½x2-in	.50
		2½x2½-in	.55
		3x3-in	.60

HODS—Coal—

Open Japanned—		Open Galvanized—	
15	.60	15	.90
16	.70	16	1.00
17	.80	17	1.15
18	.95	18	1.25
20	1.10	20	1.60

HOLLOW WARE (Cast Iron)—Dutch Ovens, 10-inch, \$3.75; 11-inch, \$4.25; 12-inch, \$5.00; 13-inch, \$6.00.

Griddles—Regular, 8½-inch, \$1.05 each; 9¼-inch, \$1.15; 10¼-inch \$1.35; 11¼-inch, \$1.75. Bailed, 11¼-inch, \$1.75 each; 11¾-inch, \$1.95; 13¾-inch, \$2.50.

Skillets—Regular, 5-inch, 90c each; 8-inch, \$1.15; 10-inch, \$1.35; 11¼x2¼-inch, \$1.95; 12-inch, \$2.35; 13-inch, \$2.75.

Waffle Irons—Size pan 6¼ inch, \$2.25 each; 7¼, \$2.50; 8¼, \$2.75. Deep round frame, 6¼, \$2.65; 7¼, \$3.00; 8¼, \$3.50. Deep square frame, 6¼x6¼, \$3.00. Twin, 11x12, \$4.75; Hotel, 19x12, \$9.75.

HOLLOW WARE, STEEL—

Fry Pans, 6 inch, 15c each; 8, 30c; 9, 40c; 10, 45c; 11, 50c; 12, 60c.

Griddles—Handled top, 9 inch, \$1.00; 10, \$1.15; 11, \$1.30. Bailed top, 11 inch, 50c; 12, 60c; 13 70c.

Skillets or Spiders—One piece, 8-inch diameter, \$1.00; 9, \$1.15; 10, \$1.35. Seamless, 8, 35c; 9, 40c; 10, 45c.

HOOKS AND EYES—(Price per dozen)—

No.	Screw Hooks		Screw Eyes	
	Steel	Brass	Steel	Brass
0	.60	...	.45	...
1	.50	...	.40	...
2	.45	...	.35	...
3	.40	...	.30	...
4 or 104	.30	...	.25	...
5 or 105	.25	...	.20	.75
6 or 106	.15	.75	.15	.60
7 or 107	.15	.60	.15	.45
8 or 108	.15	.45	.10	.40
9 or 109	.10	.35	.10	.35
10 or 110	.10	.30	.10	.30
11 or 111	.10	.25	.10	.25
12 or 112	.10	.20	.10	.20
13 or 113	.10	.15	.10	.15
14 or 114	.10	.10	.10	.10

Gate Hooks and Eyes—

Size	1½	2	2½	3	3½	4	6
No. 40, steel	.20	.25	.30	.40	.45	.50	.85
No. 1040, brass	.75	.90	1.10	1.50	1.75	2.00	3.50
Ceiling—							
2½-inch cast iron	...	Ea.	Wire, nickel plated...				
2¾-inch cast iron	1.15		Clothes Line—				
2¾-in., other finishes	1.25		Malleable iron, Jap...				
Cast, coppered	.35		Malleable iron, Galv...				
Wire, coppered	.25		Grass—				
Wire, Japanned	.25		14-in., 16-in., 18-in...				
Wire, tinned	.30		Bronzed				
Wire, nickel plated	.40		12-in. enameled, green				
Wire, brass plated	.40		12-in. enameled, black				
Coat and Hat—	Ea.		Finest quality steel...				
Double, cast, heavy	.50		Forged tool steel...				
Single, cast	.35		Hammock—				
Medium, cast	.75		To screw				
Heavy, cast	.95		With plate				
Cast, nickel plated	1.00		Hay Fork—				
Cast, copper finish	.80		¾-inch pl. wr'ght steel				
Cast, brass finish	.85		¾-inch pl. wr'ght steel				
Cast bronze, all fin.	4.50		¾-inch galvanized				
Porcelain, solid	1.75		¾-inch galvanized				
Wire, Japanned	.20		7-16-inch galvanized				
Wire, tinned	.25		¾-inch galvanized				

HOSE COUPLINGS—Com. Size ½, each 30c; ¾, 30c; 1, 45c.

IRON—Bars, Small Lots. (Cutting Extra)

Common Bar	.06 lb. Base
Angle Iron, ½-inch	.10
Angle Iron, 3-16-inch	.08
Angle Iron, ¼-inch and heavier	.07%
Rd., sq. and sq. twisted—	
¼-inch and smaller	7.50 Base
5-16 inch	7.00
¾ to 2½-inch	6.50
3-inch and larger	7.50
Flats, all sizes	6.50

IRONS—

Plane, Stanley or Bailey—	2½-inch Single	.90
1½-inch—Block	1½-inch Double	1.05
1½-inch Single	2-inch Double	1.30
2-inch Single	2½-inch Double	1.80
2½-inch Single	3-inch Double	1.35
2½-inch Single	2½-inch Double	1.45

IRONS—Sad. Common, 16c lb.

Mrs. Potts—No. 50, \$2.25 set; No. 55, polished iron, \$3.00 set; No. 550, 12 lbs., \$2.70 set.
Sensible Laundry—No. 25, \$3.00 set; Asbestos Laundry, No. 70, \$3.00 set; G. Pressing, 15c lb.; T Tailors' Goose, 15c lb.; N Gasoline, \$5.25 each.

JACKS—Bell Bottom, add 20% to list.

Wagon—Lanes—0L, each \$1.75; 1L, \$2.50; 2L, \$3.50; 3L, \$6.75.

KNIVES—Hay—Lightning, \$2.00; Iwan Sickle, \$2.50; Iwan Serrated, \$2.50; Heath's Upright, \$2.25. Corn—Corn King, 75c; No. 12 Hooks, 65c.

LACING—Belt—

Rawhide, Cut		Hooks	
Size ¼, per ft.	.04	8, coil	.80
Size 5-16, per ft.	.05	O M, 1 M, 2 M, 3 M, spl	.80
Size ¾, per ft.	.06		
Size ½, per ft.	.08		
Size ¾, per ft.	.10		
Size ¾, per ft.	.12		
Wire			
0 and 1, coil	.65		
2, coil	.65		

LADDERS—Extension, No. 1, 45c foot. Step, Olimax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LANTERNS—Dietz Tubular.

Hot Blast Lanterns		No. 2 Wizard Tin Lan-	
Little Star Tin Lanterns	.90	terns	1.45
Hy-Lo Tin Lanterns	.90	Same, Brass Fount and	
Victor Tin Lanterns	.85	Top	2.00
Monarch Tin Lanterns	.95	No. 2 Large Fount Wis-	
O. K. Tin Lanterns	1.00	ard Lanterns	1.65
No. 2 Royal Tin Lants	1.10	Same, Brass Fount and	
Cold Blast Lanterns		Top	2.10
Junior Tin Lanterns	1.00	Dash and Wagon Lanterns	
Junior Brass Lanterns	1.75	Buckeye Dash Lant'ns	1.25
Junior Brass Nickel-		Junior Wagon Lant'ns	1.75
plated Lanterns	2.00	Roadster Wagon Lan-	
No. 2 Crescent Tin Lan-		terns	1.75
terns	1.25	Driving Lanterns	
No. 2 Blizzard Tin Lan-		Eureka Driving, plain	
terns	1.45	lens	2.00
Same, Brass Fount and		Same, with optical lens	2.35
Top	2.00	Octo Driving, pl'n lens	4.00
No. 2 Large Fount Blis-		Same, optical lens	4.75
sard Lanterns	1.65	Union Driving, plain	
Little Wizard Tin Lan-		lens	4.50
terns	1.10	Same, with optical lens	5.00

RETAIL SELLING PRICES—Continued.

Mill Lanterns	Lanterns	2.75	lbs. for larger, \$2.75 per 100 lbs. for casing nails, \$3.00 per 100 lbs.		
Watchman's Mill Lanterns, enamel, fin.	No. 60 Beacon Wall Lanterns	8.75	Fine Blue 2&3	.10	
Underwriter's Mill Lanterns	Street and Hanging Lanterns		Fine Bright, 2&3	.10	
No. 2 Blizzard Mill Lanterns	Pioneer Street Lanterns	7.25	Common 2&3d	.10	
Fire Dept. Lanterns	Same, Tin	9.25	Common 4&5d	.09	
King Fire Dept. Tin enamel finish	Same, Brass Founts	12.00	Common 6&7d	.08	
Same, Nickel-plated on Tin	Same, all Brass	7.75	Common 8 to 60d	.08	
Same, all Brass	Pioneer Hanging Lanterns, tin	10.75	Casing 2&3d	.09	
Same, Nickel-plated on Brass	Same, Brass Founts	12.50	Casing 4&5d	.09	
No. 2 Wizard Fire Dept. Brass Founts with enamel finish	Imperial Platform Lanterns	5.00	Casing 6 to 20d	.09	
Same, all Brass	No. 1 Climax Platform Lanterns	5.25	Finishing 2&3d	.12	
Same, Brass, Nickel-plated	No. 2 Climax Platform Lanterns	10.50	Finishing 4&5d	.10	
Wall Lanterns	Nos. 1 and 2 Climax Nested	1.50	Finishing 6 to 20d	.09	
No. 15 Wall Lanterns	Unclassified Lanterns	4.00	Smooth Box 4 to 6d	.09	
No. 25 Wall Lanterns	Police Flash Lanterns	22.00	Smooth Box 8 to 20d	.09	
No. 30 Beacon Wall	Traffic Signal Lanterns		Barb Box 4 to 5d	.09	
LEAD—Bar, 25c lb.; Calking (100 lbs.), 15c lb.; Pig (100 lbs.), 15c lb.; Sheet (full), 22c lb.; Wool, 25c lb.	No. 12 Display Stand and Assortment		Barb Box 6d	.09	
LEVELS—No. 36, 12-inch, \$3.85; 18-inch, \$4.00; 24-inch, \$4.75. No. 37, 12-inch, \$4.50; 18-inch, \$5.25; 24-inch, \$6.25.			Barb Box 8 to 20d	.09	
Marx Alum—12-inch, \$3.25; 18-inch, \$3.75; 24-inch, \$4.50; 28-inch, \$5.00. No. 95, 24-inch, \$8.00; 28-inch, \$8.50; 30-inch, \$9.00. No. 96, 24-inch, \$10.00; 28-inch, \$10.50; 30-inch, \$11.00.			Barb Roof, ¾ to ¾	.15	
Specials Nos.—No. 0, \$1.85; 15, 24 and 26-inch, \$3.75; 15, 28 and 30-inch, \$4.25; 25, \$4.50; 34, \$1.85; 4524, \$5.00; 4424, \$6.50; 45½, \$5.00; 90, \$3.75; 93, \$5.00; 103, \$1.00.			Barb Roof 1 to 1½	.15	
LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 45c each.			C. C. Box	.15	
Cotton, Twisted—No. 140, 50c each; 150, 55c.			Cut Casing 6d and 8d	.11	
Wire, Twisted—50 foot, 20 gauge, 35c each; 75 foot, 20 gauge, 45c; 100 foot, 20 gauge, 55c; 50 foot, 18 gauge, 50c; 75 foot, 18 gauge, 65c; 100 foot, 18 gauge, 75c.			NETTING, POULTRY—Hexagon, Galvanized After Weaving—		
Wire, Solid—100 foot, 9 gauge, 85c each.			2-inch, 20-gauge—List roll, 12 in., \$2.14; 18 in., \$3.08; 30 in., \$4.68; 36 in., \$5.85; 48 in., \$7.13; 60 in., \$8.91; 72 in., \$10.69.		
LOCKS—Rim—Steel, 75c set; Cast, 60c set.			Sell Full Roll—12 in., \$2.15; 18 in., \$3.10; 24 in., \$3.95; 30 in., \$4.70; 36 in., \$5.35; 48 in., \$7.15; 60 in., \$8.90; 72 in., \$10.70.		
MANILA ROPE—3-16-inch to ¾-inch, 50c per lb; ¾-inch and larger, 45c.			Sell Cut (lin. ft.)—12 in., 2c; 18 in., 3c; 24 in., 4c; 30 in., 5c; 36 in., 6c; 48 in., 7½c; 60 in., 9c; 72 in., 10½c.		
MATTS, DOOR—Cocoa Fibre, Fine, 14x24, \$1.50; 16x27, 2.00; 18x30, \$2.50.			1½-inch, 20-gauge—List Roll—12 in., \$3.15; 18 in., \$4.53; 24 in., \$5.78; 30 in., \$6.90; 36 in., \$7.88; 48 in., \$10.50; 60 in., \$13.18; 72 in., \$15.75.		
Cocoa Fibre, Medium—16x27, \$3.00; 18x30, \$3.75; 20x33, \$4.50; 22x36, \$5.50.			Sell Full Roll—12 in., \$3.15; 18 in., \$4.55; 24 in., \$5.80; 30 in., \$6.90; 36 in., \$7.90; 48 in., \$10.50; 60 in., \$13.15; 72 in., \$15.75.		
Flexible Galvanized Steel—16x24, \$1.50; 18x30, \$2.00; 22x36, \$3.00; 26x48, \$4.75.			Sell Cut (lin. ft.)—12 in., 3c; 18 in., 4½c; 24 in., 6c; 30 in., 7c; 36 in., 8c; 48 in., 10c; 60 in., 12c; 72 in., 15c.		
Steel Matting in Rolls—Per sq. ft., 55c.			1-inch, 20-gauge—List Roll—12 in., \$4.95; 18 in., \$7.13; 24 in., \$9.08; 30 in., \$10.83; 36 in., \$12.88; 48 in., \$16.50; 60 in., \$20.64; 72 in., \$24.75.		
MATTOCKS—			Sell Full Roll—12 in., \$4.95; 18 in., \$7.10; 24 in., \$9.10; 30 in., \$10.85; 36 in., \$12.40; 48 in., \$16.50; 60 in., \$20.65; 72 in., \$24.75.		
Short Cutter, Standard, 5½ lbs.	Each	1.75	Sell Cut (lin. ft.)—12 in., 4c; 18 in., 6c; 24 in., 8c; 30 in., 9½c; 36 in., 11c; 48 in., 14c; 60 in., 17c; 72 in., 20c.		
Long Cutter, Standard, 6 lbs.		1.75	¾-inch, 20-gauge—List Roll—12 in., \$8.55; 18 in., \$12.80; 24 in., \$15.68; 30 in., \$18.71; 36 in., \$21.38; 48 in., \$28.50; 60 in., \$35.63; 72 in., \$42.75.		
Pick, Standard, 6 lb.		1.75	Sell Full Roll—12 in., \$8.55; 18 in., \$12.80; 24 in., \$15.70; 30 in., \$18.70; 36 in., \$21.40; 48 in., \$28.50; 60 in., \$35.65; 72 in., \$42.75.		
Handled, D E 3		1.00	Sell Cut (lin. ft.)—12 in., 8c; 18 in., 12c; 24 in., 15c; 30 in., 18c; 36 in., 20c; 48 in., 25c; 60 in., 30c; 72 in., 35c.		
Handled, C E 3½		1.50	NIPPERS, CUTTING—		
Handled S Q 8½		1.25	Krauter's—		
MAULS—Post—10-lb., \$1.50 each; 13-lb. \$1.75; 16-lb., \$2.25; 18-lb., \$2.50; 20-lb., \$2.75.			5-inch	1.25	
Ship or Top—30c lb.			6-inch	1.50	
Wood Choppers—Adze or Round Eye, 25c lb.			7-inch	1.75	
MILLS—Cider—			8-inch	2.00	
Junior	85.00	Senior	55.00	Nettleton's—	
Medium	40.00	Force Feed	25.00	6-inch	1.45
MOPS—Handled—			8-inch	1.85	
Brown Daisy		O-Oedar		10-inch	1.80
6	.85	4	1.00	12-inch	2.00
8	1.15	3	1.50	NIPPERS—See Pipe Fittings—	
7BD	1.25	10B	1.25	NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 60c lb.; 5-16, 50c; ¾, 40c; 7-16, 35c; ¾, 30c; 9-16, 30c; ¾, 25c; ¾, 25c; ¾, 20c; 1, 20c.	
9BD	1.50	11B	1.25	Hot Pressed U. S. S. Square, Tapped—Size ¼, 30c lb.; 5-16, 25c; ¾, 20c; 7-16, 20c; ¾, 15c; ¾, 15c; ¾, 15c; 1, 15c.	
MOP STICKS—No. 2, 20c each; No. 7, 30c each; No. 13, 30c each; No. 70 or Janitor's, 75c each.			Wing, Tapped, U. S. S.—Size 3-16, 20c doz.; ¾, 25c; 5-16, 30c; ¾, 35c; 7-16, 45c; ¾, 60c; ¾, \$1.20.		
MOWERS—			OAKUM—Plumbers, 20 lb.; Navy, 30c lb.; Best Unspun, 35c lb.		
Great American—		18-inch		OAR LOCKS—2-in., per pair, 45c; 2½-in., per pair, 75c; 2½-in., per pair, 85c.	
15-inch	18.50	Pennsylvania—		OIL—3-in-1, 1-oz. bottle, 20c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 35c. Household Lubricant, 4-oz. can, 15c each; 8-oz. can, 25c.	
17-inch	20.00	14-inch	17.00	OILERS—	
19-inch	22.00	16-inch	19.00	Copperized Steel—	
Common—		17-inch	26.00	13	.35
12-inch	8.50	19-inch	29.00	14	.40
14-inch	9.00	21-inch	32.50	14B	.50
NAILS—Base per keg, \$5.75; 50 to 99 lbs. (one kind) add 75c per 100 lbs. to keg price.			15A	.50	
Small Lots: (Bright Fine, Blued Fine, Common, Casing, Finishing, Bright Box).			16	.60	
2d and 8d	.09	1 to 9 lbs.	10 to 49 lbs.	Cannon Pump—Brass—	
4d to 60d	.08	.09	.08	11	2.50
Special.	.08	1 to 9 lbs.	10 to 49 lbs.	12	2.75
Plaster Board	12.50	.14	.13	18	3.25
Cement O Box		.10	.09	Cannon Pump—Tin—	
Galvanized Felt		.20	.16	1	1.50
Galvanized Boat		.18	.17	2	1.75
Roof (barbed)		.10	.09	2½	2.00
Galvanized, 3 and 3		.14	.13		
Galvanized, 4 to 20		.13	.12		
Galvanizing: Add for 1-inch and smaller, \$3.25 per 100					

RETAIL SELLING PRICES—Continued.

OPENERS (CAN)—

No.	Each.	No.	Each.
4	.10	140	.16
16	.15	840	.80
100	.80		

OVENS, PORTABLE—Boss—

No.	Each.	No.	Each.
012	5.25	550	5.50
055	5.75	700	5.50
0200	5.25	750	6.50
450	5.50	755	6.75
Perfection—		17 G.	3.75
121 G.	5.75	122 G.	7.25
Pinney & Boyle—		33	3.25
13	8.00	37	3.75
17	8.50	37 G.	8.85

PACKING—Sheet Rubber—Standard, 30c lb.; Rainbow, 90c; Italian Hemp, Common, 45c; Square Flax, braided, 75c; Piston Spiral Steam, High Pressure, \$2.25; Steam or Water, Low Pressure, \$1.25.

PADS—Sweet—No. 63 N12, Red Edge, \$1.00; No. 146 A 12, Blue and White striped, \$1.75.

PADLOCKS—Corbin—

No.	Each.	No.	Each.
958	.25	1903	.60
2802 1/4	.35	9902	.85
2822 1/4	.50	9902 N C.	.75
2869	1.10	21090	1.00
2879	1.85	Yale—	
2880	2.10	223	.85
2881	2.65	225	1.00
2883	8.75	453 J	.40
Miller—		453 X	.40
1	1.75	563	1.65
016	.80	565	2.00
18	.85	585	1.85
18 B.	.85	635	1.75
19	.85	645 J.	.85
21	.50	808	2.00
75	.50	805	2.00
76	.85	805 1/2	2.25
78	1.00	813	2.25
96	.55	815	2.25
96O	.75	823	2.50
121	.55	838	2.75
5441	1.00	843	3.00
Slaymaker—		858	8.50
1902	.75	8454	2.75

PAINT SUNDRIES—

Alcohol—(Denatured)—		Lard, No. 1.	
	Gal.		1.80
1 gallon	1.85	Lin-O-Oil	.90
5 gallon	1.10	Neatafoot No. 1.	2.40
		Neutral	.60
		Paraffine	.70
Alum—		Paint, Dry Colors—	
Pwd, less than 100		Umber	.11
lbs. lb.	.17	Chrome Green, Med	.30
		Graphite	.06
Benzine—		Princess Metallic	.06
New cans, caad, gal	.48	Sienna	.11
Old cans, unced, gal.	.80	Venetian Red	.04 1/2
Coal Tar—		Yellow Ochre	.04
5-Gal.	.50		
1-Gal.	.65	Painters' Petroleum—	
Cresosote—		1-Gal.	.80
Gal.	.85		
Distillate—		Paints, Ready Mixed—1st	
Light, gal.	.30	grade, white—	
Glue—		Gals.	Gal. 4.40
No. 2 Gelatine	.50	1/2 gals.	1/2 Gal. 2.80
Chicago White	.50	Quarts	Qt. 1.25
		Pints	Pt. .70
Kalsomine, White—		1/2 pints	1/2 Pt. .40
Bhla, 280 lbs.	.08	1st Grade, Colors—	
Kega, 100 lbs.	.09	Gals.	Gal. 4.25
4 25-lb. pkgs. bulk	.09 1/2	1/2 gals.	1/2 Gal. 2.25
25 lbs., bulk.	.09 1/2	Quarts	Qt. 1.20
Less 25 lbs.	.10	Pints	Pt. .65
100 lbs., 5-lb. pkgs.	.09 1/2	1/2 pints	1/2 Pt. .85
Less 100 lbs. pkgs.	.10	2d Grade, White or	
Lamp Black—Bear Brand—		Colors—	
1-S. lb. pkg.	.40	Gals.	Gal. 2.90
1/2-S.	.25	1/2 gals.	1/2 Gal. 1.60
1/4-S.	.15	Quarts	Qt. .95
Linseed Oil, Boiled—		Inside Floor—	
5's	Gal. 2.55	Gals.	Gal. 2.90
1's	Gal. 2.70	1/2 gals.	1/2 Gal. 1.60
1/2's	1/2 Gal. 1.45	Quarts	Qt. .95
1/4's	Qt. .75	Porch—	
1/8's	Pt. .40	Gals.	Gal. 4.25
Raw Linseed Oil, 2c less		1/2 gals.	1/2 Gal. 2.25
than price of boiled. Paint-		Quarts	Qt. 1.20
ing contractors' price on			
Linseed Oil, 5c above cost,		Plaster Paris—	
according to quantity.		Less sack, lb.	.23 1/2
Oil—		Putty, Bladder—	
Floor	Gal. .75	Less than 100 lbs.	.07
Gloss	1.50	Putty Bulk—	Lb.
		1-lb. Cans	.11

2-lb. Cans	.10	100 lbs. 5-lb. pkgs.	.09 1/2
8-lb. Cans	.09 1/2	Less 100 lbs. 5-lb.	
5-lb. Cans	.09	pkgs.	.10
10-lb. Cans	.08 1/2	Turpentine—	
25-lb. Cans	.08	5's	Gal. 3.10
85-lb. Cans	.06	1's	Gal. 2.25
Rosin—		1/2's	1/2 Gal. 1.35
Lb.	.14	1/4's	Qt. .70
Tints, Kalsomine—	Lb.	1/8's	Pt. .40
Barrels, 280 lbs.	.08 1/2		
Kega, 100 lbs.	.09	Painting contractors' price	
100-lb. bulk	.04 1/2	on turpentine: 5 gals. or	
25-lb. bulk	.09 1/2	more, 2c above cost; less	
Less 25 lbs.	.10	5 gals., 5c above cost.	

PANS—Acme Frying—

No. 00, each	.20	No. 4, each	.50
No. 0, each	.30	No. 5, each	.55
No. 1, each	.35	No. 6, each	.65
No. 2, each	.40	No. 7, each	.75
No. 3, each	.45		

PAPER—ASBESTOS—1-16 and under, full roll, per lb., 18c; cut, per lb., 25c; over 1-16, full roll per lb., 14c, cut, per lb. 25c; Asbestos Millboard, 80c per lb.

BUILDING—

	P & B	Imitation P & B
No. 1—500	8.50	2.50
No. 1—1000	6.75	4.75
No. 2—500	4.75	4.00
No. 2—1000	9.25	2.50
No. 3—500	6.50	5.50
No. 3—1000	12.75	10.00
Red Resin—17-lb., \$1.20; 20-lb., \$1.85; 25-lb., \$1.65; 80-lb., \$2.00.		

Black Glazed—No. 1, 500 sq. ft. roll \$1.75; 1000 sq. ft. roll \$3.00; No. 2, 500 sq. ft. roll \$2.50; 1000 sq. ft. roll, \$4.50; No. 3, 500 sq. ft. roll \$3.25; 1000 sq. ft. roll, \$6.00.

FELT—Asphalt saturated, per lb. 4c; Deadening, per lb., 6c.

INSULATING—No. 8, per roll, \$1.75; No. 10, per roll, \$2.85.

ROOFING—(Per square)—

	1-Ply.	2-Ply.	3-Ply.
Astec Smooth	2.50	3.25	4.00
Astec Sanded	2.85	3.85	5.50
Cortez Sanded	2.00	2.50	3.10
Cronolite	2.60	2.85	4.00
Asbestos	4.00	4.25	4.50
Malthoid	3.25	4.00	5.00
Rubberoid	3.25	4.00	5.00
Pioneer—Flaxine	2.75	3.25	4.80
Pioneer—Sanded	3.85	2.85	3.50
Security Sanded	1.85	2.15	2.60
Standard	3.50	3.25	3.75

SAND AND EMERY—(Per quire of sheets)—

	0	1/4	1	1 1/2	2	3 1/2	3
Carborundum	.80	.95	1.10	1.80	1.50	1.75	...
B. & A.	.45	.50	.55	.60	.75	.85	.95
Astec	.40	.45	.50	.60	.65	.70	.80
Aloxite	.80	.85	.90	1.00	1.10	1.20	1.45

SHEATHING—Red or gray—20-lb., 95c per roll; 25-lb., \$1.15; 30-lb., \$1.35.

PEAVIES—

	Socket.	Socket.
	Maple Hickory.	Maple Hickory.
3 1/4 x 4	3.15	3.85
2 1/4 x 4 1/2	3.25	3.85
2 1/4 x 4 3/4	3.50	4.00
2 1/4 x 5	3.60	4.00
3 1/2 x 5 1/2	3.75	4.25
3 1/4 x 4 1/2	3.85	4.15
2 1/4 x 5	4.00	4.25
3 1/4 x 5 1/2	4.25	4.75
3 x 5	4.25	5.00

PERCOLATORS, COFFEE—Universal—

No.	Each.	No.	Each.
44	4.50	1204	3.75
46	5.00	1206	4.00
48	5.50	1208	4.25
52	4.75	1210	5.00
54	5.00	1304	4.25
56	5.50	1306	4.50
58	6.00	1308	4.75
64	5.50	1310	5.00
66	6.00	1404	4.75
69	6.75	1406	5.00
614	7.25	1408	5.25
74	6.00	1410	5.50
76	6.50	1504	4.25
79	7.25	1506	4.50
714	7.75	1508	4.75
464	6.50	1510	5.25
466	6.50	1704	4.25
469	7.25	1706	4.50
474	6.50	1708	4.75
476	7.00	1710	5.25
479	7.75		

Percolator Tops, 10c each.

PICKS—Drifting, 8-lb. \$1.85 each; 4, \$1.50; 4 1/2, \$1.65; 5, \$1.75; 5 1/2, \$1.85; 6, \$2.00. Railroad—5-lb., \$1.50 each; 6, \$1.65; 6 1/2, \$1.65; 7-8, \$1.75. Contractors—8-9 lbs., \$2.25.

RETAIL SELLING PRICES—Continued.

PINS—Clothes—O—Common, 5c doz.; US—Spring, 15c; H—Hoyt's Spring, 10c.

PIPE— Size	Standard Black		Galvanized		Cutting and	
	Out Length Pr. Ft.	Full Length Pr. 100	Out Length Pr. Ft.	Full Length Pr. 100	Threading Each	Threads Each
1/4-inch.....	.06	5.25	.08	7.75	.08 1/4	.072
1/2-inch.....	.07	5.70	.09	8.50	.08 1/4	.072
3/4-inch.....	.07	5.70	.09	8.50	.08 1/4	.072
1-inch.....	.09	7.50	.11	10.00	.08 1/4	.072
1 1/4-inch.....	.11	9.75	.14	12.50	.08 1/4	.072
1 1/2-inch.....	.16	14.20	.20	18.75	.08 1/4	.072
2-inch.....	.22	19.20	.27	25.20	.04	.09 1/4
2 1/2-inch.....	.27	23.00	.35	30.00	.06	.12
3-inch.....	.35	30.80	.45	40.40	.08 1/4	.16 1/4

PIPE—Gas and Water (black)—1/4 inch, 6c foot; 1/2 inch, 7c; 3/4 inch, 7c; 1 inch, 9c; 1 1/4 inch, 11c; 1 1/2 inch, 12c; 2 inch, 15c; 2 1/2 inch, 18c; 3 inch, 22c; 3 1/2 inch, 27c; 4 inch, 35c. Galvanized—1/4 inch, 8c foot; 1/2 inch, 9c; 3/4 inch, 9c; 1 inch, 11c; 1 1/4 inch, 14c; 1 1/2 inch, 20c; 2 inch, 27c; 2 1/2 inch, 35c; 3 inch, 45c.

PIPE, STOVE—Nested, full joints—Size, 3-inch, 35c joint; 4-inch, 30c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c; 8-inch, Japan, 35c; 4-inch, 40c; 5-inch, 45c. 8-inch Galvanized, 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. Half Joints—Size, 5-inch, 15c joint; 6-inch, 30c. Taper Joints—Size, 6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c joint.

PIPE FITTINGS—Price, each.

	1/4	1/2	3/4	1	1 1/4	1 1/2	2
	Blk. Gal.	Blk. Gal.	Blk. Gal.	Blk. Gal.	Blk. Gal.	Blk. Gal.	Blk. Gal.
Bushings.....	.07	.15	.07	.15	.07	.15	.15
Caps.....	.08	.10	.08	.10	.10	.15	.30
Couplings.....	.06	.15	.10	.15	.15	.20	.35
Couplings, R and L.....	.10	.15	.15	.25	.30	.30	.45
Crosses.....	.15	.20	.15	.25	.30	.40	.60
Elbows, 90 degrees.....	.10	.12	.12	.18	.15	.20	.30
Elbows, 45 degrees.....	.05	.10	.08	.15	.15	.20	.30
Elbows, street.....	.10	.12	.15	.15	.20	.25	.45
Floor Flanges.....	..	..	..	..	.40	..	..
Lock Nuts.....	.10	.15	.10	.15	.15	.20	.30
Plugs.....	.10	..	.10	..	.10	..	..
Reducers.....	.15	.15	.15	.15	.20	.20	.30
Close Return Bends.....	..	.30	..	.35	..	.40	..
Med. Return Bends.....	..	.30	..	.40	..	.45	..
Open Return Bends.....	..	.30	..	.40	..	.50	..
Tees.....	.15	.15	.20	.25	.20	.30	.30
Unions.....	.25	.40	.30	.40	.30	.45	.55

	1	1 1/4	1 1/2	2
	Blk. Gal.	Blk. Gal.	Blk. Gal.	Blk. Gal.
Bushings.....	.10	.20	.15	.25
Caps.....	.20	.30	.50	.55
Couplings.....	.30	.40	.35	.50
Couplings, R and L.....	.30	.45	.40	.70
Crosses.....	.60	1.00	.70	1.10
Elbows, 90 degrees.....	.25	.40	.35	.60
Elbows, 45 degrees.....	.35	.45	.60	.75
Elbows, street.....	.30	.50	.45	.70
Floor Flanges.....	.50	..	.65	..
Lock Nuts.....	.25	.30	.45	.55
Plugs.....	.15	..	.20	..
Reducers.....	.30	.45	.30	.55
Close Return Bends.....	.75	..	.95	..
Med. Return Bends.....	..	1.05	..	1.30
Open Return Bends.....	.90	..	1.15	..
Tees.....	.30	.45	.45	.75
Unions.....	.45	.70	.65	.90

NIPPLES—Right Hand—
Up to: 1/4 1/2 3/4 1 1 1/4 1 1/2 2
2-inch black..... .05 .10 .10 .10 .15 .20 .30
2-inch galvanized..... .10 .10 .15 .15 .20 .35 .30
4-inch black..... .10 .10 .15 .15 .20 .35 .35
4-inch galvanized..... .15 .15 .20 .25 .30 .40 .50
5-inch black..... .10 .15 .20 .15 .30 .40 .40
5-inch galvanized..... .20 .30 .35 .30 .35 .50 .60
6-inch black..... .15 .15 .20 .30 .20 .30 .40
6-inch galvanized..... .25 .30 .35 .35 .35 .50 .60

PIPE FITTINGS (STOVE)—Caps, No. O 15, 50c each; O 16, 60c each.

Collars, No. 013 014, 12 1/2c; 25, 25 1/2c; 26, 10c ea.; 27, 15c ea. Cylinders, No. 54 (1508), 85c each; 64 (1608), \$1.05 each; 65 (1612), \$1.15 each; 75, \$1.25 each. Dampers, No. 3, 4, 15c each; 5, 6, 20c each; 7, 30c each. Elbows—No. 3 Corp., 30c each; 4, 35c; 5, 35c; 6, 30c; 7, 35c; 3 Adj. 4 Pa. 30c; 4, 35c; 5, 35c; 6, 40c; 8-inch Adj. Galvd., 30c; 4-inch, 35c; 5-inch, 40c; 6-inch, 45c; No. 3 Corp. Jap., 30c; 4, 35c. Flue Stops, Nos. 1 and 36, 15c each; 2, 15c each; 30, 15c each; 40, 20c each. Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS—Automatic—Colts', 25 cal., \$16.50 each; 35 cal. nickel, \$18.50; 32 cal., \$20.35; 38 cal. pocket, \$29.70; 38 cal. military, \$25.00; 45 cal. \$25.30. Smith-Wesson, 35 cal., \$31.50; Savage, 32 cal., \$20.35; H. & R., 35 cal., \$15.40; 32 cal., \$19.25. Auto., 32 cal., \$24.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., \$1.25; 35-lb., \$3.50; 50-lb., \$4.50; 1/4-bbl., \$9.00; bbl., \$15.50.

PLANES—Block-Bailey—No. 9 1/4, \$2.50; 9 3/4, \$3.00; 15, \$2.75; 16, \$2.85; 17, \$3.00; 18, \$3.00; 19, \$3.25. Block, Stanley—No. 60, \$2.85; 60 1/2, \$2.60; 61, \$2.55; 65, \$3.50; 100, 65c; 101, 50c; 102, 90c; 108, \$1.25; 110, \$1.30; 120, \$1.85; 130, \$1.85; 131, \$3.00; 203, \$1.60; 220, \$1.85.

Iron, Bailey—No. 2, \$4.50; 3, \$4.75; 4, \$5.25; 4 1/2, \$6.00; 5, \$6.00; 5 1/2, \$6.75; 6, \$7.75; 7, \$8.75; 8, \$10.50. 2C, \$4.75; 3C, \$5.00; 4C, \$5.50; 4 1/2 C, \$6.50; 5 C, \$6.50; 5 1/2 C, \$7.25; 6 C, \$8.25; 7C, \$9.50; 8C, \$11.25.

Iron, Stanley—No. 602, \$5.00; 603, \$5.50; 604, \$6.00; 604 1/2, \$6.75; 605, \$6.75; 605 1/2, \$7.50; 606, \$8.75; 607, \$10.00; 608, \$11.75. 602C, \$5.50; 603C, \$5.75; 604C, \$6.25; 604 1/2 C, \$7.25; 605C, \$7.25; 605 1/2 C, \$8.00; 606C, \$9.25; 607C, \$10.50; 608C, \$12.50.

All Wood—Plain, No. 3W, \$1.10; 15W, \$1.25; 21W, \$2.25; 27W, \$2.50; 29W, \$2.65. Rases, No. 5W, \$2.25; 17W, \$1.50; 23W, \$2.65; 29W, \$2.00.

Wood Bottom, Bailey—No. 22, \$3.25 each; 23, \$3.35; 24, \$3.35; 26, \$3.65; 27, \$4.00; 28, \$4.65; 29, \$4.65; 30, \$5.00; 31, \$5.50; 32, \$5.00; 35, \$4.00; 36, \$4.50.

Rabbit—No. 10, \$7.00 each; 10 1/2, \$5.85; 75, 90c; 90, \$4.35; 92, \$4.25; 99, \$5.25; 190, \$3.25; 191, \$3.00; 192, \$3.00.

Rabbit—No. 10, \$7.75; 10 1/2, \$6.25; 75, 95c; 78, \$4.00; 90, \$4.50; 92, \$4.50; 93, \$5.75; 98, \$2.35; 99, \$2.35; 140, \$3.25; 190, \$3.50; 191, \$3.35; 192, \$3.10.

PLATES—GAS, HOT—

Griswold—No. 601, \$3.50 each; 602, \$6.00; 603, \$9.75; 702, \$8.00; 702N, \$9.75; 703, \$11.75; 703N, \$13.75; 722, \$9.50; 722N, \$10.75; 723, \$12.75; 723N, \$14.75; 1001, \$1.60; 1003, \$3.75; 1003, \$6.00.

PLIERS—Klein's Side Cutting—Bernard's No. 102, 4 1/2-inch, \$1.75; 5 1/2, \$2.25; 7 1/2, \$2.75. No. 201 or 312, 5-inch, \$2.75; 6, \$3.00; 7, \$3.50; 8, \$4.00; 9, \$4.50.

PLUGS—Spark—\$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, \$2.25; 9-inch, \$2.75; 12-inch, \$3.25; 18-inch, \$4.00; 24-inch, \$4.50; No. 37, 18-inch, \$5.25; 24-inch, \$6.00; No. 37G, 9-inch, \$3.75; 12-inch, \$4.50; 18-inch, \$5.25; 24-inch, \$6.00; No. 38 1/2, 80c; 39 1/2, \$1.00; 34 V, 6-inch, \$1.75; 8-inch, \$2.50.

Wood, Stanley or Diston—No. 00, \$1.50 each; 0, \$1.75; 2, \$2.25; 3, \$2.75; 13, \$4.00; 25, \$4.50; 30, \$5.50; 35, \$3.25; 45 1/2, \$4.75; 90, \$4.50; 93, \$5.50; 95, \$5.50; 98, \$4.50; 101, \$3.00; 102, 75c; 104, \$1.10; 6012, \$2.35; 6018, \$3.00; 6024, \$3.50; 6512, \$2.35; 6518, \$2.35; 6524, \$2.25.

Pocket, Stanley—No. 31, 2 1/2-inch, 50c each; 3-inch, 55c; 3 1/2-inch, 75c; 4-inch, 85c; 40, 20c; 41, 25c; 44, 50c; 600, \$1.50.

Extra Level Glasses—No. 1, 1 1/4 to 2-inch, 10c; 2 1/2-inch, 10c; 3-inch, 15c; 3 1/2-inch, 15c; 6L, 55c; 6P, 40c; 7L, \$1.00; 7P, \$1.00.

POKERS, STOVE—

No. 120, Straight, 20-inch, 15c each; 126, Straight, 26-inch, 20c; 200, Bent, 20-inch, 15c; 250, Bent, 26-inch, 20c.

POINTS AND CHUCKS—

For 30 and 31.....	.75	8-inch.....	.95
For 35.....	.50	10-inch.....	1.10
Nos. 11 and 15, 3-in.....	.55	No. 75.....	.35
3-inch.....	.60	No. 60.....	1.00
4-inch.....	.65	No. 80.....	.85
5-inch.....	.75	No. 81.....	.95
6-inch.....	.85		

POLISH (AUTO)—Duroloc, 1 pt., 60c; 1 qt., \$1.00.

POLISH (FURNITURE)—Duroloc, 1 pt., 60c; 1 qt., \$1.00. Calol, 1/2 pt. 30c each; 1 pint, 45c; 1 quart, 65c; 1/2 gallon, \$1.15; 1 gallon, \$2.00; 5 gallons, \$7.50. Liquid Veneer, 4 ounce, 25c each; 13 ounce, 50c; 1 quart, \$1.00.

O-Cedar—4 ounce, 25c each; 13 ounce, 50c; quart, \$1.00; 1/2 gallon, \$1.75; gallon, \$3.00.

Johnson's Prepared Wax, 5 ounce, 35c each; 1 pound, 75c; 2 pounds, \$1.40; 5 pounds, \$3.00.

METAL—NonOlio, 1/2 pint, 50c each; 1 pint, 75c; 1 quart, \$1.25.

SHOE—Shawwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 O'S Shoe Satin, 10c; 9 O'S Shoe Satin, 15c; 1 O'S Satinola, 10c; 2 O'S Satinola, 15c; 5 P'S Shoe Satin, 10c; 10 P'S Shoe Satin, 15c; 5 P'S Satinola, 10c; 10 P'S Satinola, 15c.

Stove—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 20c; 10 E, Enamelina, 15c.

Patte, No. 5, Black Silk, 15c each; 10, Black Silk, 20c; 20, Black Silk, \$1.40; 01, Black Eagle, 40c; 95 Black Eagle, \$1.40; 4 E, Enamelina, 10c; 6 E, Enamelina, 15c; 75 Black Jack, 15c; 1, Rising Sun, 15c.

POTS—Fire.

Gasoline, O & L.			
1.....	17.60	8 Quart.....	1.25
5.....	15.15	10 Quart.....	1.50
21.....	13.10	12 Quart.....	1.65
71.....	17.80	16 Quart.....	2.00
72.....	15.45	Tin—	
221.....	22.50	4 Quart.....	.60
Watering Galvanized		6 Quart.....	.75
4 Quart.....	1.10	8 Quart.....	1.00
6 Quart.....	1.15	10 Quart.....	1.15

RETAIL SELLING PRICES—Continued.

PULLERS—Nail—Rex, \$2.00 each; Rex, Jr., \$1.75; Red Devil, \$2.75; Morrill's, \$2.75; Little Giant, \$2.75.

PULLEYS—Brass Screw, No. 350, 1/4 inch, 10c each; 1/2, 10c; 3/4, 10c; 1, 15c; 1 1/4, 25c; 1 1/2, 40c. No. 370, 1/4 inch, 80c each; 1, 45c each.
Brass side, No. 1150, 1/4 inch, 20c each; 1/2, 20c each. No. 1170, 1/4 inch, 30c each; 1/2, 35c each.
Brass Upright, No. 500, 25c each.
Clothes Line, No. 610, 2 1/2 inch each; 2 1/2, 20c; 660, 15c; 670, 15c; 1610, 2 1/2 inch; 25c; 1660, 20c; 1670, 25c; 6350 G, 85c; 6500, 55c.
Hay Fork, No. 1267, 60c each; 692, 60c; 796, 75c; 46, 90c; 1651, \$2.00.

PULLEYS—Frame—No. 4 Ottumwa, per doz., 85c; No. 5, 90c; No. 9, 90c; No. 105, 85c; No. 109, 85c.

PUMPS—P. S.—1, \$3.75; 2, \$4.25; 3, \$4.80; 4, \$5.50.
Putty—Per lb., 10c.

RAIL (HOUSE DOOR)—Prouty

No. 5foot, \$.16

Richards-Wilcox

9foot, \$.12 16,019foot, \$.45

182, 018255 15010

RASPS—Flat Wood, 8-inch, 60c each; 10, 80c; 12, \$1.05; 14, \$1.45; 16, \$1.85. Half Round Wood, 8, 65c; 10, 85c; 12, \$1.15; 14, \$1.50; 16, \$2. Half Round Cab., 8, 80c; 10, \$1.05; 12, \$1.40; 14, \$1.80. Horse, Hellera Plain, 12, 65c; 14, 80c; 16, \$1.05. Horse, Hellera Flanged, 14, \$1.05; 16, \$1.50.

RAZORS (SAFETY)—

Eveready

No. 700, each\$1.00 No. 706 B, Blades, Pkg.... .40

2, each 8.00

800, each 1.00 800 B, Blades, Pkg.... .50

900, each 1.00 900 B, Blades, Pkg.... .25

1000, each 1.00 1000 B, Blades, Pkg.. .50

Gillette

00, each 7.50 480, each 5.00

460, each 5.00 500, each 5.00

460 B, each 5.00 500 B, each 6.00

470, each 5.00 501, each 5.00

501 B, each 6.00 6 X B Blades, pkg. .50

12 X B Blades, pkg 1.00

Auto Strop

1, set 5.00 2541, set 5.00

15, set 6.00 800 B Blades, pkg. 1.00

25, set 6.50 800 1/2 B Blades, pkg. .50

251, set 5.00

REELS—Hose: No. 1 Wire, \$1.25 each; No. 60, Wood, \$2.25.

REGISTERS—

Jap 6x 8 1.80 White 6x 8 2.15

Jap 8x10 1.90 White 8x10 2.80

Jap 10x12 2.75 White 10x12 3.20

Jap 10x14 8.65 White 10x14 4.20

Jap 12x14 5.00 White 12x14 5.75

REGISTER FACES—

Jap 6x 8 1.15 White 6x 8 1.50

Jap 8x10 1.25 White 8x10 1.70

Jap 10x12 2.00 White 10x12 2.55

Jap 10x14 2.55 White 10x14 3.80

Jap 12x14 8.25 White 12x14 4.20

REVOLVERS—

Colts, Model Each.

Police Positive \$23.10 304 B 17.25

Police Positive Special 24.20 323 B 17.00

Police Positive Target 25.30 324 17.00

Army Special 25.30 324 B 17.25

New Service 27.50 343, 353 17.75

Single Action 24.20 343 B, 353 B 18.00

Harrington & Richardson

203, 223 10.50 344, 354 18.00

203 B, 223B 11.00 344 B, 354 B 18.50

204, 224 10.75 364 B 19.25

204 B, 224 B 11.25 365 B 19.50

263, 273 11.50

263 B, 273 B 12.00

264, 274 12.00

264 B, 274 B 12.50

Iver Johnson—

800, 303, 323 16.50

800 B, 303 B 16.75

804 16.75

RIFLES—No. and Model—

Daisy Air—

25 Each \$4.00

40 4.00

8 2.75

80 2.50

11 1.50

12 1.35

King Air—

4 2.25

5 2.65

21 1.35

22 1.50

Marlin—

20 TD—Octagon Brl..18.50

27 TD—Round Brl.. 21.80

TD—Octagon Barrel. 24.55

29 TD—Round Brl.. 15.60

1897 TD—Round Brl. 22.75

TD—Octagon Barrel. 24.80

Remington—

4 TD—Octagon Brl.. 11.75

6 TD—Round Brl.. 8.10

8 A TD Round Brl.. 48.15

12 TD—Round Brl.. 19.40

TD—Octagon Brl.... 21.50

14 A TD—Standard.. \$4.90

TD—Carbine \$4.80

16 A TD—Standard.. \$4.80

Savage—

1899 250-3000..... 55.00

1899 TD, Feath'wt.. 50.00

1899 SF 46.00

1904 TD, Single shot 9.00

1914 TD, Hammerless 28.00

Stevens—

Little Scout 5.75

Crack Shot 7.25

Marksmen 9.50

Favorite 11.00

70 TD, 22 17.25

1919, 22 23.50

Winchester—

1886 SF—Round Brl. 44.50

TD—Round Brl 56.75

1890 TD—Oct. Fancy 53.75

TD—Oct. Plain. 27.75

1893 SF—Round Brl. 31.50

SF—Oct. Brl.. 33.50

SF—Carbine 28.50

TD—Oct. Brl.. 45.75

1894 SF—Round Brl. 34.00

SF—Oct. Brl.. 36.80

SF—Carbine 31.50

TD—Oct. Brl.. 48.75

1895 SF 47.00

1895—Govt. Model.. 50.50

1895 TD 59.25

1902 TD—22 8.25

1903 TD—Plain 39.50

TD—Fancy 69.00

1904—TD—22 10.00

1906 TD 24.25

1907 TD 52.00

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 9B 10c box.

Copper—With Burrs—

Size. 1/4 Lbs. Lbs. Size. 1/4 Lbs. Lbs.

7—St'r Lgths .50 .75 7—Asst.45 .80

8 " .50 .80 8 "45 .80

9 " .50 .80 9 "50 .85

10 " .50 .85 10 "50 .90

12 " .50 .90 12 "50 .95

Copper Iron, with Burrs—08 Asst., 25c 1/4-lb. box; 010, 80c.

RIVETS—Tinnars—Black, all sizes (in kegs), 20c lb. Tinned, 8, 3 1/2 (in kegs), 27c lb.; 4, 5, 25c; 6, 7, 8, 85c; 10, 85c.

ROOFING—(See Paper)—

ROPE—Cotton, Thread—3-16, \$1.00; 1/4 to 5-16, \$1.00 lb.;

3/4 to 1, \$1.00; 1/2 to 1, \$1.10.

Manila—Base, 85c. lb.

Sisal—Base, 80c lb.

RULES, Boxwood—Lufkin Stanley—No. 171 (86), 56c each;

No. 372 (36 1/2), 70c; 378 (3), \$1.15; 886 (82), 75c; 888

(32 1/2), \$1.10; 465 (69), 20c; 488 (57), 65c; 651 (68),

25c; 702 (18), 45c; 751 (61), 35c; 752 (70), 45c; 762 B

(7), \$1.20; 771 (84), 70c; 780 (62 1/2), 85c; 781 (62), 85c;

861 A (53 1/2), 85c; 871 (52), 80c; 881 (54), 90c; 981

(66 1/2), 65c; 8851 Y (66), 65c; 8861 (66 1/2), 75c; 8881

(66 3/4), \$1.65.

Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Black-

smith, 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c;

4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00.

RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each;

No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515

(05), 65c; 8516 (06), 75c; 8518 (08), \$1.00; 8523 (408 F),

40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F),

75c; 8613 (103), 45c; 8615 (105) 70c; 8616 (106), 85c;

8624 (854 F), 60c; 8626 (856 F), 85c.

Aluminum, Zig Zag—4 ft., \$1.50; 5 ft., \$1.75; 6 ft., \$2.00.

SAWS—One Man—Cross-cut—

Diaston Chinook Chinook

3 ft. 4.00 5 1/4 ft. 7.70

3 1/2 ft. 4.60 6 ft. 8.65

4 ft. 5.25 6 1/4 ft. 10.75

4 1/2 ft. 5.75 7 ft. 10.90

5 ft. 6.50 7 1/4 ft. 12.00

Simonds Falling same price as Royal Chinook Cross Cut.

SAWS—Hand—

12 Diaston or 69 Atkins. No. 7 Diaston

20 inch 3.50 18 inch 2.50

22 inch 3.75 20 inch 2.85

24 inch 4.25 22 inch 2.85

26 inch 4.50 24 inch 3.05

28 inch 5.00 26 inch 3.15

30 inch 5.75 28 inch 3.75

D8 Diaston, or 51 Atkins. No. 120 Diaston

18 inch 2.75 26 inch 5.75

20 inch 3.15 28 inch 6.00

22 inch 3.25 No. 112 Diaston—

24 inch 3.40 26 inch 4.15

26 inch 3.50 28 inch 4.50

28 inch 4.00 D100 or D20 Diaston—

30 inch 4.50 26 inch 4.00

28 inch 4.25

Simonds Hand and Cross-cut Saws—Prices on Application.

SAWS—Miscellaneous—

Back Compass No. 3

12-inch 2.65 12-inch75

14-inch 3.00 14-inch80

16-inch 3.85 16-inch85

22-inch 4.00

24-inch 4.25

26-inch 4.75

28-inch 5.50

Butcher No. 10

16-inch 1.65

18-inch 1.75

20-inch 1.85

22-inch 3.00

10-inch70

24-inch 4.25

26-inch 4.75

28-inch 5.50

SAWS—MISCELLANEOUS—Continued—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.
Brass. Flat or Round Head—

RETAIL SELLING PRICES—Continued.

WOOD SCREWS—Continued—

Size.	$\frac{1}{4}$ -in.	$\frac{3}{8}$ -in.	$\frac{1}{2}$ -in.	$\frac{5}{8}$ -in.	$\frac{3}{4}$ -in.	$\frac{7}{8}$ -in.	1-in.
0.....	.60	.60	.65	...	...	...	...
1.....	.60	.60	.65	...	...	...	...
2.....	.60	.65	.65	...	...	...	...
3.....	.65	.70	.70	.75	.85	1.05	1.15
4.....	.70	.75	.75	.80	.85	1.10	1.20
5.....	.75	.80	.85	.90	1.00	1.15	1.20
6.....	...	.85	.90	1.00	1.10	1.15	1.25
7.....	...	.95	1.00	1.10	1.25	1.35	1.50
8.....	...	1.05	1.15	1.30	1.40	1.55	1.70
9.....	...	...	...	1.50	1.60	1.75	1.95
10.....	...	...	...	1.70	1.85	2.05	2.20
11.....	...	...	...	1.85	2.10	2.35	2.55
12.....	...	...	...	...	2.35	2.60	2.85
13.....	...	...	...	...	...	...	3.20
14.....	...	...	...	...	...	...	3.55
15.....	...	...	...	...	...	...	3.90
16.....	...	...	...	...	...	...	4.65

Size.	$1\frac{1}{4}$ -in.	$1\frac{1}{2}$ -in.	$1\frac{3}{4}$ -in.	2-in.	$2\frac{1}{4}$ -in.	$2\frac{3}{4}$ -in.	3-in.
6.....	1.65	...	...	...	...	...	...
7.....	1.70	2.25	2.80	3.65	...	...	...
8.....	2.00	2.80	2.90	3.70	...	...	...
9.....	2.25	2.55	2.95	3.75	...	6.60	...
10.....	2.45	3.00	3.30	3.80	4.95	6.65	...
11.....	2.90	3.25	3.75	4.30	5.10	6.70	9.70
12.....	3.25	3.75	4.25	4.80	5.55	6.75	9.80
13.....	3.75	4.15	4.70	5.30	6.25	6.90	9.90
14.....	4.10	4.65	5.15	5.90	6.85	7.50	10.00
15.....	4.60	5.35	6.05	6.85	7.50	8.30	10.25
16.....	5.05	5.85	6.65	7.50	8.35	...	...
17.....	...	6.40	...	8.20	9.10	...	...
18.....	...	7.60	...	9.75	10.75	...	...

Flat Head, Bright—							
Size.	$\frac{1}{4}$ -in.	$\frac{3}{8}$ -in.	$\frac{1}{2}$ -in.	$\frac{5}{8}$ -in.	$\frac{3}{4}$ -in.	$\frac{7}{8}$ -in.	1-in.
0 to 2...	.25	.25	...	...	...	...	...
3.....	.25	.25	.25	.25	.25	.25	.25
4.....	.25	.25	.25	.25	.25	.25	.30
5.....25	.25	.25	.25	.30	.30
6.....25	.25	.25	.30	.30	.30
7.....25	.30	.30	.30	.30	.35
8.....30	.30	.30	.30	.35	.35
9.....30	.30	.35	.35	.35	.35
10.....35	.35	.35	.40	.40
11.....35	.40	.40	.40	.45
12.....40	.40	.40	.45	.45
13.....40	.45	.50	.55
14.....45	.50	.50	.55
15.....55	.60	.65
16.....60	.65	.85
17.....90
18.....95
20.....	1.15

Size.	$1\frac{1}{4}$ -in.	$1\frac{1}{2}$ -in.	$1\frac{3}{4}$ -in.	2-in.	$2\frac{1}{4}$ -in.	$2\frac{3}{4}$ -in.	3-in.
2.....	.30	.35	...	...	...	...	...
3.....	.30	.35	...	...	...	...	...
4.....	.35	.40	.45	.50	.50	.65	...
5.....	.35	.40	.45	.50	.55	.65	1.00
6.....	.40	.40	.50	.50	.55	.70	1.00
7.....	.40	.45	.50	.55	.60	.75	1.00
8.....	.40	.45	.50	.55	.60	.80	1.05
9.....	.45	.50	.55	.60	.65	.80	1.05
10.....	.45	.50	.55	.60	.65	.80	1.05
11.....	.45	.50	.55	.60	.70	.85	1.05
12.....	.50	.55	.60	.65	.75	.90	1.10
13.....	.55	.60	.65	.75	.80	.90	1.15
14.....	.65	.65	.75	.80	.90	.95	1.15
15.....	.75	.80	.85	.90	1.05	1.10	1.80
16.....	.85	.95	.95	1.05	1.15	1.25	1.40
17.....	.90	1.05	1.15	1.25	1.30	1.40	1.60
18.....	1.10	1.25	1.35	1.40	1.50	1.60	1.80
20.....	1.35	1.45	1.50	1.60	1.75	1.90	2.15

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head, Bright.

SAFETY SET—(Bristol)—
 $\frac{1}{4}$ -inch, any length, 10c each; 5-16, 10c; $\frac{3}{8}$, 12c; 7-16, 15c; $\frac{1}{2}$, 18c; $\frac{3}{4}$, 25c; $\frac{7}{8}$, 30c; $\frac{1}{2}$, 35c; 1-inch, 40c.

SCREWS—Lag—Gimlet Point, Square Head—

$\frac{1}{4}$, 5-16-in.	$\frac{3}{8}$ -in.	$\frac{1}{2}$ -in.	$\frac{5}{8}$ -in.	$\frac{3}{4}$ -in.	$\frac{7}{8}$ -in.
Dos. 100	Dos. 100	Dos. 100	Dos. 100	Dos. 100	Dos. 100
1.....	.35	2.25	...	...	...
$1\frac{1}{4}$.....	.35	2.25	.45	2.70	...
$1\frac{1}{2}$.....	.40	2.45	.45	2.95	...
2.....	.40	2.45	.45	2.95	...
$2\frac{1}{2}$.....	.45	2.65	.50	3.25	.65
3.....	.45	2.85	.55	3.50	.75
$3\frac{1}{2}$.....	.50	3.05	.60	3.75	.80
4.....	.50	3.25	.65	4.00	.85
$4\frac{1}{2}$.....	.55	3.45	.70	4.25	.95
5.....	.60	3.65	.70	4.50	1.00
$5\frac{1}{2}$.....	.60	3.85	.75	4.80	1.05
6.....	.65	4.05	.80	5.05	1.10
$6\frac{1}{2}$.....	...	...	.85	5.30	1.14
7.....	...	...	.90	5.55	1.25
$7\frac{1}{2}$.....	...	...	.95	5.80	1.30
8.....	...	1.00	6.10	1.35	8.45
9.....	...	...	...	1.45	9.15
10.....	...	...	...	1.60	9.90
12.....	...	...	...	1.80	11.30

SAFETY SET—(Bristle)—

$\frac{1}{4}$ -inch, any length, 10c each; 5-16, 10c; $\frac{3}{8}$, 12c; 7-16, 15c; $\frac{1}{2}$, 18c; $\frac{5}{8}$, 25c; $\frac{3}{4}$, 30c; $\frac{7}{8}$, 35c; 1-inch, 40c.

SCREWS—Lag—Gimlet Point, Square Head—

$\frac{1}{4}$, 5-16-in.	$\frac{3}{8}$ -in.	$\frac{1}{2}$ -in.	$\frac{5}{8}$ -in.	$\frac{3}{4}$ -in.	$\frac{7}{8}$ -in.
Dox. 100	Dox. 100	Dox. 100	Dox. 100	Dox. 100	Dox. 100
1.....	.35	2.25	...	...	...
1 $\frac{1}{4}$.....	.35	2.25	...	...	...
1 $\frac{1}{2}$.....	.35	2.25	.45	2.70	...
1 $\frac{3}{4}$.....	.40	2.45	.45	2.95	...
2.....	.40	2.45	.45	2.95	.65
2 $\frac{1}{4}$.....	.45	2.65	.50	3.25	.70
2 $\frac{1}{2}$.....	.45	2.65	.50	3.25	.70
2 $\frac{3}{4}$.....	.45	2.65	.50	3.25	.70
3.....	.50	3.05	.60	3.75	.80
3 $\frac{1}{4}$.....	.50	3.05	.60	3.75	.80
3 $\frac{1}{2}$.....	.50	3.05	.60	3.75	.80
3 $\frac{3}{4}$.....	.55	3.45	.70	4.25	.95
4.....	.60	3.85	.75	4.65	1.00
4 $\frac{1}{4}$.....	.60	3.85	.75	4.65	1.00
4 $\frac{1}{2}$.....	.60	3.85	.75	4.65	1.00
4 $\frac{3}{4}$.....	.65	4.05	.80	5.05	1.10
5.....	.65	4.05	.80	5.05	1.10
5 $\frac{1}{4}$.....	.65	4.05	.80	5.05	1.10
5 $\frac{1}{2}$.....	.65	4.05	.80	5.05	1.10
5 $\frac{3}{4}$.....	.65	4.05	.80	5.05	1.10
6.....	.65	4.05	.80	5.05	1.10
6 $\frac{1}{4}$.....	.65	4.05	.80	5.05	1.10
6 $\frac{1}{2}$.....	.65	4.05	.80	5.05	1.10
6 $\frac{3}{4}$.....	.65	4.05	.80	5.05	1.10
7.....	.65	4.05	.80	5.05	1.10
7 $\frac{1}{4}$.....	.65	4.05	.80	5.05	1.10
7 $\frac{1}{2}$.....	.65	4.05	.80	5.05	1.10
7 $\frac{3}{4}$.....	.65	4.05	.80	5.05	1.10
8.....	.65	4.05	.80	5.05	1.10
8 $\frac{1}{4}$.....	.65	4.05	.80	5.05	1.10
8 $\frac{1}{2}$.....	.65	4.05	.80	5.05	1.10
8 $\frac{3}{4}$.....	.65	4.05	.80	5.05	1.10
9.....	.65	4.05	.80	5.05	1.10
9 $\frac{1}{4}$.....	.65	4.05	.80	5.05	1.10
9 $\frac{1}{2}$.....	.65	4.05	.80	5.05	1.10
9 $\frac{3}{4}$.....	.65	4.05	.80	5.05	1.10
10.....	.65	4.05	.80	5.05	1.10
10 $\frac{1}{4}$.....	.65	4.05	.80	5.05	1.10
10 $\frac{1}{2}$.....	.65	4.05	.80	5.05	1.10
10 $\frac{3}{4}$.....	.65	4.05	.80	5.05	1.10
11.....	.65	4.05	.80	5.05	1.10
11 $\frac{1}{4}$.....	.65	4.05	.80	5.05	1.10
11 $\frac{1}{2}$.....	.65	4.05	.80	5.05	1.10
11 $\frac{3}{4}$.....	.65	4.05	.80	5.05	1.10
12.....	.65	4.05	.80	5.05	1.10

SCREW DRIVERS—Machinists, No. 51, 50c each; 51 $\frac{1}{2}$, 70c; 52, 80c; 52 $\frac{1}{2}$, \$1.00; 53, \$1.10; 53 $\frac{1}{2}$, \$1.25; 54, \$2.35; 210, \$1.75; 215, \$2.25; 218, \$2.50.
Yankee Ratchet—No. 11, 2-inch, 65c each; 3, 80c; 4, 85c; 5, 95c; 6, \$1.05; 8, \$1.25; 10, \$1.50. No. 13, \$1.00; No. 15, 2-inch, 75c; 3, 80c; 4, 85c; 5, 90c. No. 30, \$3.00; 31, \$4.00; 35, \$2.25; 60, \$1.00; 130, \$5.50.

SCREW DRIVERS—G. & P.—367—1 $\frac{1}{4}$, 35c; 3, 40c; 4, 45c.

SCYTHES—Bush—	No.	Each.	No.	Each.
400.....	240	2.40	200.....	2.35
450.....	225	2.25	250.....	2.35
Weed—	No.	Each.	No.	Each.
300.....	240	2.40	100.....	2.35
350.....	225	2.25	150.....	2.35

SHEETS—IRON—Galvanized—10 to 16, 11 $\frac{1}{2}$ c; 18 to 24, 12c; 26 to 27, 12 $\frac{1}{2}$ c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 27, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., \$6.25; Galv., 26, \$9.50; 28, \$8.50. Rockface Siding, \$9.50.

SHEETS—STEEL—Black, Soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 15 cut, 10c full sheet. Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, 18c cut, 12c full sheet.

SHIELDS—Expansion—Sebc—	Size.	Each.	Lead—	Each.
3-16, each.....	.06	1.....	.40	
$\frac{1}{4}$, each.....	.07	Lead.....	.04	
5-16.....	.08	$\frac{1}{4}$ x $\frac{1}{4}$.....	.04	
$\frac{3}{8}$.....	.09	3-16x $\frac{3}{8}$.....	.04	
7-16.....	.11	3-16x1.....	.04	
$\frac{1}{2}$.....	.15	$\frac{1}{4}$ x $\frac{1}{2}$.....	.06	
$\frac{3}{4}$.....	.17	$\frac{1}{4}$ x1.....	.06	
1.....	.25	5-16x1.....	.06	

SHINGLES—Tin, 5x7, \$2.50; 7x10, \$4.00.

SHOES—Horse—Light, extra light or snow. All sizes, 12c lb. Neverslip, Calked, B Patterns—net of 4—No. 0, \$1.70; 1, \$1.75; 2, \$1.90; 3, \$2.15; 4, \$2.35; 5, 2.90; 6, \$3.10; 7, \$3.50.

Calks, Nos. 1 and 4, 5-16 and $\frac{3}{4}$, \$3.50 per 100; 7-16 and $\frac{1}{2}$, \$3.75; 9-16 and $\frac{3}{4}$, \$4.00. Mule, No. 00 and 0, 14c lb.; 1, 18c; 2 and larger, 18c. Steel Sleigh Shoes—Flat, 9c lb.; concave or convex, 12c; cast sleigh shoes, 7c.

SHOT—Air Rifle, No. 25 (bulk), 25c lb.; No. 125 (1-lb. bags), 25c lb.; No. 525 (tubes), 10c pkg. Balls, Nos. 0, 00, 000, 20c lb. Buck, Nos. 1, 2, 3, 25c lb. Drop, Nos. 1 to 12, 25c lb.; B, BB, BBB, 20c lb.

SHOVELS—D Handle, Round Point, No. 102, \$2.40 each; 201, \$2.25; 401, \$1.85; 1003, \$2.15; 1004, \$2.25; 1005, \$2.50. D Handle, Square Point, No. 104, \$2.40 each; 203, \$2.25; 307, \$2.85; 403, \$1.85; 404 B, \$1.85; 1009, \$2.50; 1010, \$2.25; 1111, \$2.15; 1112, \$2.25. Long Handle, Round Point, No. 200, \$2.25 each; 300, \$2.25; 400, \$1.75; 400 A, \$2.10; 700, \$2.25; 701, \$2.50; 800, \$2.50; 801, \$2.50; 1000, \$2.15; 1001, \$2.25; 1002, \$2.50. Long Handle, Square Point, No. 103, \$2.10 each; 202, \$2.25; 304, \$2.50; 402, \$1.75; 702, \$2.50; 1006, \$2.15; 1007, \$2.25; 1008, \$2.50.

SLEDs—Hand and Coaster—	Each.	Jr. Racer.....	4.25
Flexible Flyer—		Racer.....	5.00
No. 1.....	3.00	Tux. Racer.....	7.50
No. 2.....	3.50	Fire Fly.....	
No. 3.....	4.50	No. 9.....	1.75
No. 4.....	5.50	No. 10.....	2.25
No. 5.....	7.50	No. 11.....	2.75
No. 6.....	15.00	No. 12.....	3.25

SMOOTH-ON—65c lb. SOLDER— $\frac{1}{4}$ and $\frac{3}{8}$, 60c lb.; No. 1, 90-100, 55c; Wiping, 40-60, 50c; Wire, 50-50, 60c; Electrical Wire, 40-60, 50c.

SPORTING GOODS—		Handballs . . . . .	.85
Official Baseballs . . .	2.50	Boxing Gloves, 8-oz. . .	18.50
Second Grade Baseballs .	2.00	Striking Bags	9.00
Playground B. B., Out or Plain Seam—		Championship Tennis Balls . . . . .	.55
14-inch	2.75	Best Grade Rackets, Sutton	12.00
12-inch	2.50	Cotton Gym Shirts . . .	.75
Baseball Bats, league . .	1.75	White Running Pants . .	1.00
Baseball Masks,	10.00	Bike Jockey Strap . . .	.75
Chest Protectors	8.50	Rubber Soled Tennis Gym Shoes	1.95
Official—		Rubber Soled Tennis or Gym High	2.25
Rugby Footballs	10.00	Basketball Shoes	5.00
Soccer Footballs	12.00		
Basketballs	15.00		
Volley Balls	8.00		
SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, \$7.00; Barnes 276, \$8.80; Little Giant, 327½, \$5.75; Acme Pressure 345, \$8.50; Defiance, No. 324, \$8.50.			
STAPLES—Fence Wire—Polished, 8c lb.; galvanized, 9c. Poultry Wire—¾-inch, 15c lb.			
STARRETTS TOOLS—Add to Catalogue—			
Micrometers, 50%		End Meas. Rods, 50%	
Thickness Gauges, 50%		Caliper Gauges, 50%	
Gr. Flat Stock, 50%		Micrometer Cases, 50%	
Handy Equiv. Table, 50%		above) add to list 40%.	
Balance of Book (not itemized)			
STEEL—Mild—See Iron. Tool, 22c; Drill, Com., 20c.			

STOCKS AND DIES—

Easy			
2B	17.75	1112	46.30
5B	21.00	1118	47.85
7B	31.00		Armstrong
52	31.00	No. 1 Pipe	8.35
55	38.00	No. 2	11.00
57	48.50	No. 2 1/2	12.75
		No. 3, 1 1/4 to 3-in.	16.25
Little Giant			
5	30.35	No. 0 Pipe, Common	7.25
7	46.30	No. 1	9.75
9	47.85	No. 2	13.00
65	37.95	Stocks Only—	
67	59.40	No. 1 pipe, Common	8.35
		No. 2 pipe, Common	7.35
Green River		No. 2, Armstrong	8.75
1124	25.00	No. 2, Armstrong	6.00
1104	30.35		

STONES—Carborundum—No. 76, 50c; 107, \$2.00; 108, \$2.35; 109, \$1.75; 110, \$2.00; 111, \$1.85; 112, \$1.00; 113, \$1.00; 115, \$1.75; 116, \$1.75; 117, \$1.75; 118, \$1.50; 119, \$1.50; 120, \$1.50; 121, \$1.25; 122, \$1.25; 123, \$1.25; 124, \$1.00; 130, 75c; 131, 75c; 142, 75c; 143, 75c; 144, 75c; 145, 50c; 146, 50c; 147, 50c.	
Pike's Oil and Water—No. 13, 60c each; 14, 60c; 15, 10c; 20, 40c; 22, \$1.00; 25, 15c; 27, 25c; 40, 25c; 42, 35c; 48, 50c; 51, \$1.00; 52, \$1.25; 53, \$1.50; 54, \$1.00; 55, \$1.25; 56, \$1.50; 59, 15c; 60, \$1.75; 62, \$2.25; 66, \$2.75; 68, \$3.75; 78, 50c; 80, 60c; 86, 75c; 88, \$1.00; 92, 50c; 94, 60c.	
Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.	
STOP AND WASTE	
Rough Brass, Iron Pipe Threads No. 10 T-Handle or No. 20 Lever Handle—	
1/2-inch, \$1.25; 3/4-inch, \$1.75.	
No. 30 High Grade Cap Eastern T or Lever Handle—	
1/2-inch, \$1.50; 3/4-inch, \$2.00.	
Glauber or Muellers—	
1/2-inch, \$1.75; 3/4-inch, \$2.25.	
Compression—	
1/2-inch, \$2.25; 3/4-inch, \$2.50.	
STRIP—Weather—Rubber, 1/2-inch, 3 1/2 c ft.; 3/4-inch, 5c ft. Felt, 1/2-inch, 4c ft.; 3/4-inch, 5c ft.	
SUPPORTS—Wagon Tongue—	
Lindquist	Haggard Spiral
1 2.00	0 1.85
2 2.50	1 1.75
3 2.35	2 1.90
	3 2.15

SWEEPERS, CARPET—Bissell's—American Queen (N), \$6.50 each; Club (N), \$14.00; Grand Rapids (N), \$6.75; Grand Rapids (J), \$5.50; Parlor Queen (N), \$7.50; Princess (N), \$6.50; Superba (N), \$8.00; Universal (N), \$5.50; Universal (J), \$4.75.

TACKS—Bill Posters, No. 545 Wire, or 555 Out, 3, 85c lb.; 4, 80c; 6, 80c; 8, 30c; 10, 80c.
Carpet—484 Out, or 484 Wire 1/4-lb. papers, 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. 488 Out, or Wire 1/4-lb. papers, 3, 5c box; 4, 5c; 6, 5c; 8, 5c; 10, 5c; 12, 5c. 495 Wire in bulk, 3, 85c lb.; 4, 80c; 6, 80c; 8, 30c; 10, 80c; 12, 30c.
Gimp—324—3 1/2, 15c box; 3, 10c; 4, 10c; 6, 10c; 8, 10c.
Upholsterers—304 Out, 1/4-lb. papers, 1 1/4, 15c box; 3, 15c; 2 1/4, 10c; 3, 10c; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. 305 Out, or 355 Wire in bulk, 3 85c lb.; 4, 80c; 6, 80c; 8, 30c; 10, 80c; 12, 30c.
Double Pointed—Blued, 1/4-lb. papers, 9, 5c box; 10, 5c; 11, 5c; 12, 5c; 14, 5c. Blued, in bulk, 305, 80c lb.; 310, 80c; 311, 80c; 312, 80c.

TAPES—MEASURING—(Lufkin)—			
Asses' Skin			
No.	Each.	505 L.	6.50
710	.60	506 L.	8.00
712	.85		
715	1.15	143	Pocket .95
716	1.35	145	1.10
730	.70	165	.60
733	1.00	3143	.80
735	1.35	3175	.50
736	1.65		
Linen		276 D.	13.00
1080	1.10	5100	9.00
1083	1.65		
1085	2.25		
1086	2.65		
Metallie		100	5.35
500 L.	3.50	103	7.50
503 L.	5.00	105	10.35
		106	12.35
		200	5.35

Steel Tapes—Continued—			
200 D.	5.25	265	7.35
203	8.50	266	9.50
203 D.	8.50	550	4.35
205	12.00	553	5.00
205 D.	12.00	555	6.50
206	14.75	556	8.35
206 D.	14.75	1240	4.35
240	4.35	1248	4.75
243	5.00	1260	4.50
245	6.75	1268	5.25
246	8.50	1264	6.50
260	4.50	1265	7.00
263	5.50	1266	8.75

Comparative Nos. K. & E. and Starratt same price as Lufkin.
 Asses' Skin Case—25, 65c; 50, 85c; 75, \$1.15; 100, \$1.35.

TAPES—Friction—1/4 lb., 35c; 2 oz., 15c; 1 oz., 10c.

TENTS—Single Filling—					
Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
7x7	13.85	15.60	16x18	51.60	60.65
7x9	15.85	18.40	16x20	56.85	66.85
9x9	18.25	21.35	16x24	64.75	75.85
9½x12	21.50	25.10	16x30	78.35	91.35
12x14	28.85	33.65	A or Wedge—		
12x18	35.60	41.60	5x7	8.50	9.85
14x16	37.85	44.40	7x7	10.70	12.50
14x20	47.00	54.60	7x9	12.85	15.05

Flys Half Price of Tent.							
Wagon Covers—Single Filling—							
Size	8-oz.	10-oz.	Size	8-oz.	10-oz.		
10x14	8.15	10.25	12x16	12.00	14.65		
10x16	9.85	11.75	12x18	13.25	16.50		
Stockmen's Bed Sheets, Single Filling—							
Size	8 oz.	10 oz.	12 oz.	Size	8 oz.	10 oz.	12 oz.
6x12..	4.50	5.85	6.75	7x14..	7.55	9.80	11.00
6x14..	5.80	6.75	7.90	7x16..	8.90	11.25	12.70

THIMBLES—Flue—6-in., 10c; 7-in., 15c; 8-in., 20c; 9-in., 25c; 10-in., 30c; 11-in., 35c; 12-in., 40c; 13-in., 45c; 14-in., 50c; 15-in., 55c; 16-in., 60c; 17-in., 65c; 18-in., 70c; 19-in., 75c; 20-in., 80c; 21-in., 85c; 22-in., 90c; 23-in., 95c; 24-in., 1.00; 25-in., 1.05; 26-in., 1.10; 27-in., 1.15; 28-in., 1.20; 29-in., 1.25; 30-in., 1.30; 31-in., 1.35; 32-in., 1.40; 33-in., 1.45; 34-in., 1.50; 35-in., 1.55; 36-in., 1.60; 37-in., 1.65; 38-in., 1.70; 39-in., 1.75; 40-in., 1.80; 41-in., 1.85; 42-in., 1.90; 43-in., 1.95; 44-in., 2.00; 45-in., 2.05; 46-in., 2.10; 47-in., 2.15; 48-in., 2.20; 49-in., 2.25; 50-in., 2.30; 51-in., 2.35; 52-in., 2.40; 53-in., 2.45; 54-in., 2.50; 55-in., 2.55; 56-in., 2.60; 57-in., 2.65; 58-in., 2.70; 59-in., 2.75; 60-in., 2.80; 61-in., 2.85; 62-in., 2.90; 63-in., 2.95; 64-in., 3.00; 65-in., 3.05; 66-in., 3.10; 67-in., 3.15; 68-in., 3.20; 69-in., 3.25; 70-in., 3.30; 71-in., 3.35; 72-in., 3.40; 73-in., 3.45; 74-in., 3.50; 75-in., 3.55; 76-in., 3.60; 77-in., 3.65; 78-in., 3.70; 79-in., 3.75; 80-in., 3.80; 81-in., 3.85; 82-in., 3.90; 83-in., 3.95; 84-in., 4.00; 85-in., 4.05; 86-in., 4.10; 87-in., 4.15; 88-in., 4.20; 89-in., 4.25; 90-in., 4.30; 91-in., 4.35; 92-in., 4.40; 93-in., 4.45; 94-in., 4.50; 95-in., 4.55; 96-in., 4.60; 97-in., 4.65; 98-in., 4.70; 99-in., 4.75; 100-in., 4.80; 101-in., 4.85; 102-in., 4.90; 103-in., 4.95; 104-in., 5.00; 105-in., 5.05; 106-in., 5.10; 107-in., 5.15; 108-in., 5.20; 109-in., 5.25; 110-in., 5.30; 111-in., 5.35; 112-in., 5.40; 113-in., 5.45; 114-in., 5.50; 115-in., 5.55; 116-in., 5.60; 117-in., 5.65; 118-in., 5.70; 119-in., 5.75; 120-in., 5.80; 121-in., 5.85; 122-in., 5.90; 123-in., 5.95; 124-in., 6.00; 125-in., 6.05; 126-in., 6.10; 127-in., 6.15; 128-in., 6.20; 129-in., 6.25; 130-in., 6.30; 131-in., 6.35; 132-in., 6.40; 133-in., 6.45; 134-in., 6.50; 135-in., 6.55; 136-in., 6.60; 137-in., 6.65; 138-in., 6.70; 139-in., 6.75; 140-in., 6.80; 141-in., 6.85; 142-in., 6.90; 143-in., 6.95; 144-in., 7.00; 145-in., 7.05; 146-in., 7.10; 147-in., 7.15; 148-in., 7.20; 149-in., 7.25; 150-in., 7.30; 151-in., 7.35; 152-in., 7.40; 153-in., 7.45; 154-in., 7.50; 155-in., 7.55; 156-in., 7.60; 157-in., 7.65; 158-in., 7.70; 159-in., 7.75; 160-in., 7.80; 161-in., 7.85; 162-in., 7.90; 163-in., 7.95; 164-in., 8.00; 165-in., 8.05; 166-in., 8.10; 167-in., 8.15; 168-in., 8.20; 169-in., 8.25; 170-in., 8.30; 171-in., 8.35; 172-in., 8.40; 173-in., 8.45; 174-in., 8.50; 175-in., 8.55; 176-in., 8.60; 177-in., 8.65; 178-in., 8.70; 179-in., 8.75; 180-in., 8.80; 181-in., 8.85; 182-in., 8.90; 183-in., 8.95; 184-in., 9.00; 185-in., 9.05; 186-in., 9.10; 187-in., 9.15; 188-in., 9.20; 189-in., 9.25; 190-in., 9.30; 191-in., 9.35; 192-in., 9.40; 193-in., 9.45; 194-in., 9.50; 195-in., 9.55; 196-in., 9.60; 197-in., 9.65; 198-in., 9.70; 199-in., 9.75; 200-in., 9.80; 201-in., 9.85; 202-in., 9.90; 203-in., 9.95; 204-in., 1.00; 205-in., 1.05; 206-in., 1.10; 207-in., 1.15; 208-in., 1.20; 209-in., 1.25; 210-in., 1.30; 211-in., 1.35; 212-in., 1.40; 213-in., 1.45; 214-in., 1.50; 215-in., 1.55; 216-in., 1.60; 217-in., 1.65; 218-in., 1.70; 219-in., 1.75; 220-in., 1.80; 221-in., 1.85; 222-in., 1.90; 223-in., 1.95; 224-in., 2.00; 225-in., 2.05; 226-in., 2.10; 227-in., 2.15; 228-in., 2.20; 229-in., 2.25; 230-in., 2.30; 231-in., 2.35; 232-in., 2.40; 233-in., 2.45; 234-in., 2.50; 235-in., 2.55; 236-in., 2.60; 237-in., 2.65; 238-in., 2.70; 239-in., 2.75; 240-in., 2.80; 241-in., 2.85; 242-in., 2.90; 243-in., 2.95; 244-in., 3.00; 245-in., 3.05; 246-in., 3.10; 247-in., 3.15; 248-in., 3.20; 249-in., 3.25; 250-in., 3.30; 251-in., 3.35; 252-in., 3.40; 253-in., 3.45; 254-in., 3.50; 255-in., 3.55; 256-in., 3.60; 257-in., 3.65; 258-in., 3.70; 259-in., 3.75; 260-in., 3.80; 261-in., 3.85; 262-in., 3.90; 263-in., 3.95; 264-in., 4.00; 265-in., 4.05; 266-in., 4.10; 267-in., 4.15; 268-in., 4.20; 269-in., 4.25; 270-in., 4.30; 271-in., 4.35; 272-in., 4.40; 273-in., 4.45; 274-in., 4.50; 275-in., 4.55; 276-in., 4.60; 277-in., 4.65; 278-in., 4.70; 279-in., 4.75; 280-in., 4.80; 281-in., 4.85; 282-in., 4.90; 283-in., 4.95; 284-in., 5.00; 285-in., 5.05; 286-in., 5.10; 287-in., 5.15; 288-in., 5.20; 289-in., 5.25; 290-in., 5.30; 291-in., 5.35; 292-in., 5.40; 293-in., 5.45; 294-in., 5.50; 295-in., 5.55; 296-in., 5.60; 297-in., 5.65; 298-in., 5.70; 299-in., 5.75; 300-in., 5.80; 301-in., 5.85; 302-in., 5.90; 303-in., 5.95; 304-in., 6.00; 305-in., 6.05; 306-in., 6.10; 307-in., 6.15; 308-in., 6.20; 309-in., 6.25; 310-in., 6.30; 311-in., 6.35; 312-in., 6.40; 313-in., 6.45; 314-in., 6.50; 315-in., 6.55; 316-in., 6.60; 317-in., 6.65; 318-in., 6.70; 319-in., 6.75; 320-in., 6.80; 321-in., 6.85; 322-in., 6.90; 323-in., 6.95; 324-in., 7.00; 325-in., 7.05; 326-in., 7.10; 327-in., 7.15; 328-in., 7.20; 329-in., 7.25; 330-in., 7.30; 331-in., 7.35; 332-in., 7.40; 333-in., 7.45; 334-in., 7.50; 335-in., 7.55; 336-in., 7.60; 337-in., 7.65; 338-in., 7.70; 339-in., 7.75; 340-in., 7.80; 341-in., 7.85; 342-in., 7.90; 343-in., 7.95; 344-in., 8.00; 345-in., 8.05; 346-in., 8.10; 347-in., 8.15; 348-in., 8.20; 349-in., 8.25; 350-in., 8.30; 351-in., 8.35; 352-in., 8.40; 353-in., 8.45; 354-in., 8.50; 355-in., 8.55; 356-in., 8.60; 357-in., 8.65; 358-in., 8.70; 359-in., 8.75; 360-in., 8.80; 361-in., 8.85; 362-in., 8.90; 363-in., 8.95; 364-in., 9.00; 365-in., 9.05; 366-in., 9.10; 367-in., 9.15; 368-in., 9.20; 369-in., 9.25; 370-in., 9.30; 371-in., 9.35; 372-in., 9.40; 373-in., 9.45; 374-in., 9.50; 375-in., 9.55; 376-in., 9.60; 377-in., 9.65; 378-in., 9.70; 379-in., 9.75; 380-in., 9.80; 381-in., 9.85; 382-in., 9.90; 383-in., 9.95; 384-in., 1.00; 385-in., 1.05; 386-in., 1.10; 387-in., 1.15; 388-in., 1.20; 389-in., 1.25; 390-in., 1.30; 391-in., 1.35; 392-in., 1.40; 393-in., 1.45; 394-in., 1.50; 395-in., 1.55; 396-in., 1.60; 397-in., 1.65; 398-in., 1.70; 399-in., 1.75; 400-in., 1.80; 401-in., 1.85; 402-in., 1.90; 403-in., 1.95; 404-in., 2.00; 405-in., 2.05; 406-in., 2.10; 407-in., 2.15; 408-in., 2.20; 409-in., 2.25; 410-in., 2.30; 411-in., 2.35; 412-in., 2.40; 413-in., 2.45; 414-in., 2.50; 415-in., 2.55; 416-in., 2.60; 417-in., 2.65; 418-in., 2.70; 419-in., 2.75; 420-in., 2.80; 421-in., 2.85; 422-in., 2.90; 423-in., 2.95; 424-in., 3.00; 425-in., 3.05; 426-in., 3.10; 427-in., 3.15; 428-in., 3.20; 429-in., 3.25; 430-in., 3.30; 431-in., 3.35; 432-in., 3.40; 433-in., 3.45; 434-in., 3.50; 435-in., 3.55; 436-in., 3.60; 437-in., 3.65; 438-in., 3.70; 439-in., 3.75; 440-in., 3.80; 441-in., 3.85; 442-in., 3.90; 443-in., 3.95; 444-in., 4.00; 445-in., 4.05; 446-in., 4.10; 447-in., 4.15; 448-in., 4.20; 449-in., 4.25; 450-in., 4.30; 451-in., 4.35; 452-in., 4.40; 453-in., 4.45; 454-in., 4.50; 455-in., 4.55; 456-in., 4.60; 457-in., 4.65; 458-in., 4.70; 459-in., 4.75; 460-in., 4.80; 461-in., 4.85; 462-in., 4.90; 463-in., 4.95; 464-in., 5.00; 465-in., 5.05; 466-in., 5.10; 467-in., 5.15; 468-in., 5.20; 469-in., 5.25; 470-in., 5.30; 471-in., 5.35; 472-in., 5.40; 473-in., 5.45; 474-in., 5.50; 475-in., 5.55; 476-in., 5.60; 477-in., 5.65; 478-in., 5.70; 479-in., 5.75; 480-in., 5.80; 481-in., 5.85; 482-in., 5.90; 483-in., 5.95; 484-in., 6.00; 485-in., 6.05; 486-in., 6.10; 487-in., 6.15; 488-in., 6.20; 489-in., 6.25; 490-in., 6.30; 491-in., 6.35; 492-in., 6.40; 493-in., 6.45; 494-in., 6.50; 495-in., 6.55; 496-in., 6.60; 497-in., 6.65; 498-in., 6.70; 499-in., 6.75; 500-in., 6.80; 501-in., 6.85; 502-in., 6.90; 503-in., 6.95; 504-in., 7.00; 505-in., 7.05; 506-in., 7.10; 507-in., 7.15; 508-in., 7.20; 509-in., 7.25; 510-in., 7.30; 511-in., 7.35; 512-in., 7.40; 513-in., 7.45; 514-in., 7.50; 515-in., 7.55; 516-in., 7.60; 517-in., 7.65; 518-in., 7.70; 519-in., 7.75; 520-in., 7.80; 521-in., 7.85; 522-in., 7.90; 523-in., 7.95; 524-in., 8.00; 525-in., 8.05; 526-in., 8.10; 527-in., 8.15; 528-in., 8.20; 529-in., 8.25; 530-in., 8.30; 531-in., 8.35; 532-in., 8.40; 533-in., 8.45; 534-in., 8.50; 535-in., 8.55; 536-in., 8.60; 537-in., 8.65; 538-in., 8.70; 539-in., 8.75; 540-in., 8.80; 541-in., 8.85; 542-in., 8.90; 543-in., 8.95; 544-in., 9.00; 545-in., 9.05; 546-in., 9.10; 547-in., 9.15; 548-in., 9.20; 549-in., 9.25; 550-in., 9.30; 551-in., 9.35; 552-in., 9.40; 553-in., 9.45; 554-in., 9.50; 555-in., 9.55; 556-in., 9.60; 557-in., 9.65; 558-in., 9.70; 559-in., 9.75; 560-in., 9.80; 561-in., 9.85

HARDWARE WORLD RETAIL SELLING PRICES—Continued.

TINWARE

Wash Boilers		Pot Covers		225	.75	08	.25	Muffin Pans	
8	8.00	6	.10	230	1.00	15	.20	6	.25
9	8.50	10	.15	235	1.50	020	.20	8	.30
28 A	3.40	12	.20	Tea Kettles		110	.35	9	.35
29 A	3.65	13	.25	01½	.45	120	.45	Pie Pans	
128 B	3.75	14	.30	02	.50	130	.55	6	.10
129 B	4.00	15	.40	027	.55	Cake Pans		7	.10
229 B	4.10	Cups		029	.75	5	.15	10	.15
Wash Bowls		09	.15	047	2.00	7	.35	75	.25
07	.20	010	.20	049	3.00	15	.20	Sauce Pans	
08	.25	23	.25	067	2.25	031	.15	012	.35
7	.35	023	.15	069	3.00	032	.20	016	.45
8	.45	211, 212	.10	Preserving Kettles		034	.30	020	.55
Covered Buckets		214	.15	160	.40	041	.20	024	.75
11	.15	Outters		200	.55	043	.30	028	.95
12	.25	All sizes	.10	240	.75	72	.40	Coffee Pots	
13	.30	Dippers		280	.95	74	.55	1	.30
14	.35	01	.25	320	1.15	Dish Pans		2	.40
Dinner Buckets		2	.15	Moulds		10	.90	4	.50
1	.65	02	.25	2 Melon	1.35	14	1.05	6	.80
2	.75	03	.35	4 Melon	1.85	17	1.35	Tea Pots	
3	.90	4	.20	08 Jelly	.15	21	1.60	240	.25
04	1.10	9	.25	15 Jelly	.30	IXXX Tin		242	.40
30	.75	10	.30	61 Cake	.40	17	2.00	Flour Sieves	
40	.85	32	.25	62 Cake	.50	21	2.10	2	.25
600	1.45	34	.30	Dairy Pails		30	3.10	316	.30
675	1.65	35	.35	10	.80	Milk Pans		318	.35
Milk Cans		42	.40	12	.85	200	.10	Flour Sifters	
1	.35	203	.60	14	.90	202	.15	1	.35
3	.60	Forks		40	.35	204	.20	4	.45
4	.75	1, 2, 3, 4	.10	60	.35	206	.25	5	.25
01	.75	5, 6	.15	80	.40	2100	.35	10	.30
03	.35	314	.25	100	.40	2120	.40	Skimmers	
04	.60	318	.30	104	1.15	300	.15	10	.20
12	.75	421	.10	105	1.50	301	.20	45	.10
14	2.50	Funnels		120	.50	302	.30	Strainers	
500	3.00	10, 15, 20	.10	124	1.25	304	.40	2	.15
503	4.00	25	.15	125	1.50	306	.50	3	.20
505	5.75	30	.20	140	.60	3100	.65	10	.35
510	6.00	35	.25	144	1.35	3120	.85	20	.45
Oil Cans		120	.20	512	2.00	504	.40	33	.65
10	.30	125	.25	514	2.10	506	.50	110	.40
31	.50	130	.30	Bread Pans		510	.75	112, 121	.50
		220	.65	01	.20			123	.65

TWINE—Cotton—Wrapping, \$1.80 lb.; Budding, \$1.80 lb.; Flax, No. 18 B B, 55c lb.; 24 B B, 55c; 18 B C, 65c; 24 B C, 65c; 86 B C, 65c; 80 Sacking, 65c; 40 Sacking, 65c; 83 Hemp—No. 4½, 45c lb.; 6, 45c; 07, 45c.

VALVES

Standard Globe and Angle Valves—		Standard Gate Valves—	
¼	.80	¼	1.60
½	.85	½	1.70
¾	.90	¾	1.85
1	1.10	1	2.25
1¼	1.40	1¼	3.10
1½	2.00	1½	4.10
2	2.80	2	5.50
	3.85		8.00
	5.85		

WAGONS—Boys'—

American		336—16x36	8.00
No. and Size	Each.	Wagners—	
118—8x18	2.00	No. 18	8.00
120—9x20	2.25	No. 20	9.50
122—10x22	2.50	No. 24	11.00
124—11x24	3.00	Coaster—Star—	
126—12x26	3.50	No. 10	7.50
128—13x28	4.00	No. 20	8.00
130—14x30	4.50	No. 30	8.50
132—15x32	5.00	No. 40	9.50

Samson

326—12x26	4.25	Mars-Wells—	
328—13x28	4.75	No. 10	7.50
332—15x32	5.75	No. 11	8.00
		No. 12	9.50

WASHERS—Cast Iron—Size ¼ to ½, 10c lb.; ¾ to 2, 10c lb.; Angles, all sizes, 12c lb. Malleable—Standard, 18c lb.; Nail Hole, 18c lb.; Angle, 21c lb. Cut—Size 3-16, 29c lb.; ¼, 24c; 5-16, 22c; ¾, 20c; 7-16, 19c; 1, 18c; 1½ to 1, 17c.

WASTE—Cotton—No. 6X White, 30c lb.; 1 White, 28c; 2 White, 27c; 01 Colored, 23c; 02 Colored, 22c; 10 Wool, 85c.

WATCHES—Ingersoll—

WACHES—Ingerson—				
Brand.	Each.	Junior-Gun		2.75
Yankee	1.35	Eclipse-Nic		2.00
Radiolite-Nic	2.25	Eclipse-Gun		2.00
Triumph	1.50	Midget-Nic		2.75
Junior-Nic	2.75	Midget-Gun		2.75
Dana or Eagle, 5,	\$3.50; 10,	\$4.00; 20,	\$4.75.	White's,
3, \$3.00; 00,	\$5.00; 8,	\$4.00.		

WAX—Floor 95c lb.

WEANERS—Calf—Shaws No. 1, 65c; No. 2, 75c. Hoosier No. 11, 75c; No. 12, 85c. Kantauk—Calf, 50c; Cow, 60c.

WEDGES—Truckee-Alki, lb. 16c; Oregon-Atha, 16c; Cedar-Atha, 22c; Cedar-Alki, 18c; Falling, 27c; Saw, 22c.

WHEELBARROWS—Brick—No. 10 B, \$11.50 each; 20 \$11.00.

Garden—No. 2, 4¼ cu. ft. capacity, \$9.00 each; No. 3, 5¼ cu. ft., \$10.25; No. 21 (Toledo Clipper), \$6.25.

Railroad—No. 15, \$6.00 each; No. 17, \$6.50; No. 19, \$6.75. Steel Tray and Frame—No. AX, \$11.00 each; 4, \$18.50; 8, 14.75; 10, \$19.00.

WIRE—

Per 100 lbs.	Black.	Galv.	Baling.
8 gauge	6.60		
4	6.60	7.80	
6-8-9	6.50	7.20	
10	6.50	7.25	
11	6.60	7.80	
12	6.60	7.85	
13	6.75	7.45	
14		7.55	7.00
15		8.00	7.10
16		8.10	7.20
17			7.50
18		9.00	

Barbed Fence—Glidden Pat., \$6.90; Glidden Galv., \$7.60; Baker Pat., \$7.15; Baker Galv., \$7.85. Waukeganito Galv., \$8.50.

Hog. Cattle. Am. Special Galv., 80-rod spools, each, 4.70 4.55

Glidden, 80-rod spools, each, 6.50 6.40

Broken Coils—Add, 1 to 24 lbs., 8c; 25 to 49 lbs., 2c; 50

to 99 lbs., 1c per lb.

Stove Pipe Wire, 50-ft. coils, 15c each.

WIRE CLOTH—See Cloth.

WOODENWARE—

Spoons	Trays, Chopping
13-inch	.15 0—10x18 ins. .75
15-inch	.15 8—11x22 inch. 1.25

WOOL—Steel—1-lb. rolls—0, \$1.00; 1, 85c; 2 and 3, 75c; 3-oz. packages, 15c each.

WRINGERS—Mop—Vanco 78, \$4.50; 88, \$4.00; 89, \$4.75. Dana or Eagle, 5, \$8.25; 10, \$8.75; 20, \$4.50. White's, 8, \$2.75; 00, \$5.00; 8, \$4.00.

WRENCHES—

	Westcott.	Ag.	Coes.	Crescent.	Stillson
6-inch	1.25	.85	1.65	1.00	1.45
8-inch	1.50	1.00	2.00	1.25	1.60
10-inch	1.75	1.15	2.35	1.50	1.80
12-inch	2.25	1.50	3.60	2.25	
14-inch	3.50			2.50	2.50
15-inch		2.00	4.15	3.25	
18-inch			5.85	8.45	3.60
21-inch			6.50		

ZINC—Full sheets, 30c lb.; less than sheets, 85c lb.

WASHKOSH



The Washer That's Gentler Than Human Hands

THE first question a careful housewife asks about a washing machine is, "Will it harm the clothes?"

Think how easy it will be for you to make sales when you can prove to her that the WASHKOSH is easier on clothes than the old laborious hand method. It's the WASHKOSH vacuum principle that does this—that means spotless clothes without so much as a broken thread.

This is the biggest talking feature ever found on any washing machine. It is a point that will interest any woman, because it appeals to her in-born sense of economy.

A Washing Machine with a Sales Point Women Can Actually See

You don't have to talk theory when you're selling the WASHKOSH to your women customers. Just lift the lid and

show her the conical dasher that touches the clothes as gently as human hands, and forces suds through. They'll get the point instantly.

Here's a washing machine that will wash fine lace curtains and dainty lingerie. A machine with convenient three-way wringer, a noiseless motor. Do you doubt that you can sell this masterpiece?

**Territory Allotments Now Being Made
Write for Details**

JAMES H. CUMMING
Sales Manager

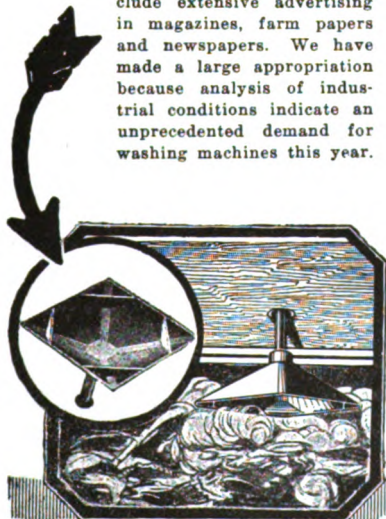
Washkosh Sales Company

State-Lake Building, Chicago, U. S. A.

JOBBERS:

D. H. Howden Co., Ltd.,	-	-	London, Ont.
Rice Lewis & Sons Co.,	-	-	Toronto, Ont.
Rogers Electric Co., Ltd.,	-	-	Toronto, Ont.

WASHKOSH 1920 plans include extensive advertising in magazines, farm papers and newspapers. We have made a large appropriation because analysis of industrial conditions indicate an unprecedented demand for washing machines this year.



Business Opportunities

STOP!! LOOK!! READ!!

Four-line rhyme or two-line slogan—any trade—\$1.00 each. Composed by H. S. Geer, 2 Mt. Hope Place, Bronx, N. Y. Send Circulars.

HARDWARE BUSINESS FOR SALE

Surviving partner wishing to retire offers for sale one of the oldest, best located, most profitable hardware stores in San Francisco. Stock about \$50,000. Address B. U. Y. care HARDWARE WORLD.

SALESMAN WANTED

Side line and specialty salesmen to handle Alcampo lines to hardware jobbers and dealers, also department stores. Attractive range nationally advertised. Liberal commission basis. Alcampo Mfg. Co., 101 Bridge St., Newark, New Jersey.

AN OPPORTUNITY

For a young, ambitious, enterprising hardware man who has some business experience, familiar with hardware and implement lines, to assist in editing publication. Prefer one familiar with association work. Address J. J. P., care HARDWARE WORLD.

FOR SALE

In a Southern Idaho irrigation growing town, hardware, furniture and implement stock; will invoice about \$22,000. Also will sell new brick building and modern fixtures at far less than cost. Carry complete line of International Harvester Co. implements, and the only complete hardware line in town. Annual sales \$90,000. Address Idaho, care of HARDWARE WORLD.

WANTED

Young man with thorough knowledge of hardware and kitchen ware in a large retail store with high class trade and a good location. Must be live, energetic, neat appearing and courteous. Must furnish first-class references. State experience and salary expected. Address O. H. C., care HARDWARE WORLD.

WANTED

I want to purchase in a town of not less than 2000, in any of the Pacific Coast states, a good, clean, going hardware business, that shows a good profit and will range from \$6,000 to \$20,000. Give full particulars, size of town, size of stock, your price and reason for selling. Prefer to deal only with owner. Address Xtra, care HARDWARE WORLD, 388 Taylor St., Portland, Ore.

POSITION WANTED

As assistant manager or director of a housefurnishing department in a retail or department store is the position I would like. Nine years' experience should be sufficient to guarantee my ability to fill the position. Twenty years as a road man, visiting this same trade, has kept me in touch with the line specified. Salary no particular object, but a living remuneration expected for my services. Address G. S. H., care HARDWARE WORLD.

POSITION WANTED

An A-1 opportunity to secure the services of a high class hardware man who has successfully qualified as buyer and hardware department manager handling builder's hardware and material, paints, oil and glass, tools, iron and blacksmith supplies, cutlery, guns, ammunition, fishing tackle and sporting goods, stoves, ranges, household and kitchen supplies. Have had several years' road experience in handling wholesale and retail stocks of hardware. Can make good in any hardware position anywhere. Have bank and business house references; also some cash to back me. Address Montana, care of HARDWARE WORLD.

SITUATION WANTED

Hardware man, age 34, married, 15 years' experience retail and wholesale. Salesman, buyer and manager. Capable, experienced, reliable and the ability for results. At present employed as manager of retail department in wholesale house. Will make change for connection with good reliable hardware firm that has a permanent future. Address Box K. I., HARDWARE WORLD.

SITUATION WANTED

Hardware and implement man, age 35 years, married. Experience, two years as clerk and ten years as manager and buyer for the same large corporation. Machinery salesmanship, credits and collections my hobby. Will invest \$3,000 or more with good, live concern. Climate conditions at present location reason for leaving. Address Credit man, care of HARDWARE WORLD.

POSITION WANTED

Young man twenty-nine years of age with executive ability would like managerial or traveling position. Ten years' experience hardware, house furnishings, sporting goods and window trimming. At present holding responsible position with large retail concern. Highest grade references furnished. Excellent past record; can produce results. Address Box 1822, HARDWARE WORLD.

Can you write your hardware experience? Would you be interested in a position on an association or house organ? If so, we know something that might interest you. Give full particulars as to yourself, experience, how long and who with, what you believe your ability is, and the salary which you would want. Address J. J. P., care HARDWARE WORLD.

FOR SALE

Splendid opportunity in the retail hardware, grocery, gent's furnishing and shoe business. Approximate stock is as follows: Hardware, \$15,000; Grocery, \$8500; Gent's Furnishings, \$6500. Located in a town of 1200 population, with 3500 tributary. Competitors are one small hardware store and three grocery stores. Sales will run \$75,000 annually. Will sell all or either departments. Other business occupying attention. Splendid arrangements can be made with reference to the building. Located 45 miles from San Francisco in one of the best agricultural sections of the country. Address F. T., care HARDWARE WORLD.

JUST WHAT YOU NEED

Sheet Metal Card Holders, Transparent Celluloid Card Covers, Bin Markers and Stock Record Cards for small parts and fittings of all kinds. Plumbers Labels and Stop Valve Tags, Special Bin Labels for Ford Auto Parts, Price Cards. Send for samples. Our prices will surprise you. Haddon Specialty Co., Haddon Heights, New Jersey.

POSITION WANTED

As manager and buyer of hardware department or hardware and implement department combined, by man with 10 years' California experience. Now with one of the largest firms in that state. Reason for wanting to make a change: I do not like present location. Address. Manager and Buyer, care HARDWARE WORLD.

FOR SALE OR TRADE

320 acres of land 13 miles from town of 4000 population. All fenced, small house, well, small granary. About 200 acres plow land, balance pasture, 45 acres plowed at present. Must sell or trade before March 1. Make me an offer. Snap price, \$5800; mortgage \$1600.

J. L. Bernauer, Owner,
Glasgow, Mont.

WANTED

Second-hand 8 ft. cornice brake in good condition. Address L. E. Rood, 115 East Lexington St., Independence, Missouri.

FOR SALE

Stock of hardware, furniture and implements in the richest section of Yakima Valley. Will sell on inventory for cash. No trades. Stock will invoice about \$5000. Address XYZ, care HARDWARE WORLD.

FOR SALE

Factory making builders' hardware, plumbing and auto specialties. Fully equipped foundry, machine shop and plating plant. About \$15,000 required to handle. Located in San Francisco. Write Box 217, care HARDWARE WORLD.

I WANT TO BUY

a hardware store in Oregon or California, prefer a stock of hardware or an accessory business and garage; don't care for general merchandise lines. Would not want it to run more than \$8000 or \$9000. Location and everything must be right. Prefer a town of 3000 or over, if it has good surrounding community. Give full particulars. Address W. C. G., care HARDWARE WORLD.

FOR SALE

Hardware and Furniture Stock in prosperous, well located city in Oregon; a clean, good paying business. Stock will invoice about \$30,000. Anyone wanting a business of this kind will pay them well to investigate this proposition. Address L. O., care HARDWARE WORLD.

WANTED

Man who is experienced in the arrangement of hardware stores and the design of effective fixtures. Should have had retail selling experience in hardware lines. A real opportunity for a young man of good personality and real ability, who can do constructive work for hardware stores. Write full details, giving age, education, experience and salary desired to start. Address reply care of Box 125 HARDWARE WORLD.

FOR SALE OR EXCHANGE

We have for sale or exchange the following:

- 1 New Era Gas Engine, No. 1078, 15 H. P.
- 20-inch Crescent Jointer.
- 1 86-inch J. A. Fay & Engen Band Saw.
- 1 L. G. McKnight 24-inch Sander.
- 1 Pony Planer, 24-inch.
- 1 Boring Machine.

Machines complete with counter shafts. This machinery has been in use about six months. The cost today would be from \$1500 to \$1600. We will sell it for \$850 or exchange it for hardware, automobile or truck.

Address Steubenville Hardware & Supply Co., Steubenville, Ohio.

SPLENDID OPENING

for up-to-date reliable hardware and implement store, which we understand is to be found at Silverton, Oregon, a progressive town of 1588 population.

GOOD OPPORTUNITY

for an enterprising merchant in hardware, stoves, household equipment, furniture, is to be found at Eugene, Oregon. This is in the Willamette Valley, seat of the State University, and a splendid agricultural section.

A		Giant Powder Co.		39	Phenix Manufacturing Co.		51
Aldredge Trap Co.	48	J. E. Gilson Co.		49	Pioneer Paper Co.		66
Advance Car Mover Co.	48	Glass Founders Corporation		160	Pittsburg Steel Co.		58
Air-Way Co.	148-147	Gold Medal Camp Furniture Mfg. Co.		154	Pittsburgh Water Heater Co.		183
Albert Lea Sprayer Co.	55	Goodell-Pratt Co.		16	Porter, H. K.		44
Alert Tool Co.	51	Goodyear Rubber Co.		64	Portland Cordage Co.		64
Allith-Prouty Co.	48	John Gottschalk Co.		80	Precision Machine & Tool Co.		84
Aluminum Goods Mfg. Co.	139	Goulds Manufacturing Company		174	Prentiss-Wabers Mfg. Co.		149
Aluminum Products Co.	188	The Grab Co.		182	Progressive Manufacturing Co.		52
Alvord Reamer & Tool Co.	151	Greenfield Tap & Die Corp.		155			
American Bolt & Screw Case Co.	183	H. J. Guts & Co.		92	R		
American Chain Co.	10	H			Reed & Prince Manufacturing Co.		47
American Ironing Machine Company	79	Hammond Lumber Co.		68	F. H. Reichard Manufacturing Co.		55
American Saw & Mfg. Company	47	J. H. Haney & Co.		167	Remington Arms U. M. C. Co.		27
American Steel & Wire Co.	24	Hartford Rubber Works Co.		141	Rhodes Manufacturing Co.		52
Apco Manufacturing Company	143	Hays Manufacturing Co.		179	Ringen Stove Co.		74
Armstrong Mfg. Co.	179	Hays-Budden Manufacturing Co.		52	Rochester Can Company		83
Atkins, E. C. & Co.	9	Hess-Snyder Manufacturing Co.		78	Rogers Wire Works		85
Atlas Mfg. Co., The	50	Higgins Spring & Axle Co.		182	Romort Manufacturing Co.		15
Atlas Shear Co.	60	John J. Hildebrandt Co.		170	Ross & Gould		8
Atlas Tack Company	12	A. M. Holter Hdw. Co.		65	H. Roth & Sons		62
Auburn Ignition Mfg. Company	171	Honeyman Hardware Co.		65	G. D. Rowell & Son		47
Automatic Lawn Sprinkler Co.	60	Frank A. Hoppe		57	Royal Manufacturing Company		33
Automatic Rubber Co.	168	H. H. Howell Company		160	Myer S. Rubens Stove & Furnace Re-		
Avis Hardware Co.	84	Hunt, Helm, Ferris & Co.		20	pair Works		187
B		Hyfield Manufacturing Co.		57	A. C. Rulofson Co.		44
Baker, Hamilton & Pacific Co.	67	Hygrade Lamp Co.		173	Russell & Erwin Mfg. Co.		17
Baldwin Refrigerator Co.	86	I			Russell Manufacturing Co.		129
Barcalo Manufacturing Co.	13	International Silver Co.		90	Rutenber Electric Co.		81
Barlett Manufacturing Co.	40	Ivory Handle Co.		56	S		
Basic Co.	85	J			Safety Interlocking Stove Pipe Co.		78
Beaton & Cadwell Manufacturing Co.	183	Jobbers' Mfg. Co.		54	Salt Lake Hardware Co.		69
Beaton & Corbin Mfg. Co.	185	Johns-Mannville Co.		132-133	Samson Cordage Works		50
Benjamin Air Rifle Co.	59	K			J. Sand & Sons		40
Berns Co., Otto	188	F. D. Kees Manufacturing Company		50	Sargent & Company		50
Berger Bros. Co.	46	Kentucky Wagon Manufacturing Co.		51	Savage Arms Corp.		43
Billings & Spencer Company	21	M. L. Kline		177	Savill's Sons, Thomas		183
Black & Decker Mfg. Company	210	L			Wm. B. Scaife & Sons		179
Boiler Machine Works	56	Lalance & Grosjean Manufacturing Co.		77	Schaw-Batcher Co.		66
Bommer Spring Hinge Co.	53	Will B. Lane		163	Christian Schlicker Manufacturing Co.		174
Boston Brass Co.	185	Landers, Frary & Clark		30	R. F. Sedgley		145
Boston Varnish Co.	5	Lane Bros. Co.		168	Shelby Spring Hinge Co.		40
Brainerd Manufacturing Co.	59	Lansing Company		68	Simonds Manufacturing Co.		42
Brewer-Titchener Corporation	153	Lawson Manufacturing Co.		26	Simmons Hardware Co.		—
Brier Hill Steel Co.	44	Lee Broom & Duster Co.		165	Slaymaker Lock Co.		—
Bridgeport Chain Company	145	Lindemann, O. & Co.		54	Smith Mfg. Co., F. H.		44
Bridgeport Hdw. Mfg. Corp.	41	Lufkin Rule Co.		53	Specialty Manufacturing Co.		46
Buckeye Aluminum Co.	73	Luther Grinder Mfg. Co.		45	Spokane Stove & Furnace Repair Wks.		187
Buffalo Forge Company	45	M			Spring Leaf Lubricator Co.		162
Buffalo Sled Co.	50	Maine Manufacturing Co.		82	Standard Electric Tool Co.		15
Buffalo Wire Works Company	49	Mangrum & Otter		62	Stanley Rule and Level Co.		38
Buffum Tool Co.	Cover	Manhattan Electrical Supply		161	Stanley Works		Cover
Butterfield & Company	167	Marshall-Weils Hardware Co.		71	Stanwood Equipment Co.		125
C		Mayhew Steel Products, Inc.		45	Star Expansion Bolt Company		53
Caldwell Sales Co.	170	McCaffrey File Co.		53	Star Heel Plate Co.		58
Central Foundry Company	93	Chas. A. McKenzie		171	Stark Rolling Mill Co.		29
Chicago Flexible Shaft Co.	31	McKinney Mfg. Co.		8	Starrett, L. S. & Co.		25
C. J. Childs Co.	59	M. H. Merchant Corporation		168	Staybestos Mfg. Co.		161
Champion Blower & Forge Co.	36	Meriden Britannia Co.		90	Stine Screw Holes Co.		55
John Chatillon & Sons	80	Meyers Manufacturing Co., Fred J.		78	Strevell-Paterson Hardware Co.		65
C. F. Church Mfg. Co.	177	Millard & Company		156	Superior Laboratories		68
George M. Clark & Company	126	Monarch Refrigerator Works		34	Superior Spring Hinge Co.		48
Clayton & Lambert	181-187	Montauk Paint Mfg. Co.		174	Jas. Swan Co.		41
Cleveland Stone Co.	171	Frank Mossberg Co.		131	T		
Clover Manufacturing Co.	38	Motor Mercantile Company		156	Thomson-Diggs Co.		69
Coes Wrench Co.	6	Mound Tool Co.		165	Thompson Manufacturing Co.		68
Coleman Lamp Co.	61	L. J. Mueller Furnace Co.		28	Three-In-One Oil Co.		52
Colt's Patent Firearms Co.	57	P. E. Myers & Bro.		55	Topping Manufacturing Co.		60
Columbus Anvil & Forging Co.	54	N			Triner Scale Manufacturing Co.		80
Columbian Rope Co.	18	National Cash Register Co.		89	Tritch Hardware Co.		70
Collette Manufacturing Co.	35	National Enameling & Stamping Co.		23	Tucker Duck & Rubber Company		84
Connors, Wm., Paint Manufacturing Co.	80	New England Mills Co.		168	Tungsten Manufacturing Co.		137
Converse Rubber Shoe Co.	135	New Era Spring & Specialty Co.		169	Turner Brass Works		187
H. C. Cook Co.	78	New Haven Clock Co.		66	U		
Corbin Cabinet Lock Co.	Cover	C. S. Norcross & Sons		87	U. S. Steel Products Co.		24
Corbin Screw Corporation	43	New York Stamping Co.		11	United Mfg. & Distributing Co.		127
C. W. B. Cornelius Co., Inc.	177	Nicholson File Company		76	U. S. Tire Co.		141
Cover Manufacturing Co.	—	North Bros. Mfg. Co.		185	Utility Trailer Sales Co.		169
Crescent Tool Co.	37	The Nye Machine & Tool Works		185	V		
Curtis Pneumatic Machinery Co.	165	O			Vaughan & Bushnell		47
D		Ohio Wire Goods Mfg. Co.		169	Voss Bros. Co.		Opp. 34
Defiance Welding Co.	165	Ohlen-Bishop Co.		53	W		
Delta File Works	36	Ontario Knife Co.		76	Wagner Manufacturing Co.		58
Diamond Saw & Stamping Works	49	Operello Phonograph Co.		82	Warren Axe & Tool Co.		49
E. E. Dietz Company	14	Wm. H. Ottemiller		157	Walden-Worcester Co.		161
Henry Diston & Sons	46	Owen Tire & Rubber Co.		163	Washkosh Sales Company		207
Joseph Dixon Crucible Co.	84	P			Weed Chain Tire Grip Co.		10
Duluth Show Case Co.	78	Pacific Pump & Supply Co.		181	Western Brass Manufacturing Co.		179
Durham, Carrigan & Hayden Co.	63	Pacific Sanitary Mfg. Co.		181	Western States Cutlery & Mfg. Co.		56
Durham Manufacturing Co.	79	Packham Ormper Co.		78	West Bend Aluminum Co.		94
E		Parker Supply Co.		56	Wheeling Corrugating Co.		77
Elastic Tip Co.	22	H. W. Peabody & Co.		91	Whittaker-Glessner Co.		77
Elgin Stove & Oven Co.	81	Peck, Stow & Wilcox		7	Whitlock Cordage Company		3
Enterprise Manufacturing Co.	74	Pennysylvania Lawn Mower Co.		42	Whiton Hardware Co.		72
Eyelet Tool Company	40	Peters Cartridge Co.		59	Wickwire Bros.		19
F		Perfection Manufacturing Co.		61	Wills Sprinkler Co.		54
Faultless Caster Company	32	Philadelphia Lawn Mower Co.		15	Winchester Repeating Arms Co.		158-159
G		Phoenix Horse Shoe Co.		40	Witt Cornice Company		73
Geneva Outlery Company	54	Y			Wrought Washer Manufacturing Co.		51
Gerstendorfer Bros.	Cover	Yost Gearless Motor Co.		178			

BLACK & DECKER

Announce THE PRESENTATION OF EVIDENCE

Verdicts are rendered by courts, involving millions of dollars and often men's lives on evidence.

It enters into practically every business decision in one form or another.

Distinctions are always made between bona fide evidence and unsupported statements.

Experts' statements are accepted in court as evidence, but testimony of an eye witness carries greater weight.

No one can doubt the evidence of satisfactory performance under exacting conditions.

Conclusive evidence showing that Black & Decker products have made good under the most severe conditions of work should convince you of their worth to you.

EVIDENCE which cannot be disputed will be presented in a series of pictures showing the use of BLACK & DECKER products under many varying conditions showing the severe uses to which they are being put.

Watch for them.



THE BLACK & DECKER MFG. CO.

TOWSON HEIGHTS, BALTIMORE, MD., U. S. A.

Portable Electric Drills Electric Valve Grinders Electric Air Compressors

BRANCH OFFICES:

New York, N. Y. Philadelphia, Pa. Atlanta, Ga. San Francisco, Cal. Chicago, Ill.
Detroit, Mich. Cleveland, Ohio Buffalo, N. Y. Boston, Mass.

Hardware - PLUMBING AND HEATING - World

FEBRUARY 1920

Mr. Stanley Worker Says---

"IN the era of big building that is upon us, reputations as well as buildings will be built."

Stanley Ball-Bearing Butts

Make for permanence in both buildings and business. They are a permanent recommendation for the men who sell them.

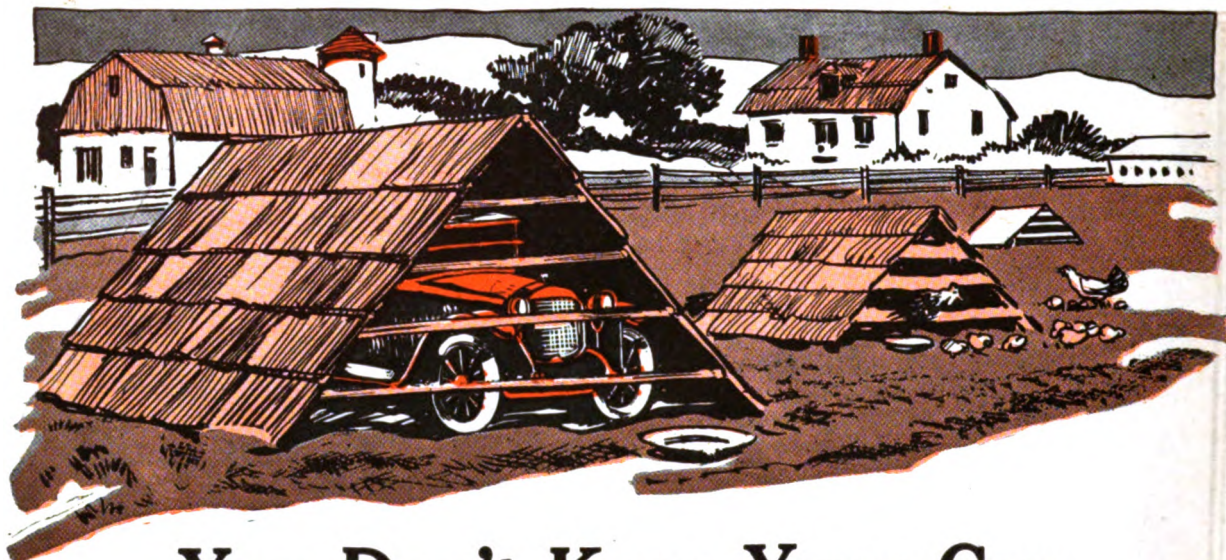
THE STANLEY WORKS
NEW BRITAIN, CONN.



STANLEY

Ball Bearing Butts





You Don't Keep Your Car in a Chicken Coop—

HUMAN nature is a peculiar thing. A man wouldn't think of keeping his car in a chicken coop—yet if a leak appears anywhere in the cooling system he is apt to follow the lead of some thoughtless chap who once got the idea that chicken food might stop such leaks. Queer notion, isn't it—clogging up the radiator in the hope of repairing leaks?

Wise owners don't do this. They know that any solid matter in the cooling system is harmful. They know that the only way to make a scientific permanent repair is to use "X" Liquid—a chemical process proved right by over 3,000,000 car owners.

"X" is a pure liquid. It mixes with the water, circulates freely until it finds the leak, flows through and makes a lifetime repair that stands 2,000 pounds pressure. "X" will repair one leak or a thousand—whether the leaks are in the radiator, pump, water-jacket, connections, etc.

Keeping "X" in the water is assurance against future leaks.

**"X" Eliminates and Prevents
Rust and Scale!**

All water cooling systems have from 8,000 to 32,000 square inches of cooling surface—every inch of which must be kept free from

Rust and Scale. Otherwise, the engine doesn't get the cooling it should—and constantly overheats.

The same "X" that repairs and prevents leaks—also loosens the Rust and dissolves the Scale now present. And so long as "X" remains in the water no new Rust or Scale form. The result is a cooler, better working engine—plus a saving of oil and gasoline.

The use of "X" means an actual, visible reduction in upkeep costs. It means a cooling system that is **LEAKPROOF—RUSTPROOF—SCALEPROOF—**and troubleproof.

STANDARD SIZE, \$1.50—will do a \$25 repair job!
FORD SIZE, 75c

DEALERS!

Don't scatter your capital and load your shelves with four or five articles that claim to do the same thing. The wise dealer concentrates—finds out the one best article and pushes that. Whether you sell "X" Liquid or something else—stick to that one—if you're sure it's the best for the car owner.

Over 25,000 dealers sell "X" Liquid. Many sell "X" exclusively. They know that it is the only Scientific Process for repairing and improving cooling systems. It is not a radiator cement, flaxseed meal or "dope." It cannot harm the cooling system. Over 8,000,000 car owners have used it. Over 1,000,000 cans of "X" will be sold this year.

Stock the Special Assortment. Get your share of the big profits. Assortment consists of twelve 75c cans and six \$1.50 size cans. One \$1.50 size included—FREE. Ask your jobber—or write us today.

"X" LABORATORIES

25 West 45th Street, New York City

BOSTON

SAN FRANCISCO



Liquid makes all water cooling systems
LEAKPROOF • RUSTPROOF • SCALEPROOF

Ropeconomy

TALK No. 5

"100% PURE MANILA"

This expression is of no more value than "Long Fibre" as a means of designating **quality** in Manila Rope, because of the many grades of "Pure Manila" Hemp produced.

As shown in our last advertisement, there may be a variation in strength of more than 40% between intermediate grades of Manila; our comparisons did not include very low grade Manila Rope as against Bolt Rope.

"Highest grade" and "finest quality" hemp, unless applied to Yacht Rope or similar goods, are evidently improper terms for the fibre in ordinary Manila Rope.

U. S. Government Specifications (Bureau of Standards) designate **quality of fibre** for good Manila Rope, and buyers should satisfy themselves first as to the grade of hemp guaranteed in any rope offered.

Whitlock ALL-Manila is warranted to exceed these specifications in quality of fibre as well as in yardage and breaking strength, and is recognized generally as—

"The Utmost in Rope Value"

WHITLOCK CORDAGE COMPANY

46 South Street, New York

Chicago Office, 1303 Chamber of Commerce.

KANSAS CITY BRANCH, 339 Railway Exchange Building

Hardware World

(Copyright 1920 by the HARDWARE WORLD. All rights reserved)

Volume XV

FEBRUARY :: 1920

Number 2

INDEX OF CONTENTS

	Page
SOMETHING TO REMEMBER ABOUT PROMISSORY NOTES AND JOINT ACCOUNTS.....	108
YOU WRITE THE FIGURES ON YOUR SALARY CHECK.....	109
FEMININE PSYCHOLOGY AND THE HARDWARE DEALER.....	112
PUSHING TOOLS IN FEBRUARY.....	116
THE WINCHESTER SALES PLAN.....	118
MUST PRODUCE MORE AND TALK LESS.....	121
THINKING IN BUSINESS.....	123
MAKING THE CLERK WORTH WHILE.....	124
LOSING INSURANCE MONEY BY DEPENDING TOO MUCH ON THE AGENT.....	126
TWO GOOD REASONS FOR NUDGE ABOUT PROMISSORY NOTES.....	129
VALUE OF DEMONSTRATING GOODS.....	146
GREATEST MERCHANDISING NEED.....	164
TAX PROBLEMS AND ANSWERS.....	174
MORE PAINT PROFITS FOR THE DEALERS.....	186
URGES REAL STANDARDIZATION.....	187
MESSAGE TO THE MASTER PLUMBERS OF THE UNITED STATES.....	202
MODERN METHODS IN PLUMBING.....	206
A TOUCHING STORY.....	210
RETAIL SELLING PRICES.....	215-231
BUSINESS OPPORTUNITIES.....	232
INDEX TO ADVERTISERS.....	233

HARDWARE WORLD. Issued on the first of each month by HARDWARE WORLD Publishing Co. Subscription, payable in advance, 50c. per year, or three years for \$1.00. Entered as second class matter, under act of Congress, at Portland, Oregon.
T. M. Shearman, Editor and Manager. Raymond L. Shearman, Associate Editor.
Correspondence, or articles for publication may be addressed to office nearest you.

388 Taylor Street, Portland, Ore.	Boatmen's Bank Bldg. St. Louis, Mo.	Phelan Bldg. San Francisco	70 Fifth Ave. New York	1302 Young St., Dallas, Texas.	Salt Lake, Utah 204 Scott Bldg.	507 Pioneer Bldg. Seattle, Wash.
--------------------------------------	----------------------------------------	-------------------------------	---------------------------	-----------------------------------	------------------------------------	-------------------------------------

does me good."
Winthrop Wise
And I'm happy as
as he
on the dealers who
KYANIZE
like this one
ore, you see."



My Profits are Bigger—My Customers Better Satisfied

That's the characteristic statement of the typical Kyanize Exclusive Agent.

The first sale of Kyanize just starts the ball rolling. Kyanize always satisfies—the quality is right there in the can. After the initial sale customers come back for more, again and again.

We'll give you real help in making that first sale—in fact we'll make it for you.

Kyanize

KY-AN-IZE

THE BUSINESS-BUILDING VARNISHES AND ENAMELS

The quality line that is backed by a really powerful advertising campaign in the leading magazines, store and window displays that actually sell goods, booklets, color cards and folders that are attractive sales producers.

All for One Dealer Only in Each Locality

Kyanize is sold to one live dealer only in each locality. All we want is one energetic agent and we'll work with him and for him to build up the most profitable varnish and enamel business in his section.

Our new advertising campaign is now ready. It's bigger and more powerful than ever. Winthrop Wise, Kyanize salesman extraordinary, is back—the old Kyanize Agents know what that means and every Kyanize Agent will reap the benefit of Winthrop's work in his cash register.

Dealers in Open Territories—Write Us Today

There is no more attractive proposition in the varnish and enamel business than the Kyanize Exclusive Agency. If there is no Kyanize Agent in your town, write us for particulars. Do it today. Grasp this opportunity NOW.

BOSTON VARNISH COMPANY
EVERETT STATION
BOSTON, MASS., U. S. A.

San Francisco
Warehouse and Office
269 Eighth Street

Bogardus, Wickens, Ltd.
Vancouver, B. C.

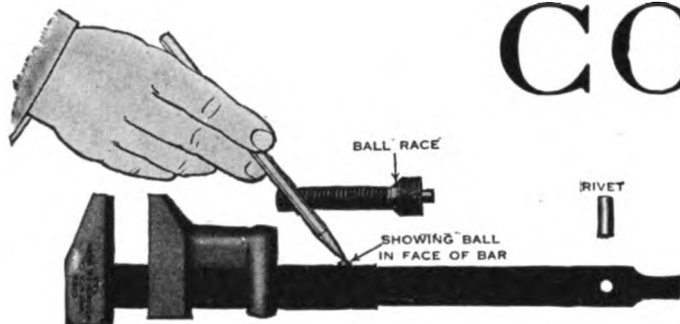
Campbell Hardware Co.
Seattle, Wash.

Sunset Paint Co.
Los Angeles, Calif., and
El Paso, Texas.

Chicago
Warehouse and Office
519 W. Roosevelt Rd.

Timms, Cress & Co., Inc.
Portland, Oregon

COES



**6 Solid Whole
Parts Only**



STEEL SHELL HANDLE,
INTERNALLY SUPPORTED

***"Steel Handle"
for
Maximum Service***

GOOD wood handle wrenches are all right in their place, but their place is not where they come in constant contact with damp-

ness, or heat, or steam, or insects.

Consider the battering service a wrench must stand at the hands of a busy mechanic in the course of two or three years of hard daily shop use.

Not only must that wrench have steel for a handle, but it must have a back-bone of the same material—a strong all steel mechanical construction throughout that will **preserve** it when exposed to the elements.

The Coes "Steel-Handle" Wrench has—those six solid whole parts are not only **all steel**, but the **best of steel**, put together the Coes way—to "stay put."

When you sell Coes "Steel-Handle" Wrenches you are handling a product that will **outlast** any other wrenches, because purposely made, tested and found to be 30% stronger.

So we repeat our little slogan: "Cost a trifle more, to return more of the cost in **SERVICE.**"

There's another "return" that interests Dealers—it's the quick cash turnovers, the actual sales of Coes Wrenches over the counter that makes them **worth handling.**

See Your Jobber

Coes Wrench Co.

Established 1841 in
Worcester, Mass.

"Cost a trifle more, to return more of the cost in **SERVICE."**

AGENTS

JOHN H. GRAHAM & CO., 226 Market St., San Francisco, Cal.
J. C. McCARTY & CO., 29 Murray St., New York.
J. H. GRAHAM & CO., 113 Chambers St., New York.
HUGHSON & MERTON, Inc., Portland, Ore.; Los Angeles, Cal.; San Francisco, Cal.; Denver, Colorado.



Six "Best Sellers"

Anything that increases sales and cuts the cost of doing business, is worth looking into, isn't it?

That's what this Pexto Snips Display does.

It boosts sales by putting a choice assortment of this century-old line where your customers can't miss them. With it you'll sell snips to customers who hadn't thought about buying them or had forgotten they needed them.

It lowers costs by reducing the time and labor of making sales. No rummaging around in drawers to find the snips you want to show. No fussing with catalogs to make sure of numbers, sizes and prices.

All the information you or your clerks will need is right on the back of the display, classified so as to be read at a glance. Stand it up or hang it up, use it in the window or on the counter. It shows the six "best sellers" of the complete line of twenty-five.

THE PECK, STOW & WILCOX CO.,

Mfrs. Mechanics' Hand Tools, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Builders' and General Hardware.

Southington, Conn.

Cleveland, Ohio

Address Correspondence to 233 West Center Street,
Southington, Conn.

100% American for 100 Years. Founded in 1819



Pexto Tools Include:

Braces, Auger Bits, Chisels, Pliers, Wrenches, Pipe Wrenches, Hammers, Hatchets, Screw Drivers, Squares, Dividers, Compasses, Pruning Shears, Snips for Cutting Tin and Sheet Metal, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Locks and Hardware.

PEXTO

TOOLS

FOR USE ABOUT THE HOME AND FARM
FOR THE MECHANIC IN EVERY TRADE



Activity in every Building swings on HINGES

In and out! Open and shut, door after door responds to your desires. And hinges make doors possible.

From the time you bound out of bed till you retire—doors, **DOORS**, continually serve you. The home, the office, the factory, the public buildings—all are made serviceable by doors.

And hinges make doors possible.

Think how many times each day you unconsciously bring hinges into play. Unnoticed and forgotten they serve the need for which they are created.

They demand no attention. No repairs. Blending into the needs of everyday life, McKinney hinges and butts do their work quietly yet thoroughly. What better test is there for quality?

For more than 50 years the McKinney Manufacturing Company has produced hinges and butts which swing effectively, unnoticed, unassisted—without a squeak.

During this time McKinney hinges and butts have filled every hinge need. From the common berry crate and tiny cabinet door to the huge industrial gate and cathedral portal—there is a McKinney product of proper beauty and design to fit.

Remember! When you build or repair, the little hinge item may seem small, but it grows big in its unflinching usefulness year after year. See that the name "McKinney" is stamped on the hinges or butts you buy. Then you have settled the hinge question for life. The hinge is vital. It deserves your attention.

McKINNEY
Hinges and Butts

Also manufacturers of McKinney garage and farm building door-hardware, furniture hardware and McKinney One-Man Trucks.

McKINNEY MANUFACTURING CO., Pittsburgh. WESTERN OFFICE, State-Lake Bldg., Chicago. EXPORT REPRESENTATION.

This striking advertisement appears in the January 10th issues of *The Saturday Evening Post* and *The Literary Digest*. In these two powerful publications it carries a message from McKinney Dealers to more than 3,000,000 wide-awake readers and prospective customers. At the same time other full page advertisements are appearing in *Architectural* and *Builders* magazines. All these advertisements will be followed monthly by others—all planned to make it easier for our dealers to sell McKinney products. It's a big advertising campaign for YOU. Back it up to the last word!

Good News!

For fifty years the name McKinney has been known to the trade. Now a huge advertising campaign is telling millions the story of McKinney hinges and their allied products. You, as a dealer, can profit by this advertising. Talk McKinney!

McKinney Products have set a standard in the past. McKinney Advertising will impress this fact on your customers. Be sure you are recognized as local Headquarters for McKinney Products. Let your customers know you carry the McKinney line.

McKINNEY MANUFACTURING CO., Pittsburgh. WESTERN OFFICE, State-Lake Bldg., Chicago.
Export Representation

Also manufacturers of McKinney garage and farm building door-hardware, furniture hardware and McKinney One-Man Trucks

McKINNEY
Hinges and Butts

BUILDING IS BOOMING

At this time there is a shortage of homes of nearly a million, to which must be added the normal requirements for the balance of this year. The pressure to inaugurate and complete delayed construction is being felt; the supply of labor is adequate and the resumption of home building, on a large scale is possible.

DRIVER HELD AFTER ACCIDENT

Frank Tracy, 255 1/2 East 1st street, a driver for the Tracy Company, was arrested on charge of operating under the influence of alcohol after an accident.

NAVA

At the net, the N. Coun

The "Build It Now"

idea is growing. In normal times, under normal conditions, it required the building of about 600,000 homes annually. For over two years normal construction has been suspended, therefore, over 1,000,000 homes are needed. This means more business. Be prepared for greater sales, and handle

Atkins SILVER STEEL Saws

Write for our catalog which illustrates and describes
"A Perfect Saw for Every Purpose"
E. C. Atkins & Company, Inc.
 "The Silver Steel Saw People" Established 1857

Home Office and Factory, Indianapolis, Ind.
 Canadian Factory, Hamilton, Ont. Machine Knife Factory, Lancaster, N. Y.

Branches carrying complete stocks in all large distributing centers as follows:

Atlanta	Minneapolis	Vancouver, B. C.
Chicago	New Orleans	Sydney, N. S. W.
Memphis	New York City	Paris, France
	Portland, Ore.	
	San Francisco	
	Seattle	

ROUND CORD PULLEY CHAIN

PATENT APPLIED FOR

GUARANTEED to operate over any common cord pulley, and is stronger and more economical than sash cord.

Get rid of the troublesome and unreliable sash cord, and standardize on the modern product, the latest thing out—"ACCO" Round Cord Pulley Chain. Guaranteed to operate freely and smoothly over any common cord pulley. Will not kink

Infinitely stronger than sash cord and will not stretch or rot—practically ever-lasting. Costs no more than common grade sash cord.

In case of fire "ACCO" Round Cord Pulley Chain won't burn. It will keep the windows closed, prevent drafts and the spread of a conflagration. Looked upon with favor by fire insurance companies.

"ACCO" Round Cord Pulley Chain

is made of the best steel obtainable, and blanked and assembled on specially designed automatic machines. Its strength is uniform throughout.

The builder likes "ACCO" Round Cord Pulley Chain because there is no waste. It can be cut into exact lengths, and the quantity required checked. You can hang more sash with "ACCO" Round Cord Pulley Chain than you can with sash cord. There's no knotting—it's all used.

"ACCO" Round Cord Pulley Chain is easily handled, and won't deteriorate in stock. It is packed in strong cloth bags containing 100 feet of chain, with 20 weight fixtures—enough for five double hung sashes.

"ACCO" Round Cord Pulley Chain comes in two finishes—Coppered Steel and S. R. P. (Special Rust Proof). Order from your regular jobber. If his stock hasn't arrived, write us direct. We'll give you immediate delivery.

MANUFACTURED ONLY BY

AMERICAN CHAIN COMPANY
INCORPORATED
BRIDGEPORT, CONN., U.S.A.

IN CANADA: DOMINION CHAIN CO. LTD., NIAGARA FALLS, ONT.

General Sales Office, New York City

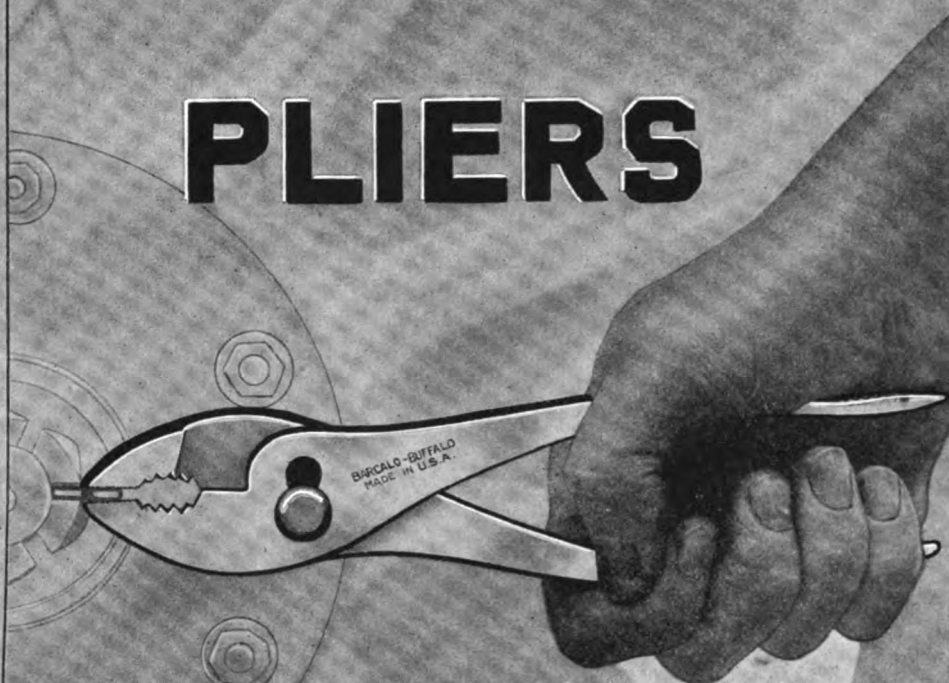
DISTRICT SALES OFFICES: CHICAGO, PITTSBURGH, BOSTON, PHILADELPHIA, PORTLAND, ORE., SAN FRANCISCO

Largest Chain Manufacturers in the World



BARCALO

PLIERS



BULLDOG GRIP

DROP FORGED

SIZES · 6½" · 8" · 10"

BARCALO MANUFACTURING COMPANY
BUFFALO, N.Y. U.S.A.

JOBBER SELLING

ATLAS TACKS

**ARE GOOD PEOPLE TO
DEAL WITH**

You can judge a man by the company he keeps. If your jobber handles Atlas Tacks he can be depended upon to handle other good goods.



**Registered
Trade Mark**

When you see this trade mark on a package of tacks, nails, or rivets, you know that you are getting full value.

Atlas Products

cost no more than inferior goods, yet our packages do contain "The Greatest Quantity of Quality at the Price."

We are the **LARGEST** and **OLDEST** manufacturers of **TACKS** and **SMALL NAILS** in the world.

About twenty thousand different kinds and sizes in iron, steel, copper, brass, and zinc—electroplated, galvanized, tinned, enameled and japanned.

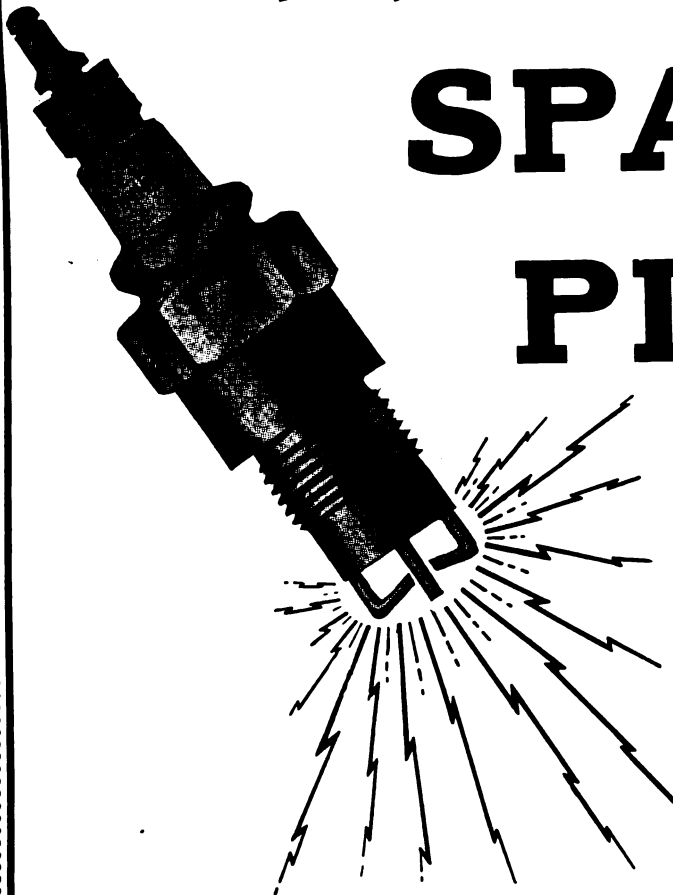
Our line includes iron and copper rivets, copper burrs, staples, wire nail specialties, and numerous other packaged products.

We guarantee full **NET** weight.

ATLAS TACK COMPANY

Fairhaven, Massachusetts, U. S. A.

SIMMONS SPARK PLUGS



OF

“K-K”

KWALITY

SIMMONS HARDWARE COMPANY

**PHILADELPHIA, PA.
SIOUX CITY, IOWA
WICHITA, KANS.**

ST. LOUIS, MO.

**MINNEAPOLIS, MINN.
NEW YORK CITY
TOLEDO, OHIO**



DIETZ LANTERNS

THIS IS WHAT WE ARE TELLING 2,500,000 FARMERS (YOUR CUSTOMERS) ABOUT DIETZ LANTERNS

A Dietz Lantern really breathes. The air chamber beneath the burner is the Lungs and the side tubes are twin Windpipes. As spent hot air rises through the globe and out at the top, new air is drawn in through the tubes into the air chamber and this breathes against the flame. The intake of air in a Dietz *Hot Blast* Lantern is mixed air—hot and cold—but in a *Cold Blast* Lantern the intake is pure cold air. The *Cold Blast* Lanterns are slightly higher in price because of their construction but give a bigger, whiter and brighter light.

There are many farmers who can recall the days when corn sold for 15 cents a bushel.

The carrier is and carried over overhead track the feeding troughing vats, as to the corn is lower part above. The up into the power elevator there runs by whatever bin center of the space for the e

Some One in That 2,500,000 Will Ask You for a DIETZ LANTERN. Are You All Ready for Him?

More Quality --- More Demand --- More Sales --- More Profit
Your Jobber Stocks DIETZ Lanterns

R. E. DIETZ COMPANY - NEW YORK

Largest Makers of Lanterns in the World

Founded 1840



Hanover

RUSSWIN

RUSSELL & ERWIN

BUILDERS' OR FINISHING HARDWARE

THE charm of simplicity is the compelling characteristic of the bungalow.

RUSSWIN Bungalow Hardware embodies the architect's and client's conception of fitness in that they are designed for homes typical of our American ideals.

Each design is modeled for special bungalow requirements in design and utility.

RUSSWIN Bungalow Hardware continues the reputation of RUSSWIN in all the qualities that have made the name noteworthy; accurate construction, artistic and appropriate designs, paramount service.

RUSSWIN Bungalow Hardware should be considered when you come to the hardware question on the contract.

RUSSELL & ERWIN MFG. CO.,

The American Hardware Corporation Successor
New Britain, - Conn.

NEW YORK

SAN FRANCISCO

CHICAGO

LONDON, ENG.

GOODELL PRATT

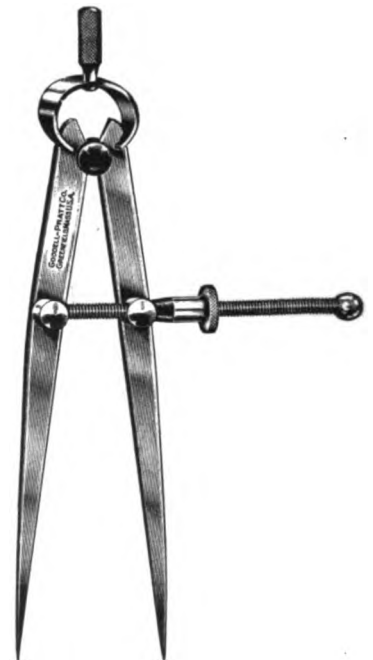
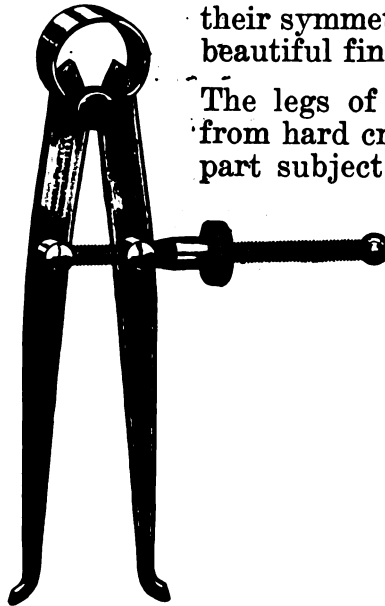
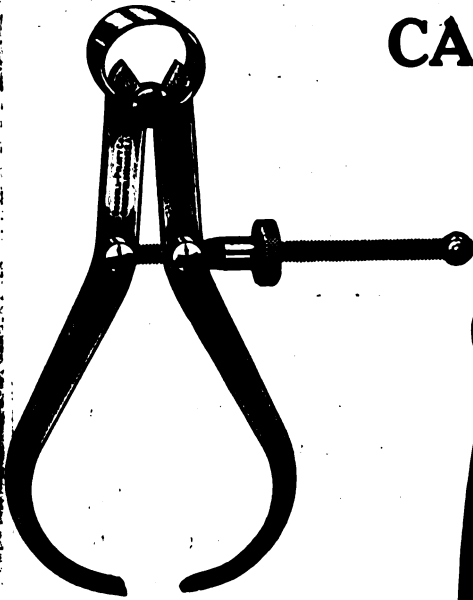
1500 GOOD TOOLS

CALIPERS and DIVIDERS

143 Sizes and Kinds

GOODELL-PRATT Calipers and Dividers appeal to all particular mechanics on account of the accurate results obtained from their use, their symmetrical construction and beautiful finish.

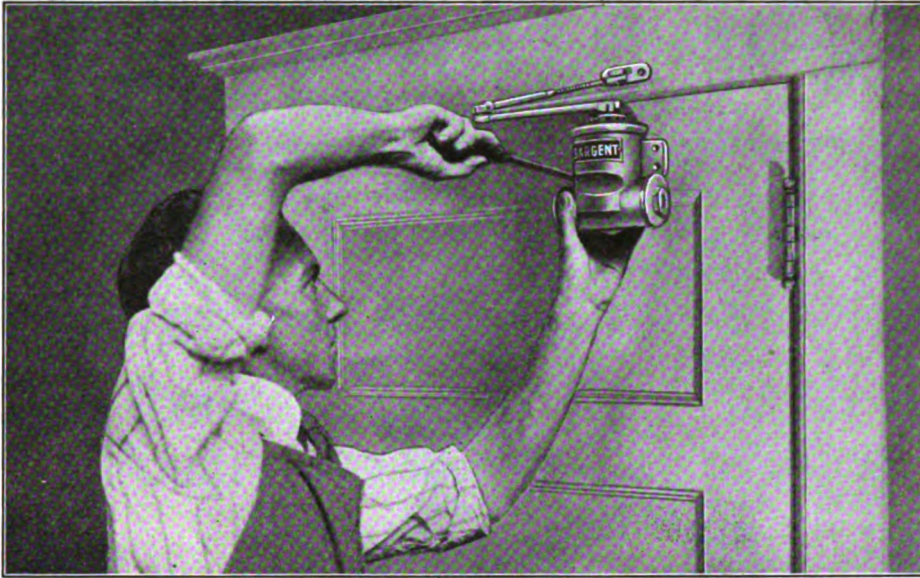
The legs of these tools are made from hard crucible steel and every part subject to wear is hardened.



Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U. S. A.



How many doors in a house?

Think of all the houses you can, which are in the process of construction. Not only that. Think of all the houses, business offices, public buildings, churches, schools, theaters, etc., in your town that should use door closers. Then you will begin to have an idea of the potential market for

SARGENT

Noiseless Door Closers

Sargent advertising is making this market fertile. Home owners and home builders all over the country have read about Sargent Noiseless Door Closers.

So be sure you are equipped to meet every demand. Stock up. Begin with the Sargent No. 20 Noiseless Door Closer, and go right up the line to the largest size for the heaviest doors.

Then begin by equipping your own doors with Sargent Noiseless Closers. You can then sell others.

All home builders realize, if it is brought to their attention, that hardware represents a very small part of the cost of a home. Also they will realize how much added beauty Sargent Hardware brings to a home—if you tell them.

Here's a good way to get an introduction to the people in your town who are constructing homes. Send us their names and we'll send them our book of designs with a suggestion that they call at your store.



SARGENT & COMPANY, Hardware Manufacturers

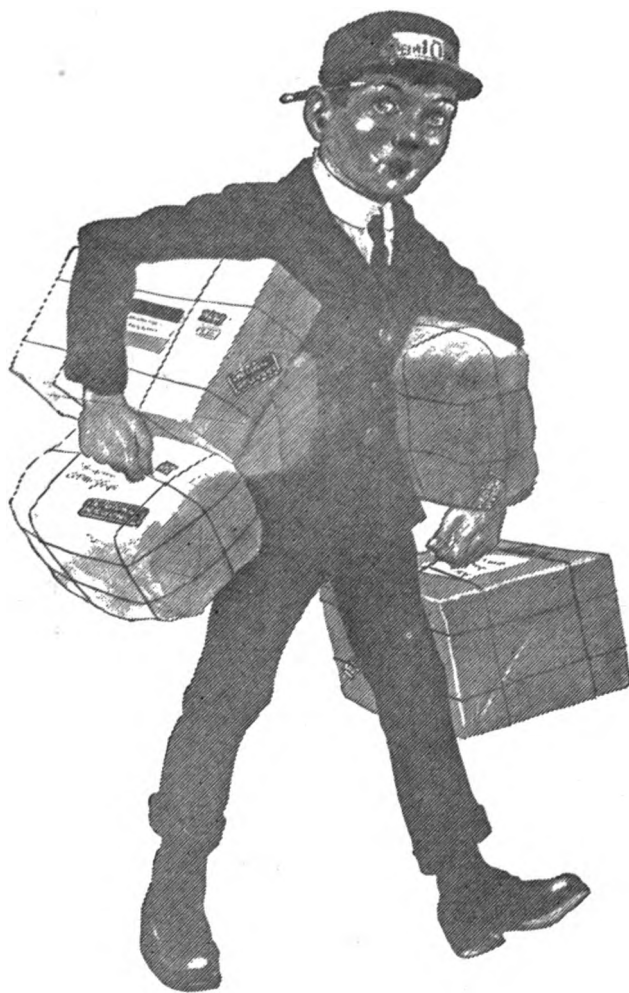
New Haven, Conn.

New York

Boston

Chicago

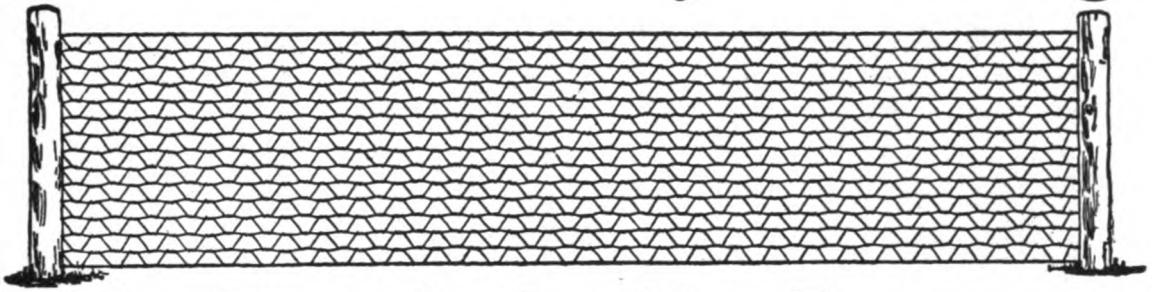
COLUMBIAN TWINES



COLUMBIAN ROPE COMPANY
"The Cordage City"

AUBURN **N.Y.**
BRANCHES , BOSTON , NEW YORK , CHICAGO .

"W W" Poultry Fencing



**Most Practical—Durable—Economical
Poultry Fencing on the Market**



Wickwire Brand Hex Nettings

Galvanized Before or After Weaving

Wickwire Screen Wire Cloth

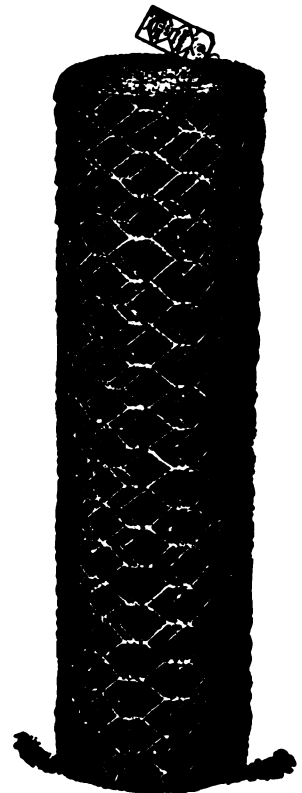
Cortland Painted Wire Cloth

Made from Hard Drawn Steel Wire

Wickwire White Metal Finish Wire Cloth

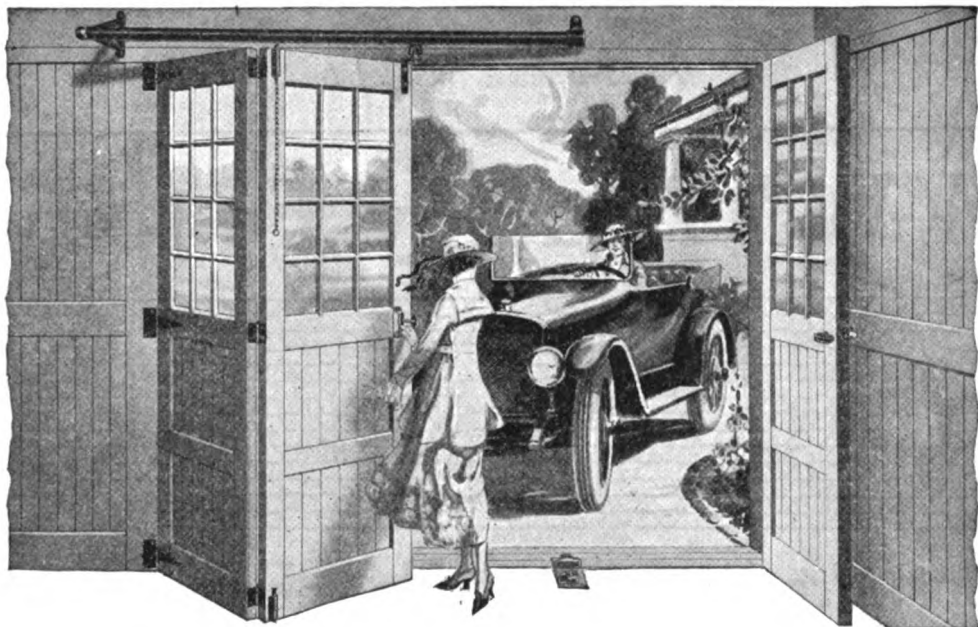
Heavily coated with high-grade spelter or zinc by the old fashioned hot process method, recognized the world over as the most approved method of applying a durable zinc coat to iron or steel.

Wickwire Bronze Wire Cloth **Made from Hard Drawn Bronze Wire**



WICKWIRE BROTHERS

**CORTLAND
NEW YORK**



Let Us Put Garage Door Sets on Your "Fast Selling" List

THERE'S good business for some one in your town selling "Cannon Ball" Garage Door Sets. Here are garage door hangers that sell as easily as they run. Every car owner wants them. They carry a good profit and you can sell them on a plan that ties up but little money in stock. Write and let us tell you about it.

The door hanger in the track is the famous

"Cannon Ball"

—two steel ball wheels running in an enclosed tubular track. Each wheel running on ball bearings—frictionless and noiseless.

Fit any door opening. Folding sliding doors fold inside. Protected from wind and weather. Automatically held in place against the wall. Cannot sag. Gives the owner tight fitting, weather proof doors without making them stick and bind. Doors that womenfolk can operate as easily as any door in their home.

This is just one of the many styles of garage door sets that you can get the sale of with the STAR Line of equipment. STAR Equipment includes not only garage sets but everything needed to equip a barn complete.

Write and ask for our catalog.

HUNT, HELM, FERRIS & CO.

Complete Barn Outfitters

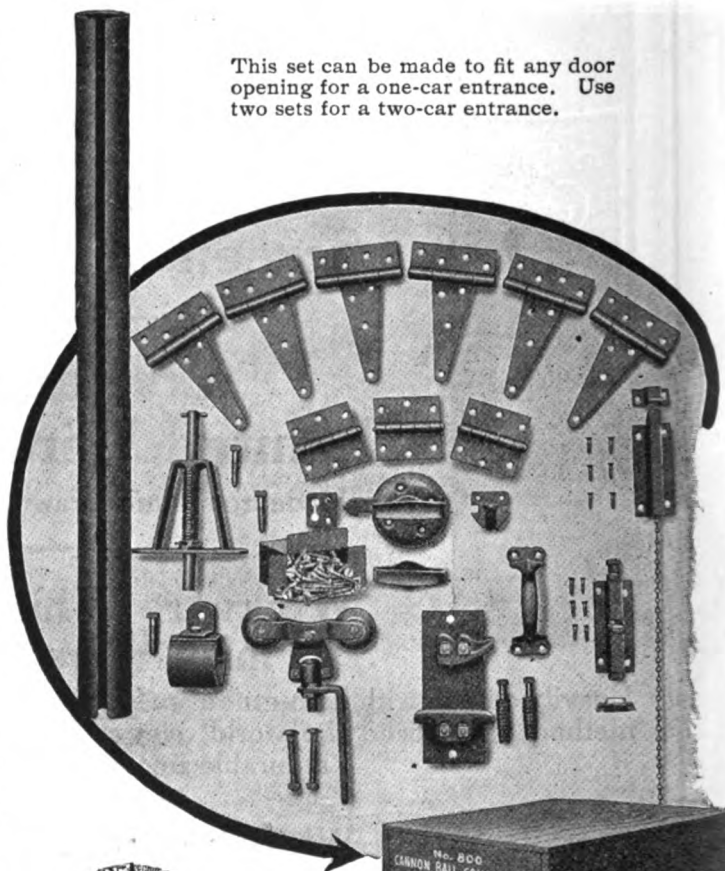
Harvard, Illinois Albany, New York

Designers and Manufacturers of

STAR

Barn Equipment

This set can be made to fit any door opening for a one-car entrance. Use two sets for a two-car entrance.



Entire set comes packed complete in one box. Makes an easy sale and simplifies your stock.

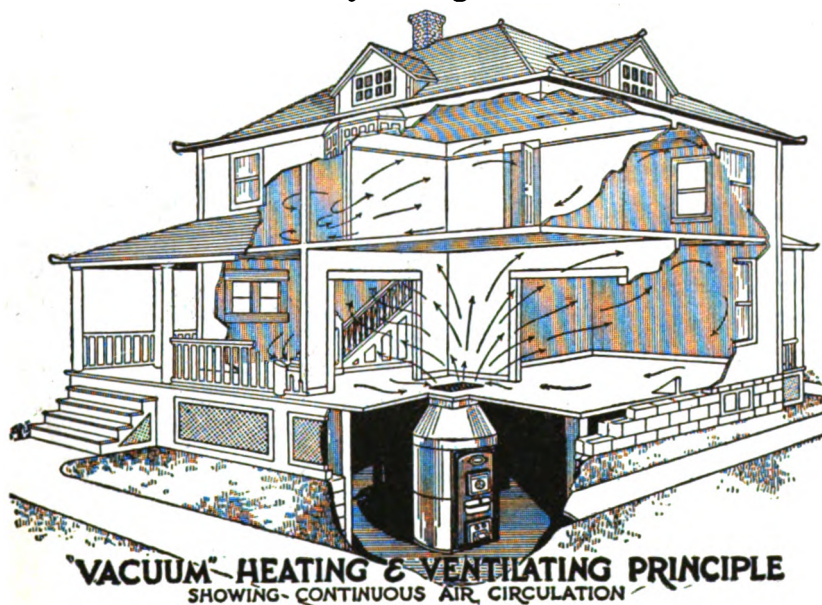
Digitized by

Building Contractors, Dealers in Building Material and Supplies, Home Furnishings and Home Utilities

WE WANT TO GET IN TOUCH WITH THE LEADING MERCANTILE FIRMS IN ALL PACIFIC COAST CITIES. WE ARE DIRECT FOUNDRY DISTRIBUTORS FOR THE

"Vacuum" Pipeless Furnace

and in Position to Fill Orders in Carload Quantities or Upwards and Also Carry a Large Stock in San Francisco



The "Vacuum" Pipeless Furnace

has revolutionized the house heating problem. It has been on the market 8 years. Over 25,000 have been sold and installed in Middle Western and Northern States.

The Vacuum is the Pioneer Patented Pipeless Furnace and the original of the Vacuum Method of Hot Air Heating and ventilating. It is protected by U. S. Patents 1165122-1171245. The name Vacuum is registered in the U. S. Patent Office No. 101202 and can be used by us exclusively.

The field for the sale of VACUUM FURNACES is large. Remember it can be installed in old as well as new homes without cutting up the floors and walls. It is incomparable for the bungalow style of home.

The simplicity and sturdy construction makes it one of the most economical heating plants known, both as to first cost and fuel saving thereafter.

The VACUUM PIPELESS FURNACE can be installed in an old or new home in one day. It is guaranteed to give more heat with ONE-THIRD LESS FUEL than any Pipe Furnace of like capacity. It will burn any kind of fuel, coal, coke, wood, gas or oil. It is the ideal heating plant for Pacific Coast homes, as it is more elastic in results than any other heater known. In ordinary chilly weather a few old newspapers thrown in the firebox will make the room temperature comfortable.

WE HAVE A REMARKABLY ATTRACTIVE PRICE PROPOSITION TO SUBMIT TO ONE LEADING DEALER IN EACH CITY AND WILL GIVE EXCLUSIVE SALE THEREFOR. GET IN TOUCH WITH US AT ONCE.

ALEXANDER & KUHN

Pacific Coast Factory Distributors

"VACUUM" PIPELESS FURNACES

523 Monadnock Building, San Francisco, Calif.

A Strong Wire Staple -- and a Felt Washer

**--Little Things, Yet As Here
Applied They Lengthen Life
And Increase Usefulness
Of Collar Pads**



Pat. in U.S. Dec. 1, 1914
Pat. in Canada Apr. 6, 1915

New Patented Hook Attachment

A strong wire staple reinforced by felt washer firmly grips hook to body of pad even though cover has been weakened by sweat and long usage. This lengthens life of pad. It is the greatest improvement since we invented the hook. *Used on all our Hook Pads and only on pads made by us.*

Stuffed Collar Pads

are the best safeguard against shoulders of horse being chafed, galled and bruised by collar. They excel the unstuffed kinds which lack the soft, pliable, cushion-like and absorbent features possessed by pads containing our specially prepared composite stuffing.

Low in Price---Long Lasting---Well Advertised

Our sixth campaign of advertising direct to users, through the medium of leading agricultural publications, is on a more extensive scale this year than any previous one. This serves to further the interest of dealers and jobbers.

Dealers are requested to write us for a supply of new books concerning care of horses and containing many valuable emergency horse remedies. Every horse owner will want a copy. Sent Free upon request.

For Sale By Jobbers

The American Pad & Textile Co.
Greenfield, Ohio

Canadian Branch "Thirty-Eight Years Making Pads" **Chatham, Ontario**





TONCAN

METAL

Resists Corrosion

"Isn't there something better than ordinary sheet metal?"

Ever have a customer ask you that? He's tried ordinary sheet metal and found it good while it lasted.

Now he wants sheet metal but he wants "something better" and you can give it to him. Just say without hesitation

"THERE IS—IT'S CALLED

TONCAN METAL

Its use is true economy, for it costs much less per year of service than ordinary metal sheet.

It can be used for every sheet metal service from ridge roll to down spout, from roofing and siding to culverts.

And it has proven its worth in thousands of structures."

Write nearest distributor for your copy of the
"Corrosion Book."

THE STARK ROLLING MILL CO., Canton, Ohio

Sole Makers

COAST DISTRIBUTORS

THE BERGER MFG. CO., OF CAL.

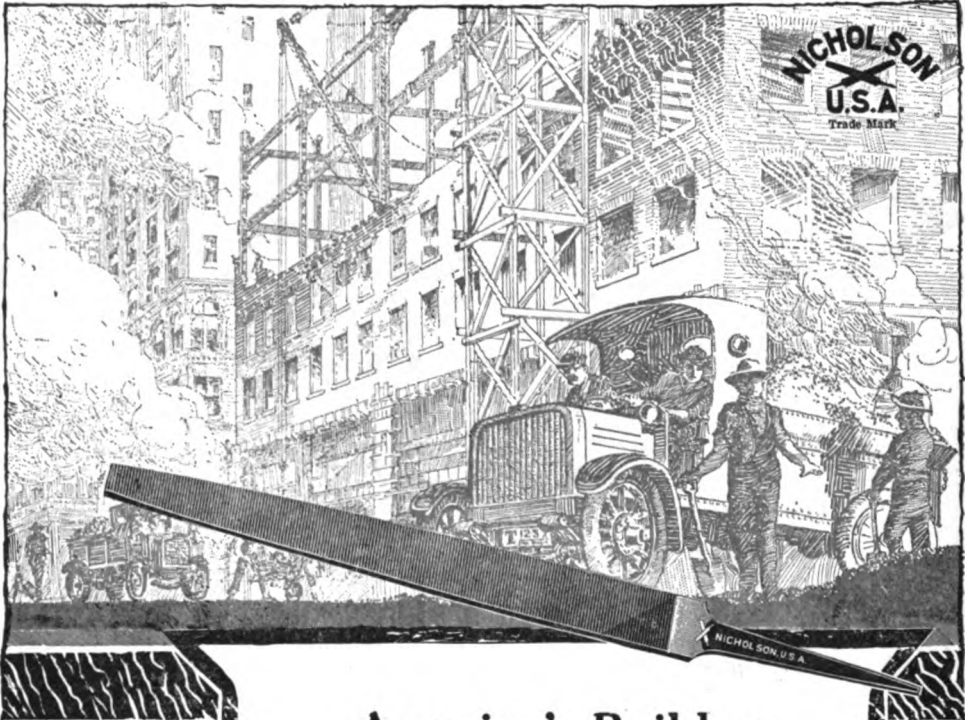
San Francisco—Los Angeles

HOLBROOK, MERRILL & STETSON,

San Francisco—Los Angeles

THE FAILING-McCALMAN CO.,

Portland, Ore.



America's Builders are again Productively at Work

America at peace must make up for the enforced neglect of war times. From sea to sea is heard the rattle of riveters, the clatter of hammers, and the clink of masons' trowels.

Nicholson Files

are helping far and near in the shaping and smoothing of America's munitions of peace — hoisting engines, concrete mixers, drills, air hammers, etc. They are the world's fastest and smoothest cutting Files — uniformly tempered for lasting service.



Write for our Catalog and for File Philosophy — a most instructive booklet about files and their use

NICHOLSON FILE CO.
PROVIDENCE, R. I., U. S. A.



"Wanted Yesterday"

THE bugaboo of hardware merchandising is the man who has to say "I'll send for them."

How many big dealers have lost good sized orders for taps and dies because they failed to watch the stock and keep it complete with the right sizes?

For the customer who discovered that he wanted taps and dies *yesterday*, a promise of "tomorrow" won't do.

Yes, we know that keeping a hardware stock up-to-date is no picnic—but it pays (doesn't it?) especially with screw-cutting tools.

With a little study you can check up your stock and anticipate those orders *that are surely coming to you*—the best way to hold business, as any good hardware man knows.

Send for the latest **G.T.D.** catalog today and use it as a guide to fill those empty holes and shelves.

GREENFIELD
TAP & DIE CORPORATION
Greenfield, Massachusetts, U.S.A.
Canadian Plant; Weller Bros. Co. of Canada, Ltd., Galt, Ontario

G.T.D. Screw Plates, Taps, Dies,
Reamers, Gages, Pipe Wrenches

SEND—for our No. 40 catalog (pocket size) and other information. Have your stenographer write us or send the attached coupon and get your name on our mailing list to receive this catalog and other trade information as issued.



G.T.D.
Corp.
Greenfield
Mass.

Send latest No. 40 catalog and put our firm on your mailing list to receive information about your threading tools whenever issued.

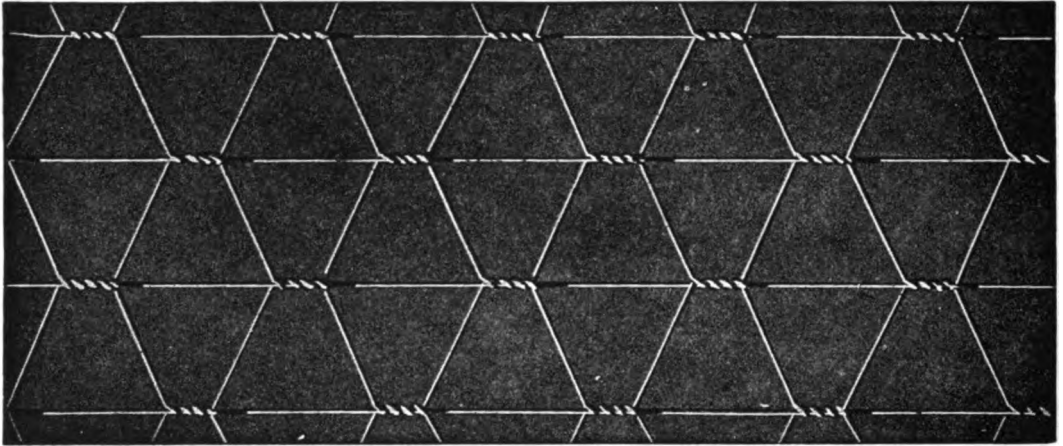
Name of person _____

Firm _____

Address _____

201
H.W.

Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and **FEWER POSTS ARE NEEDED** and **NO TOP OR BOTTOM RAIL**. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

American Steel & Wire Company

United States Steel Products Company

SELLING AGENTS

San Francisco

Los Angeles

Portland

Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.



You Will Obtain All Remington UMC Products You Need in 1920

REMINGTON UMC firearms, ammunition and loaded shells will be produced in such quantities in 1920 as to **completely satisfy all demands of the trade**. You will be able to obtain all of our products that you need.

Our inability to serve you adequately during 1919, and especially with reference to arms, was due to the following reasons: At the beginning of 1919 we were still engaged on 100 per cent war work for the Government at our arms plant, and we were the **only** firearms and ammunition concern in this country which had completely suspended the production of sporting firearms. This meant several things:

First: We had to replace all the Government-owned machinery for military arms manufacture with our own machinery for the production of sporting arms. It required time to obtain permission from the Government to do this as well as to effect the change.

Second: We had to obtain Governmental action in securing the release of steel from manufacturers who were tied up with Government contracts. We could not make guns without raw materials. These negotiations ran over an extended period.

Third: During the time between the cessation of Government work and the resumption of sporting arms manufacture we lost a considerable part of our working force. We could not maintain a complete organization in idleness. It required time to rebuild our organization with skilled men.

You can appreciate, therefore, the tremendous task which confronted us at the beginning of 1919. **NO SUCH CONDITIONS CONFRONT US FOR THE FUTURE.**

Our organization is complete and efficient and is being rapidly augmented to handle anticipated demand. Materials are more readily available and we contemplate no delays from that source. Furthermore, we have increased our equipment by nearly one million dollars' worth of machinery and tools, which adds very materially to our productive capacity.

Remington UMC products will be distributed in future as in the past **EXCLUSIVELY** through jobbers. We assure you that your jobber will be able to fill your orders up to the limit of your requirements.

THE REMINGTON ARMS UNION METALLIC CARTRIDGE COMPANY, Inc.
Woolworth Building, New York City

Barked Knuckles

A SET of barked knuckles will teach you more about a wrench than a course in mechanics.

A round shouldered nut you can't get a grip on will add to this knowledge more than a year in a factory.

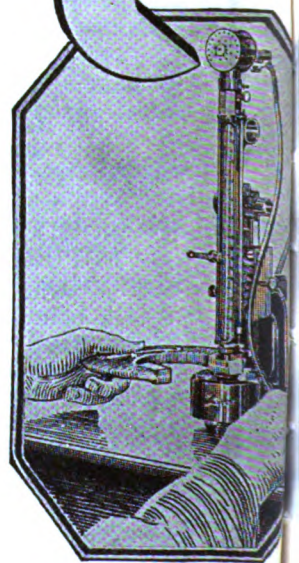
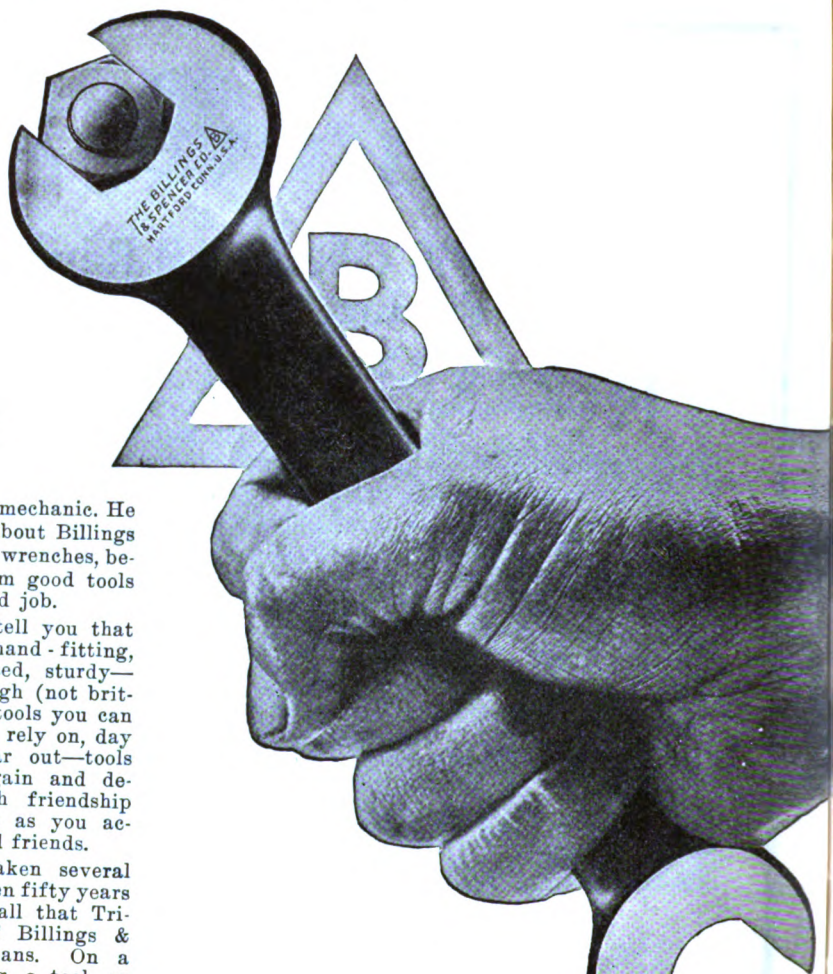
That's the way you learn that one wrench slips and the other grips—that one nicks its sharp edges under pressure while the other holds true—that one wears out and the other endures. Yes, there is all that difference between such simple things as one wrench and another.

They may look somewhat alike. But the wrench that fits and holds and endures is marked—for you—with Triangle B.

Ask your mechanic. He knows all about Billings & Spencer wrenches, because to him good tools mean a good job.

He will tell you that they are hand-fitting, well balanced, sturdy—tools of tough (not brittle) steel—tools you can lean on and rely on, day in and year out—tools that will gain and deserve such friendship and respect as you accord to tried friends.

It has taken several thousand men fifty years to develop all that Triangle B of Billings & Spencer means. On a drop forging, a tool, or a forging machine, it says: "Rely on me. I am made as well as I can be made. I shall not fail." And it started to say these things to the world of industry at the time of the Civil War.



The scleroscope tests hardness of steel by the rebound of a diamond tipped weight. Modern scientific forging counts on no guess-work

The Billings & Spencer Co Hartford

The First Commercial Drop Forging Plant in America

To cut down the cost per cut

How Many S. P. M.?

"Haste makes waste" is just as true of hack saws as of anything else. Forcing a blade by increasing the strokes per minute means a quickly dulled blade. 50 to 60 strokes per minute is about as fast as it is economical to run when cutting dry. On soft steel, using compound, saws may be run to advantage at about 100 S. P. M., at from 65 to 80 on annealed steel, and on unannealed tool steel at about 60 to 80 strokes per minute.

Follow the Starrett Hack Saw Chart, put on the weight and watch the cutting cost decrease.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.



the speed



Use Starrett Hack Saw Blades

If your customers are kept supplied with Starrett Hack Saw Charts "BF" both you and they are helped.

42-982

MUELLER PIPELESS FURNACE

Turns "Hard Customers" Into Quick Buyers

As every Mueller dealer knows, "hard customers" are not hard customers at all when you can show them a superior product. You can show them by pointing out

specific features, that the use of a Mueller Pipeless Furnace will result in the greatest satisfaction, both in fuel-saving and heating comfort.

Why It Saves One-third to One-half on Fuel

Every inch of surface in the Mueller is effective heating surface. The radiator, for example, has an upward flare to its side—the rising warm air simply must come into contact with this entire surface.

Both warm and cool air passages in the Mueller are large and practically straight. Thus there is unrestricted air travel and the least possible friction.

Another big Mueller feature is the register face—sufficiently large and properly pro-

portioned to deliver a large volume of warm air slowly. This slowly rising warm air spreads out, heats quickly and efficiently.

You can guarantee the Mueller to heat every room in the house comfortably through one register. It burns all fuels, hard or soft coal, coke, wood, lignite or gas. It is easy to set up. No bolts are needed, no need to tear up walls or floors for pipes.

Write for the Mueller Booklet

Get the Mueller Book and find out just how this superior pipeless furnace is constructed at every point. Also let us tell you about our interesting offer to dealers and our plan of advertising which has made the Mueller known in every community.

L. J. Mueller Furnace Co.

233 Reed Street, Milwaukee

DISTRIBUTORS

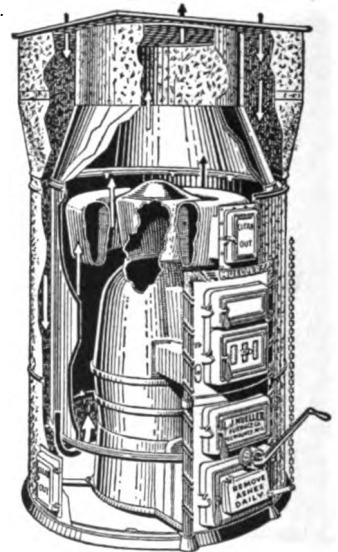
THE SALT LAKE HARDWARE COMPANY,
Salt Lake City, Utah, and Pocatello, Idaho.

HOLBROOK, MERRILL & STETSON,
San Francisco and Los Angeles, California.

RICHARDS & CONOVER HARDWARE CO., Kansas City, Mo.

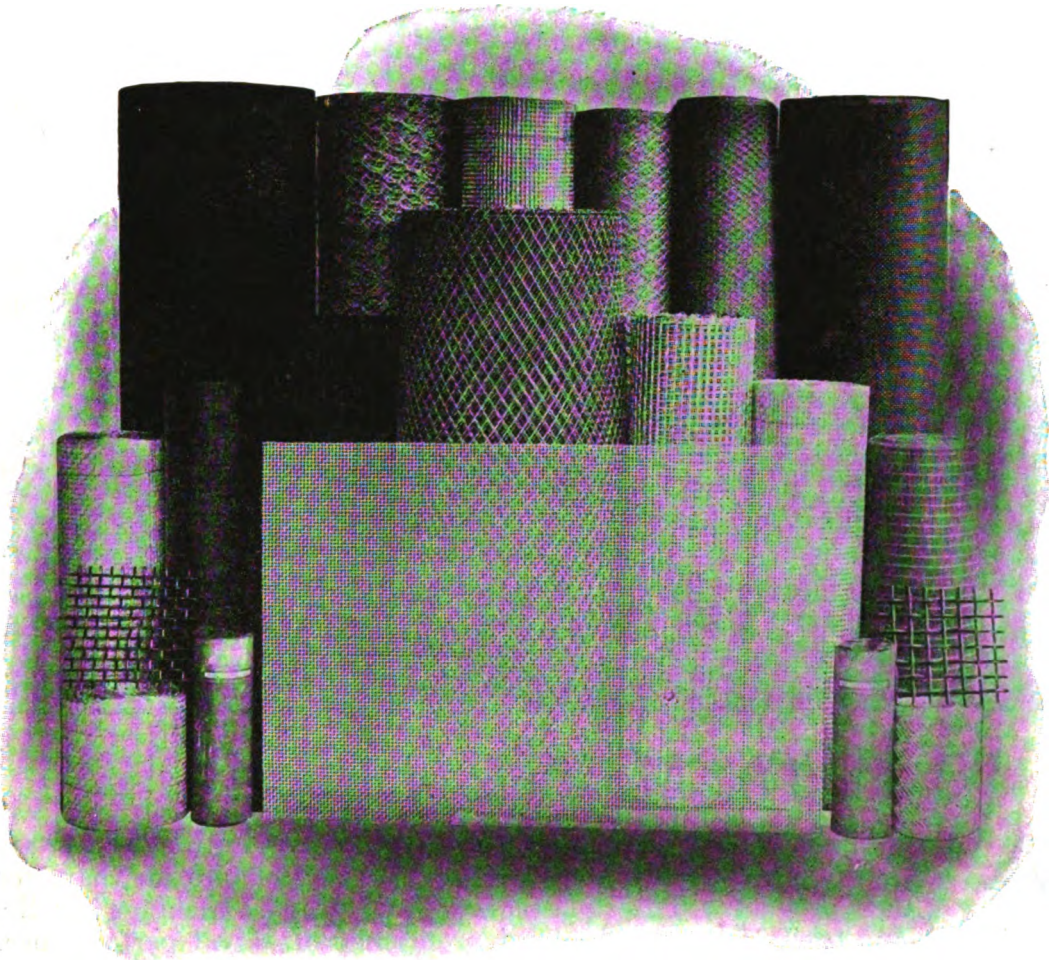
THE JACKSON HARDWARE CO., Aberdeen, So. Dakota.

LEE-COIT-ANDREESSEN HDWE. CO., Omaha, Nebraska.



Stocks also carried at Brooklyn, Buffalo and Syracuse, N. Y.; Pittsburg, Scranton, Lancaster and Philadelphia, Pa.; Baltimore, Md.; Toledo and Cincinnati, Ohio; Nashville, Tenn.; Detroit and Grand Rapids, Mich.; Minneapolis and St. Paul, Minn.; Chicago, Ill.; Kansas City and St. Louis, Mo.; Omaha, Neb.; Aberdeen, S. D.; Seattle, Wash.

A Few of the Large Variety of "BUFFALO" WIRE PRODUCTS



THEY will aid you to increase your sales and profits. Repeat orders will be received frequently, due to satisfied customers, which means increased profits for you. "BUFFALO" Wire Cloth is made in all grades for all purposes and a complete line of standard grades carried in stock at all times, for immediate shipment. We also manufacture other wire products such as Wire Window Guards, Tool Room Enclosures, Machinery Guards, Office and Desk Railings, and many other products which are fully illustrated and described in our complete No. 8 A.G. catalog, which will be mailed to you gratis upon request. If not already in possession of this catalog, send for it now.

Awarded Bronze
Medal Panama-
Pacific International
Exposition,
1915.




Buffalo Wire Works Company

(FORMERLY SCHEELER'S SONS)

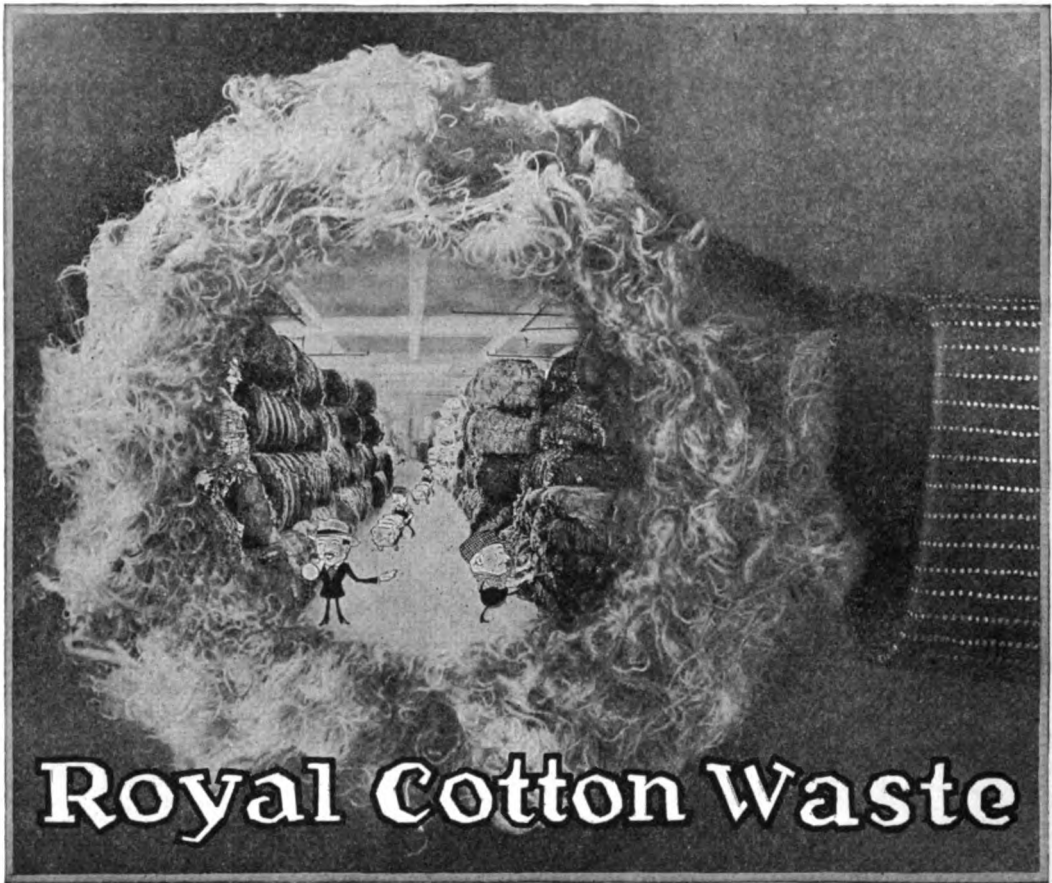
524 Terrace

Buffalo, N. Y., U. S. A.

Branch Office and Warehouse, 9-11 South Seventh St.
Philadelphia, Pa.

Remember, a yellow tag like this  is attached to every roll or piece of genuine "BUFFALO" Wire Cloth, its the sign of QUALITY, SERVICE and SATISFACTION.





The Makings of Royal

A L.L. raw materials used in the manufacture of Royal Cotton Waste are supplied from standard sources selected for the uniform character of their products. This standardization of Royal "makings" is the beginning and basis of the standardized proficiency of Royal performance.

It is a dependable proficiency, extending from the handful to the bale to the carload—from day to day and year to year. The economy is real and great.

Ask your Jobber or us for the Royal Sampling Catalogue and the booklet "Clean Clean Thru"—the How and the Why of Waste Buying.

HAS YOUR DEALER SHOWN YOU THE NEW
HANDY 1-POUND ROYAL AUTOPACK BALE?

ROYAL MANUFACTURING CO.

General Offices & Plant
Rahway, N. J.

New York Pittsburgh
Chicago Baltimore
Boston



6% TARE



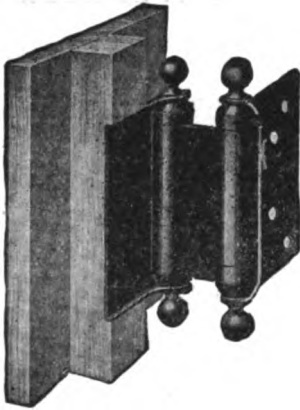
THE GUARANTEE: Uniform Quality

6% Tare (Wrappings) Exact Weight

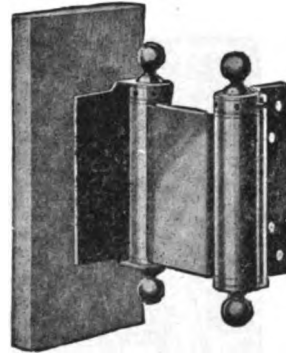
EXACT WEIGHT



Lawson "Nu" Jamb Spring Hinges Cost Less Because They Require No Hanging Strip



The Old Way



The Lawson Way

LAWSON "NU" JAMB SPRING HINGES are fastened directly to the door. This saves the cost of a hanging strip and makes them easier to put on.

They are made in single and double acting types in either steel or solid brass. There are 24 per cent more coils in the Lawson "Nu" Jamb Spring Hinge, giving it longer life and greater strength.

Because of these distinctive features Lawson Hinges are specified by architects and contractors on all jobs where appearance and length of service count.

You are safe in stocking the Lawson "Nu" Jamb Hinge as well as the Lawson Surface Floor Spring Hinge and other members of the Lawson line. Lawson Hinges are not dead stock.

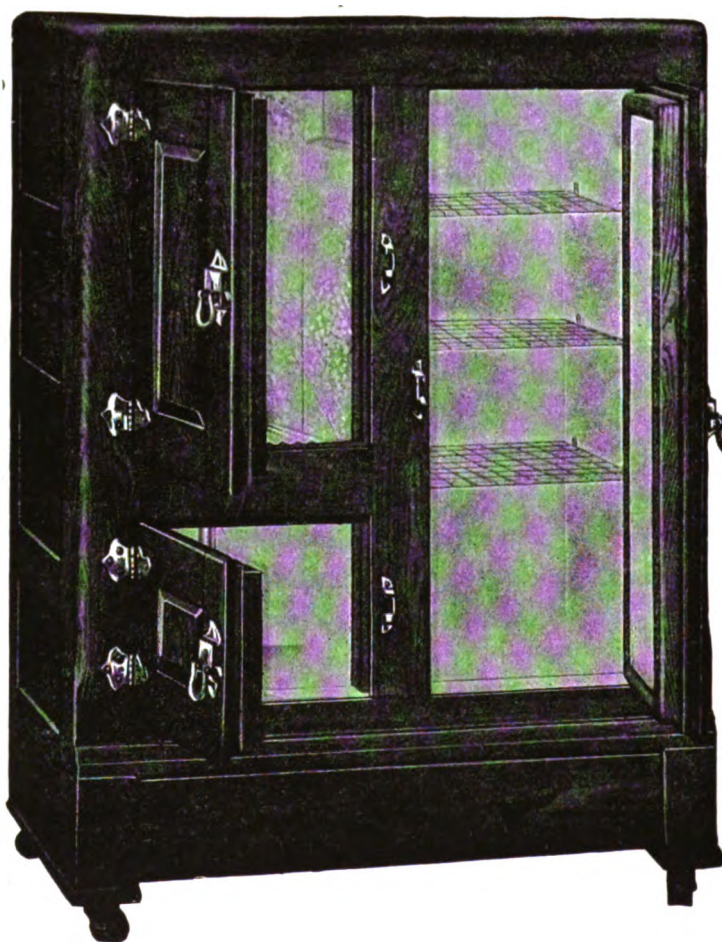
Write to us direct or to our coast distributors for prices and details of applications.

LAWSON MANUFACTURING CO.

228-30 W. Superior St., Chicago, Illinois

Coast Distributor: C. N. & F. W. JONAS, Seattle, San Francisco, Los Angeles

It Is Going to be Hard to Get Refrigerators Next Summer When You Want Them



UNION HARDWARE & METAL CO.
Los Angeles

SLOSS & BRITTAIN
San Francisco

MONARCH REFRIGERATOR WORKS
BURLINGTON, VERMONT

COLT

FIRE ARMS



The COLT

Police Positive.

Adopted by the Police Departments of the leading cities throughout this country and Canada.



The COLT

Army Special.

Designed for those who wish an accurate, powerful shooting arm of medium weight and maximum durability.



The COLT

New Service.

The Standard side arm of the famous Canadian Northwest Mounted Police.



The COLT

Single Action Army.

Over half a century in actual use. More of them have been produced than any other Revolver ever manufactured.

SPORTSMEN know that the best reference a piece of sporting goods can have is the unprejudiced recommendation of a brother sportsman—Why? Because he **knows**—in other words he has **been there**.

Every purchaser of a COLT Automatic Pistol or Revolver adds to the ranks of those men (or women) who **know**—who know the best and are not put off with any inferior make.

Individual preference sometimes is for a small caliber arm that uses the easily obtained and inexpensive .22 cartridges—like the .22 COLT AUTOMATIC PISTOL or the POLICE POSITIVE TARGET REVOLVER; some choose the heavier Revolver, such as the COLT ARMY SPECIAL—for the average hunting or camping trip, or the .32 COLT AUTOMATIC PISTOL to leave in the top dresser drawer or carry in the car; and yet others demand the still larger bore—some Westerners still insist upon having the "Old .45 Six Gun," some prefer the more up-to-date COLT "NEW SERVICE"; Uncle Sam decided on the caliber .45 COLT Automatic Pistol.

But all agree that no matter what type or size is selected, it is essential that it be of COLT manufacture.

The great COLT factories, with largely increased facilities, are making every effort to fill the tremendous orders from all parts of the country for COLT Firearms.

With each day filling the hearts' desire of some hundreds of these loyal COLT booster-owners, it will be only a short time before that booster's best friend will be placing his order for a COLT.

Dealers should place their orders now for future deliveries in order that they may satisfy their customers by giving them the best—a COLT'S.

Colt's Patent Fire Arms Mfg. Co.
HARTFORD, CONN.



The COLT

.22 Automatic Target Pistol.

A favorite with the expert, sportsman, camper and for home practice.



The COLT

.25 Automatic Pistol.

The smallest, lightest and most efficient arm of its size made. Fits the vest pocket.



The COLT

.32 Automatic Pistol.

The ideal arm for home protection or to carry in the car.



The COLT

.45 Automatic Pistol.

GOVERNMENT MODEL

After a perfect record overseas this arm took highest honors at the National Shoot in competition with Special Target arms.



Display Sells Razors

The cutlery counter in most hardware stores stands near the door, where the customer lingers, looks around, and wonders what he forgot to buy.

Men are always on the lookout for good razors. The GENCO Display Case, sent you with your first order of GENCO RAZORS, gets their attention.

The handsome case will make them look more closely. Your salesman then simply reaches under its glass top and says: "Just examine the edge on this razor."

In a few minutes your cash register will ring. And your customer will be a satisfied customer. For the GENCO RAZOR has an edge that we guarantee: "GENCO RAZORS must make good or we will."

Write us today for terms and details

Geneva Cutlery Corporation

157 Gates Avenue

GENEVA, NEW YORK

New York City, 160 Broadway.

Chicago, Ill., 8 So. Dearborn St.

San Francisco, Sheldon Bldg.

Winnipeg, Can., 332 Bannatyne Ave.

*Largest Exclusive Manufacturers of
High-Grade Razors in the World*





*for efficiency
and economy*

Giant dealers can always be sure that their customers will get satisfactory results with Giant Explosives.

They are the original American high explosives and the utmost skill, backed by long experience is employed in their manufacture. Thus uniform strength is assured—always. They are Western products, made by a Western company to especially solve Western blasting problems.

Users of explosives throughout the West KNOW the Giant brands and will prefer genuine Giant Powder to ordinary explosives.

Let us tell you how profitable it is to be the Giant dealer in your section. No capital tied up, no stock to handle—just send us the orders and we fill them. Write now.

THE GIANT POWDER CO., Con., San Francisco
"Everything for Blasting"

Branch Offices: Denver, Portland, Salt Lake City, Seattle, Spokane

EXPLOSIVES

Faultless Caster Company

PACIFIC COAST REPRESENTATIVES

CHAS. A. DOWD SALES COMPANY, 320 Market St., San Francisco, Calif.

Evansville

Indiana



Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"

Safety



LIGHT the ordinary oil cook stove, turn the wick to produce a moderate flame, then turn your back and fail to watch it until the burner and chimney are thoroughly heated and—well the result is well known.

NESCO PERFECT

The stationary, non-burnable Rockweave wick absorbs no more oil when the burner and chimney are heated than at any other time. The flame does not "creep," or increase in height; it remains the same, "stays put," and can be depended upon absolutely. That's why the **Nesco Perfect** is the one oil cook stove "safe to be burned when your back is turned."

A demonstration of this feature alone will sell the **Nesco Perfect** to your most skeptical customer.

Write for illustrated circular describing in detail this and other exclusive features of the **Nesco Perfect**—the greatest of all oil cook stoves.

National Enameling & Stamping Co.

ST. LOUIS
MILWAUKEE
NEW ORLEANS
CHICAGO

GRANITE CITY, ILL.
BALTIMORE
PHILADELPHIA
NEW YORK



*The
Nesco
Perfect
Burner*

**"Safe To Be Burned
When Your Back is Turned"**

The New Boston Rubber Chair Tip

SprinGriP

TRADE MARK



PATENTED

SEND FOR CATALOG

THE RUBBER TIP AND ITS PARTS

BRASS WASHER



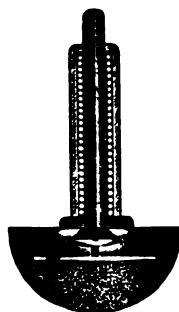
BRASS NAIL



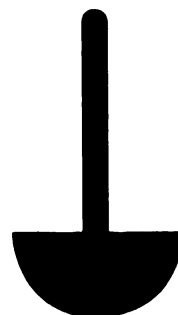
SPRING SOCKET



COMPLETE TIP
ASSEMBLED



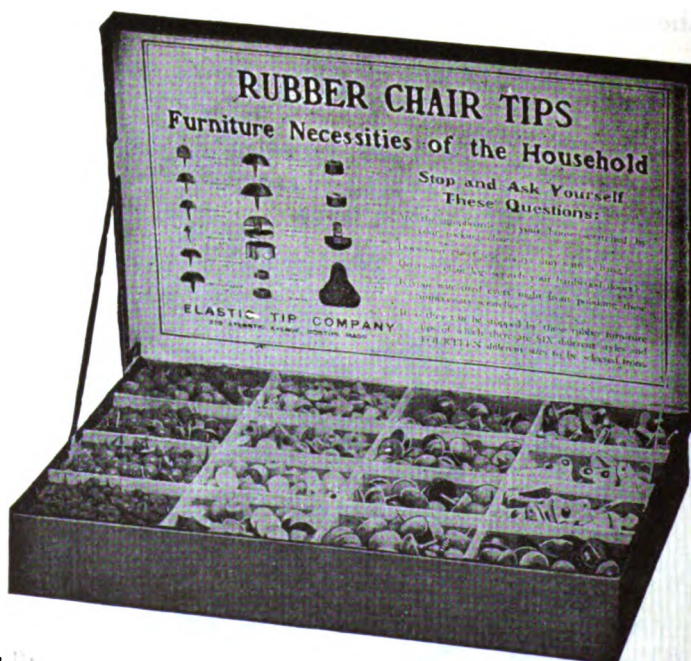
RUBBER TIP
WITH THE BRASS
WASHER AND NAIL
MOULDED IN SAME



Assortment Box
of
Rubber Chair
Tips for
Furniture

THE ELASTIC TIP CO.

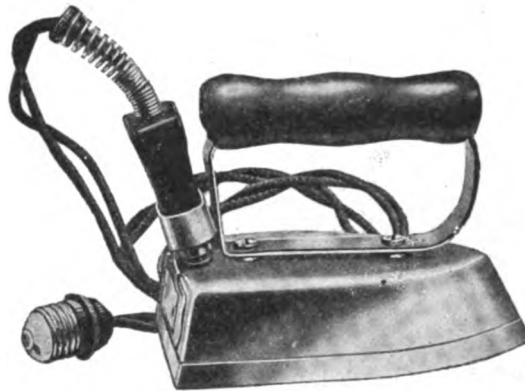
370 Atlantic Avenue
BOSTON - MASS.



Here's a Big Seller for Every Hardware Dealer

WEIGHT
6 LBS.

VOLTAGE
110



RETAIL
PRICE
\$6.75

Domestic Electric Irons Turn Quickly at a Substantial Profit

THE Domestic Electric Iron is strictly a hardware dealer proposition. It is the best iron possible to make, and pays you a very liberal margin of profit. It never fails to please the user, and is backed by our guarantee.

The Domestic is thoroughly high grade in efficiency, durability and appearance. Its design is pleasing, its finish is distinctive and its service high quality.

The Domestic heats quickly and retains the heat, with minimum current consumption. Packed in individual boxes, complete with 6-foot detachable cord and stand. Six irons to the case—two cases make shipping weight.

Push this profitable seller in 1920. An immediate inquiry will get you a very liberal discount. Write at once for details.

Order now from your jobber, or direct from us, and put the goods on your counter. They'll go quickly, showing up a nice bit of coin in the year's business.

Save Money by Lining Up for Spring Now

(Shipment as late as March 15 if you wish.)

CHICAGO FLEXIBLE SHAFT COMPANY

5604 Roosevelt Road, Chicago



Why Merely Sell Silverware?

The opportunity is yours to do much more—to sell service and to greatly broaden your field of operations. The fact that the furniture, etc., may be supplemented by an appropriate design in

1847 ROGERS BROS.
SILVERWARE

Old Colony
Pattern

should give you the opportunity to render real service to those who are seeking harmony in the interior arrangement of their homes.

INTERNATIONAL SILVER CO., Meriden, Conn.
Pacific Coast Warerooms, 150 Post St., San Francisco, Cal.

UNIVERSAL

ALUMINUM WARE

ONCE SEEN—QUICKLY SOLD

UNIVERSAL Aluminum Ware is new in design—new in quality concepts—new in sanitary features—new in selling possibilities.

Every utensil a strictly quality product.

A Few Features of UNIVERSAL Betterness

Made of heavy sheets of pure aluminum, formed into seamless, solderless, blanked and leak-proof utensils, highly polished, not easily discolored, combining strength and beauty with lasting quality. No sharp angles, cracks or crevices to collect dirt, grease or grime. Sanitary and easy to clean.

Extra large, extra strong, close-fitting heads. Smooth pouring lips.

Handles doubly braced for double strength—made of cold rolled steel, heavily tinned.

Ears with straight, smooth edges, easy to keep clean—made of cold rolled steel, heavily tinned.

Three sizes of ebonized knobs—fastened by square end rivets through square holes, they cannot turn or work loose. Small for the small cover, medium for the medium, large for the large. Knobs have a "white line of distinction" which means Universal quality.

Every Utensil Bears the Stamp



The Trade Mark Known in Every Home

The stamp of satisfaction that has become so well known to every housewife using one or more appliances bearing this trade-mark.

UNIVERSAL Aluminum Ware is being nationally advertised. Your local customers will respond to the advertised betterness of UNIVERSAL utensils. They will ask for the goods. Don't let them ask in vain.

This line is backed by a merchandising policy as liberal and clean as the ware is sound.



UNIVERSAL
Deep Pie Plate
No. 5710



UNIVERSAL
Convex Kettle
No. 156



UNIVERSAL
Dairy Pan
No. 412



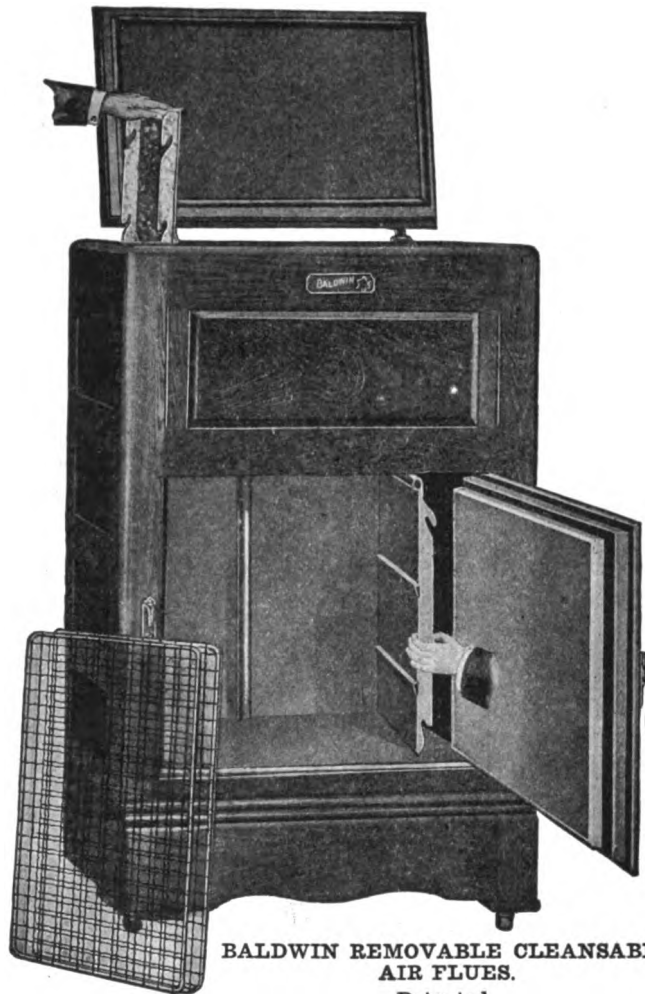
UNIVERSAL
Double Boiler
No. 232



UNIVERSAL
Sheet Tea Kettle
No. 265

LANDERS • FRIARY & CLARK
• NEW-BRITAIN • CONNECTICUT •

BALDWIN DRY AIR REFRIGERATORS



**BALDWIN REMOVABLE CLEANSABLE
AIR FLUES.**

Patented.

This cut shows our fine patent removable air flues, giving access to all parts of the refrigerator for cleaning. They are made of stout galvanized sheet steel, securely locked to sides of refrigerator, and so shaped as to render them strong and proof against the rough usage of the average ice man; a radical improvement over the usual flat, loose piece of metal sliding in a groove used by competitors and ruined by the ice man in a few days. Ours is the strongest, most convenient and effective system of movable air flues in the market.

The Baldwin Refrigerator Company
Burlington, Vermont

Stock Carried by HEYMAN-WEIL CO., San Francisco, California



IRON HORSE

IRON HORSE

METAL WARE

METAL WARE

AS STRONG AS THE NAME IMPLIES

May We Send You
The IRON HORSE Catalog?

ROCHESTER CAN CO
ROCHESTER, N.Y. U.S.A.

MAGNETIC CLOTH

The Most Complete Domestic Help Device Known

It instantly removes Grease, Burned Foods and all dirt from all kitchen ware. ALSO cleans Vegetables, New Potatoes, Sweet Potatoes, Carrots, Parsnips and such like. ALSO Tile work, Marble or Brown Stone Steps and many other things too numerous to mention. ALSO is used extensively for cleaning stained and greasy hands, for instance in machine shops, garages, etc.

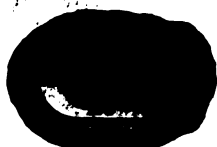


These are the days of progress and efficiency. The woman in the kitchen is no longer satisfied with the old-fashioned, back-aching methods of cleaning greasy pots and pans; MAGNETIC CLOTH is now the active housemaid that saves time and labor and conserves sweetness of disposition. The kitchen sink of the modern housewife is no longer complete without a MAGNETIC CLOTH hanging on a hook.

The MAGNETIC CLOTH is as pliable as cloth, entirely as efficient as the best abrasive. Made to slip on the hand like a mitten. After using, rinse in warm water and hang up by the loop, to dry.

As a magic wonder this MAGNETIC CLOTH is demanded everywhere; its market is wide and insistent and it is a logical, inevitable profit-maker for the merchant who reads and heeds the mind of his trade.

Retails for 10 Cents



Retails for 10 Cents

Send us your jobber's name if he can't supply you with a trial gross. Packed in two dozen attractive cartons for show case display.

MANUFACTURED BY

JOHN W. GOTTSCHALK MFG. CO.

LEHIGH AVE. AND MASCHER ST.

PHILADELPHIA, PA.

MCDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco



"Push-a-Bikes"

Selling at Rate of Half
Million a Year

Finished in highly varnished colors—red, white and blue. Seat adjustable to children from 2 to 7 years old. Packed one in carton, six in crate. Weight approximately 100 lbs. to dozen.

Push-a-Bike breaks toy sales records. Thirty days after the first campaign started it sold at the rate of half a million a year. Three factories were required to supply the clamoring demand.

It's adjustable—you only need carry one size in stock.

Imitation-rubber-tires—noiseless, easy on floors. The heavy steel axles make it a two-boy bike—one can ride behind.

Push-a-Bike is a big seller with a definite all-year market. Place your order now to insure prompt delivery.

Write for Circular.

The U & I Toy Co.
State-Lake Building, Chicago, Illinois

JAMES H. CUMMING,
Sales Manager.

"Push-a-Bike"

1834 — 1919

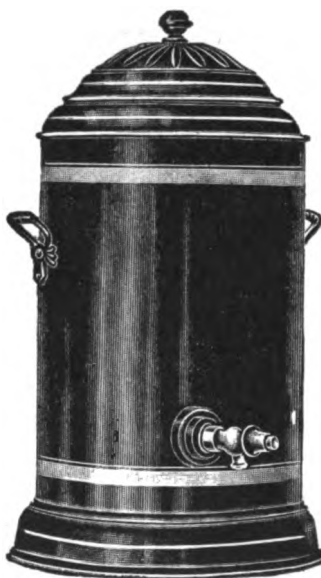
TRY THESE, NO BETTER GOODS MADE**GET YOUR SPRING ORDERS IN EARLY****THE STRONGEST AND THE BEST**

May be purchased from practically all Jobbers handling our Goods

**Watering Pots**Japanned Green
Detachable Rose Cap**"Central"
Watering Pots**Galvanized, with
Zinc Roses and Screw Neck**"Standard"
Water Coolers**

GALVANIZED LINED

FULL CAPACITY

JAPANNED WITH SIDE
HANDLESNICKEL-PLATED LEVER
OR PUSH BUTTON
FAUCETS**"Puritan"
Water Coolers**SEAMLESS WHITE
ENAMELED LINED

EXTRA HEAVY

EXTRA FINISH

NICKEL-PLATED LEVER
OR PUSH BUTTON
FAUCETSRepresented in California
by**BARRETT & ROSS**
Rialto Bldg., Room 329, New
Montgomery and Mission Sts.,
San Francisco, Cal.In the State of Texas
by**CHARLES A. SCHMIDT, Jr.**
San Antonio, Texas.

TRADE MARK

Represented in the States of
Washington, Montana, Idaho,
Oregon, Colorado, and Utah by**FRED A. LEE**

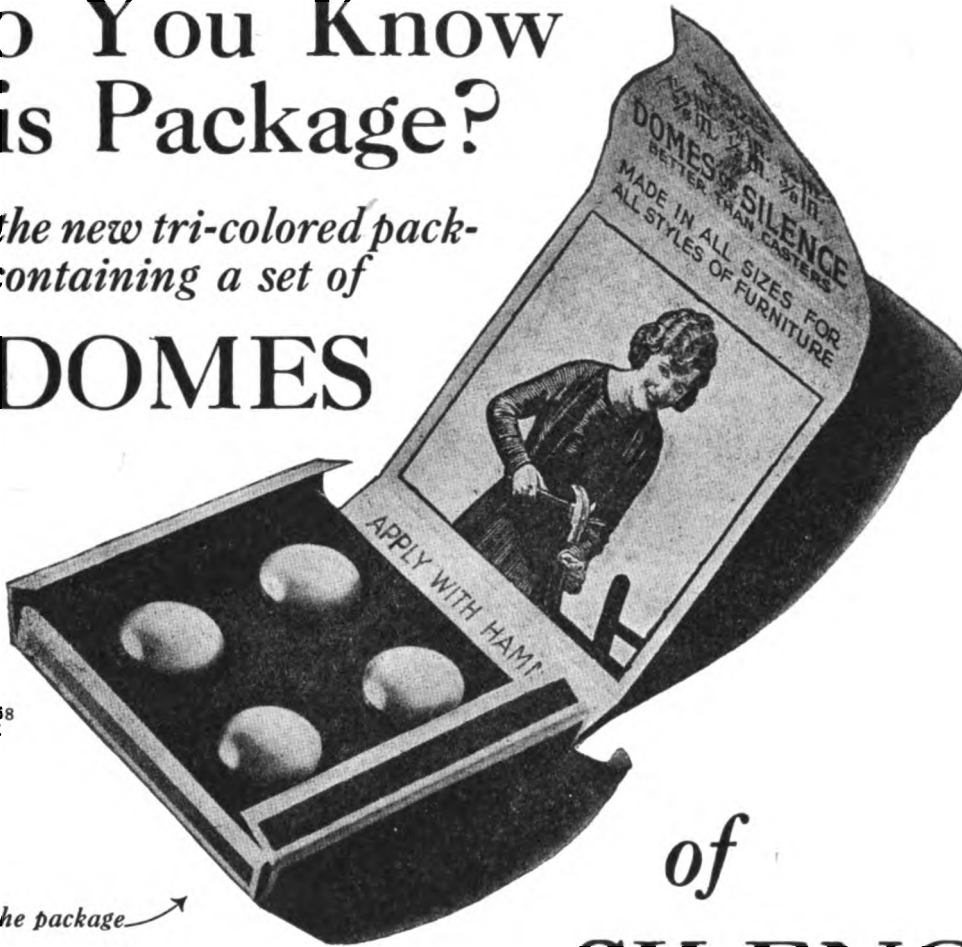
1620 13th Ave., Seattle, Wash.

THE CENTRAL STAMPING COMPANY**NEW YORK**

Do You Know this Package?

*It is the new tri-colored package
containing a set of*

4 DOMES



Patent
No. 995,758
Enforced

This is the package →

of
SILENCE

YOUR customers know all about these little steel slides that glide. They have used them before or have seen the Domes of Silence advertisements running in the Saturday Evening Post, the Literary Digest, the Woman's Home Companion and several other big national magazines. They want to know where Domes of Silence can be bought.

Show them what they want to know

by displaying the handsome colored boxes in your window and on your counter.

This new display package with a set of 4 Domes in each box will sell more slides for you at the present 10c price than you ever sold before in loose form for half that price.

For a start we recommend special assortment, A-1 consisting of 1/4 gross sets each of best selling sizes, 1/8", 3/8", 1/2" and 3/4".

Order From Your Jobber Today

HENRY W. PEABODY & CO.

17 State Street, New York City

Manning-
Bowman
Quality

We will appreciate your business—we want it—we sell only high grade lines—Goods you can recommend—



WE CAN
DELIVER
THE GOODS
YOU BUY
THIS YEAR

ELECTRIC PERCOLATOR SET

Electric Irons—Grills—Toasters, Etc.



BENEDICT MFG. CO.

Tinned Spoons, Knives, Forks, etc.

VACUUM SPECIALTY CO.

Hot-A-Kold Bottles, Lunch Kits,
Jugs

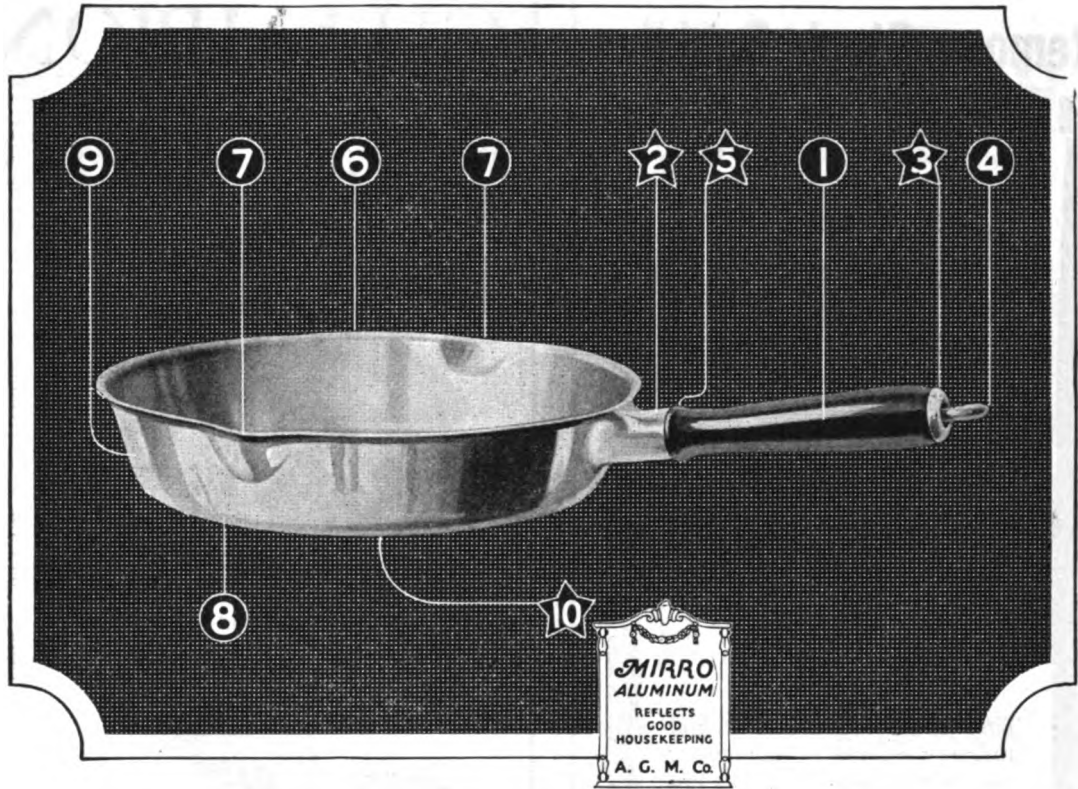
WORCESTER PRESSED ALUMINUM CO.

Aluminum Canteens, Hot Water
Bottles, Syringes

H. J. GIVTE & Co.

PACIFIC COAST
FACTORY REPRESENTATIVES

150 Post St. San Francisco
CALIFORNIA



Mirro Makes for Better Cooking

A magic tool with which to conjure dishes fit to tempt a king: that is Mirro Aluminum. Tender, juicy steaks and chops are far more certain when this Mirro Fry Pan is used.

Thick and substantial, yet light to lift, it takes heat quickly and holds it long. Therefore, it is a fuel-saver. And food cooks evenly. There are no thin spots through which the flame can scorch in the pure, rolled aluminum of which this Mirro Fry Pan is made.

As for beauty and durability! It is a shining example of both. Mark, too, the ten features of convenience that set it apart from ordinary aluminum ware.

(1) The ebonized wooden handle is replaceable, so the durability of the article is not measured by that of the handle alone. ☆(2) Handle socket is welded on—no wobbling—an exclusive Mirro feature.

Aluminum Goods Manufacturing Company, General Offices: Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum.

☆(3) Handle has metal cap to prevent splitting—exclusive Mirro feature. (4) Bolt with eye for hanging. ☆(5) Prongs built into socket to prevent handle from turning—exclusive Mirro feature. Handle cannot slip nor give.

(6) Smooth flaring edge is wear-resisting and easily cleaned. (7) Fry Pan is double-lipped for easy pouring with either hand. (8) Smooth, round corners easily cleaned. (9) Famous Mirro finish. ☆(10) Famous Mirro trade-mark stamped into the bottom of every piece, and your guarantee of excellence throughout.

More than a quarter of a century's experience has gone into the making of every Mirro utensil, and back of each is the reputation of America's foremost makers of Aluminum ware. At better stores everywhere at a price that is truly moderate.

MIRRO ALUMINUM

Reflects
Good Housekeeping

Attention of Buyers:—Shown above is the March Mirro Aluminum advertisement which appears in six great magazines going to American women. Read it. Then read this list, and judge for yourself of the effect this advertising will have on March Mirro sales: Woman's Home Companion, Good Housekeeping, Pictorial Review, Delineator, Designer and Woman's Magazine. Better look over your stock of Mirro Fry Pans.

Remove Stock Rapidly and Smoothly



"The DELTA

Is the only Line of Files
from 3 to 24 inches that are
made absolutely of

CRUCIBLE STEEL"

This high quality material
and our scientific hardening
and tempering methods en-
able us to produce files of
exceptional durability.

Delta Files are made in sev-
eral shapes and sizes—there
is a shape and size for your
particular requirement.

Use **Delta Files** in your shop
—you will increase your out-
put and greatly reduce your
cost of filing.



This trade mark safeguards the
interests of thousands of file users
everywhere. Always look for it.

DELTA FILE WORKS
PHILADELPHIA, PA.

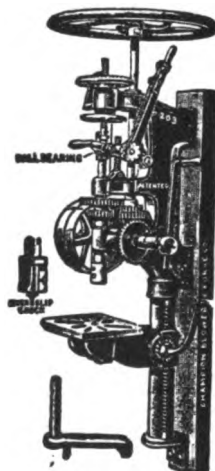
CHAMPION BLOWERS FORGES DRILLS



No. 400 Blower



No. 408 Forge



No. 203 Drill

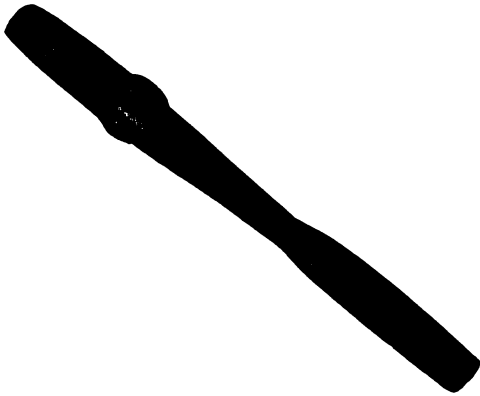
CHAMPION TOOLS

Built for Service
Carried in Stock by all
Leading Jobbers

Write for 365-Page Cata-
logue

**THE
CHAMPION
BLOWER AND
FORGE CO.**

Lancaster, Pennsylvania,
U. S. A.



How to buy a pair of pliers

3—Look for the Checker-Dot Handle

Dealers who know good tools, know that they can always depend on Crescent Wrenches and Pliers.

For your convenience and protection in buying and selling pliers, we have adopted this copyrighted, checker-dot handle for CEE TEE CO. Pliers.

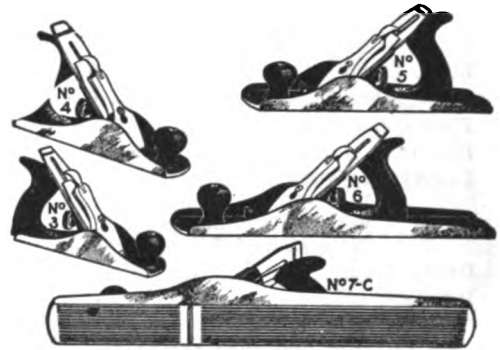
Look for this design the next time you buy a pair of pliers.

Your jobber sells CEE TEE CO. Pliers.

CRESCENT TOOL CO.,
Jamestown, N. Y.

Crescent
TOOLS

Stanley
Tools



“BAILEY” Iron Planes

*The Standard for more than
Fifty Years*

IMPROVEMENTS are constantly being made in their manufacture, tending to make them daily more popular and more sought after by discriminating carpenters and mechanics.

*If you do not carry
these planes, arrange
to do so at once. You
will be surprised how
your plane sales
will increase*

MANUFACTURED BY

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

PHOENIX HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

Phoenix Shoes are Kept in Stock by the Following Houses

Boise, Idaho.....Northrop Hardware Co.
Butte, Montana.....Montana Hardware Co.
Fresno, California.....Inland Iron Co.
Hamilton, Montana....The Valley Mercantile Co.
Los Angeles, Calif.—
W. T. McFie Supply Company
Percival Iron Company
Waterhouse & Lester Company
Ogden, Utah.....Geo. A. Lowe Company
Portland, Oregon—
Northwestern Hardware & Steel Co.
J. E. Haseltine Company

Pocatello, Idaho..Salt Lake Hardware Company
Sacramento, Calif.....Schaw-Batcher Company
San Francisco, Calif.—
Baker, Hamilton & Pacific Company
Scovel Iron Store Company
Spotswood-Helfer Company
Taylor-Spotswood Hardware Company
Waterhouse & Lester Company
Salt Lake City, Utah....Salt Lake Hardware Co.
Seattle, Washington.....Gray Brothers
Spokane, Washington..Holley-Mason Hdwe. Co.
Tacoma, Washington.....West Coast Wagon Co.

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES

JOLIET, ILL., POUGHKEEPSIE, NEW YORK

"EASY EMPTYING" Grass Catchers

"Favorably known the world over" now made with

**Re-inforced
Non-Slipping
Bottom**

**Rigid Light
Durable**

Many exclusive patented features and strong selling points explained in Catalog No. 20.

Write for it



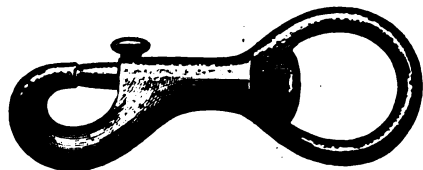
SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.	Baker, Hamilton & Pacific Co.
Union Hardware & Metal Co.	Honeyman Hdwe. Co.
Hoffman Hdwe. Co.	Jensen, King, Bird & Co.
Harper & Reynolds Co.	The Schaw-Batcher Co.
Failing-McCalman Co.	Schwabacher Hdwe. Co.
Marshall Wells Hdwe. Co.	Seattle Hardware Co.
Holley-Mason Hdwe. Co.	The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.	

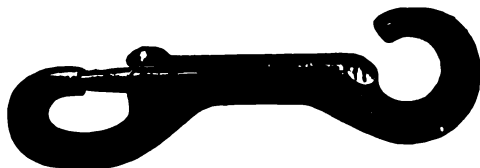
THE SPECIALTY MFG. CO., St. Paul, Minn., U.S.A.

S N A P S

FOR THE HARDWARE MAN
FROM THE BEST LINE MANUFACTURED



NO. 50 SWIVEL SNAPS
In All Regular Sizes from $\frac{3}{8}$ to $1\frac{1}{2}$ inches



KROJAN OPEN EYE SNAP
Nos. 520 Bit, 521 Chain, 522 Trace

Sold by All Jobbers

COVERT MFG. CO.
TROY, N. Y.

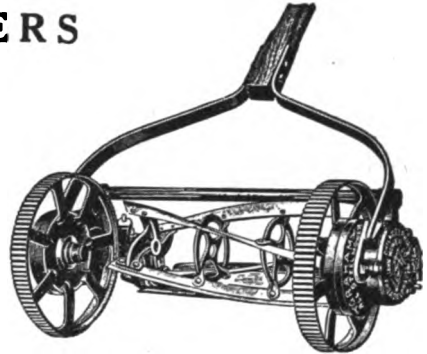
GENUINE "PHILADELPHIA" LAWN MOWERS

GUARANTEE FREEDOM FROM ALL
LAWN MOWER TROUBLES

because they are the Highest Grade, Easiest Running, Longest Lived and Most Perfect Lawn Mowers ever manufactured. Their sole purpose is to cut grass, and no other machine has ever been made that cuts grass like the genuine "PHILADELPHIA."

Elaborate painting does not make a lawn mower. An unpainted genuine "PHILADELPHIA" mower will cut the grass more smoothly and surely than many so-called high grade machines dressed in fancy clothes.

Genuine "PHILADELPHIA" Lawn Mowers are dressed, however, with the highest grade paint obtainable, and underneath is a machine constructed along the best known mechanical principles and of the HIGHEST GRADE materials.



Styles "Graham" and "A"—All Steel
Vanadium Crucible Steel Blades. Practically Indestructible

Handle the Lawn Mower that requires the least "push"—both to USE and to SELL

SEND FOR CATALOG AND PRICES

THE PHILADELPHIA LAWN MOWER COMPANY, 31st and Chestnut Streets, Philadelphia, Pa.
HAVEN & HAVEN, 508 Mission Street, San Francisco, California Selling Agents

The Casement Window You Really Want—

for the sun-parlor, sleeping porch, bungalow, sanitarium and other similar installations, operates on

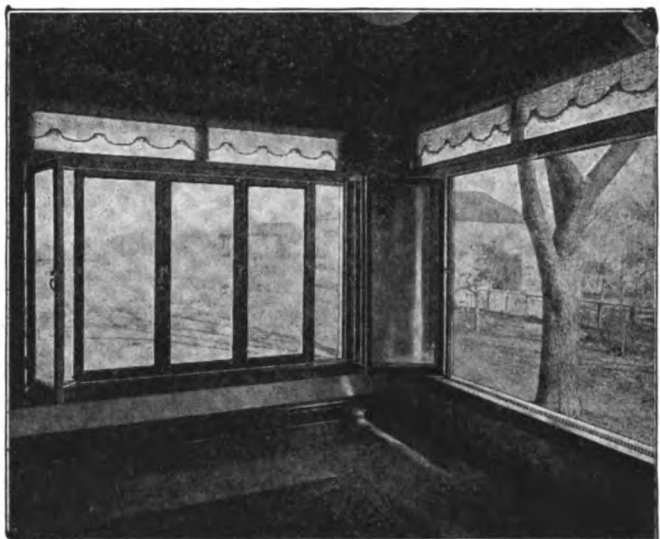


Multifold Casement Window Hardware

Slides and folds sash horizontally. Windows operate smoothly, positively and under perfect control. Close storm tight. Entire window may be thrown open, or one or more sash as desired.

Sash open inside. Screens or storm windows applied outside. Windows easily cleaned.

Send for handsomely illustrated pamphlet HC2, containing description and details. Sent to anyone interested, without obligation.



Richards-Wilcox Mfg. Co.

A Half-Century of Service to the Building Industry
CHICAGO ST. LOUIS AURORA, ILLINOIS, U.S.A. BOSTON
LOS ANGELES PHILADELPHIA LONDON, ONT. MINNEAPOLIS SAN FRANCISCO



Ask Your
Jobber
He Knows

CHAINS

Halters
Kennels
Leads

MADE BY

The BRIDGEPORT CHAIN COMPANY

FACTORY and GENERAL OFFICES: BRIDGEPORT, CONN.

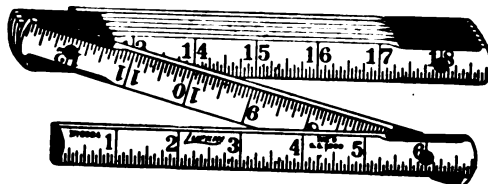
BRANCH OFFICES
119 S. JEFFERSON ST.
CHICAGO, ILL.



BRANCH OFFICES
WELLS FARGO BLDG.
SAN FRANCISCO, CAL.

LUFKIN TAPES and RULES

From the Popular
Priced to the
Finest Styles



THE RECOGNIZED
RELIABLE
STANDARD

106 Lafayette Street
NEW YORK

THE LUFKIN RULE CO. SAGINAW, MICH.

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by **THE PROGRESSIVE MFG. CO.**, Dept. "A," Torrington, Conn.

Enquire of Your Hardware Jobbers, or Write Us Direct.

Supplied in Sets

Write for Catalogue



Teaching American Boys to Buy Good Tools

MANUAL training courses in our schools are teaching boys and young men how to do good work with tools.

These boys, as a result, are coming to appreciate good tools more than ever. They make up a class of tool-buyers that it is distinctly worth while to cultivate.

We are telling these young amateur carpenters and wood-workers about the quality of Disston Saws and Tools.

To do this, we are using the magazines to which they look for information on mechanical subjects—"Popular Mechanics," "Popular

Science Monthly," "Scientific American," and "Industrial Arts." We send the Disston message to more than three-quarters of a million readers of magazines of this kind. The exact number of subscribers is 781,067. These boys constitute by no means a small market for sales of quality saws and tools.

Telling this market the story of Disston Saws and Tools is another instance of our thorough cultivation of all classes of buyers to increase public demand for high-grade saws and tools.

Next month we will tell you how we reach another class of tool-buyers—the "handy man around the house."

Disston Saws and Tools are constantly advertised in magazines and agricultural publications with a total circulation of 8,497,003 copies each issue.

HENRY DISSTON & SONS, Inc.

Keystone Saw, Tool, Steel and File Works

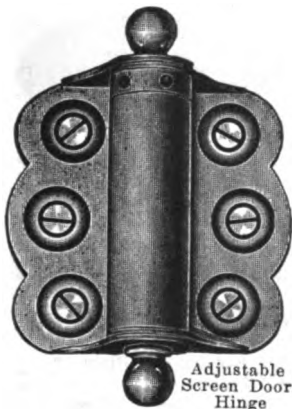
PHILADELPHIA, U. S. A.

DISSTON

SAWS AND TOOLS

SHELBY SCREEN DOOR HARDWARE

WE ALSO MAKE



Adjustable
Screen Door
Hinge

Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash

Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. **Ask for catalog today.**

The SHELBY SPRING HINGE CO.
SHELBY, OHIO, U. S. A.

COAST REPRESENTATIVES

POND HARDWARE CO.,
Los Angeles, Cal.

D. L. HERMAN,
Seattle, Wash.

9902 N. C.

SLAYMAKER R.F.D. PADLOCK



(With chain—No. 9902)

THE ORIGINAL R. F. D. PADLOCK
FIRST MADE BY SLAYMAKER—CARRIED
BY MOST JOBBERS

When you order Mail Box Locks, insist on the genuine 9902 or 9902 N. C.

SLAYMAKER LOCK CO.
Lancaster, Pa.

THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

Bits
Augers



Chisels
Draw Knives



Nail Sets
Gimlets



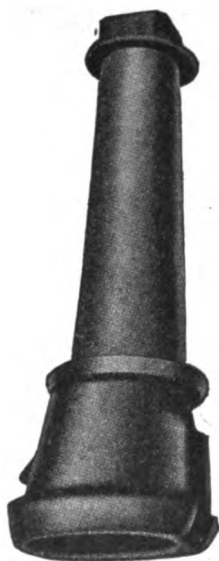
Gouges
Screw Drivers

New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California

Gray Iron Castings



Capacity production enables us to supply the Hardware Trade with a full and complete line of Farm Wagon and D V Skeins, in all sizes.

Can also furnish reach plates, rub irons, brake shoes and other gray cast iron parts.

All orders cared for promptly.

Specifications and quotations on request.

Kentucky Wagon Mfg. Co.
Incorporated
Louisville, Kentucky

There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

Annealed Rivet Burrs **Fellow Plates**
Sheared and Punched Plates

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Coast Representatives,
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.;
Seattle, Wash.; Denver, Colo.

SIMONDS SAWS



A HAND SAW worthy of public appreciation, and sufficiently good to set the standard of quality throughout the world has been the goal which the Simonds Manufacturing Co. strived for. The object has long since been attained and today the world knows that Simonds Saws, which have been made right since 1832, are the best of the good saws. They sell fast and are satisfactory saws, which dealers handle because they mean true value to customer and reasonable profit to dealer. Not only do carpenters demand them, but they are extensively used by the handy man about the house.

Write for catalog and prices.

Simonds Manufacturing Co.

"The Saw Makers"

Portland, Oregon.

Seattle, Wash.

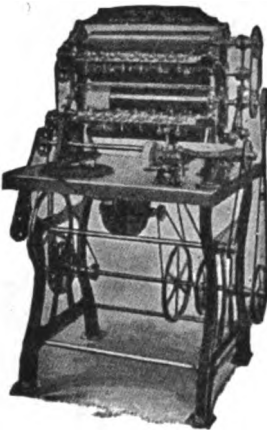
San Francisco, Calif.

Vancouver, B. C.

700% Returns from Philadelphia

The Quaker City may be slow on some things, but they're right there with the "goods" when it comes to making money with the

Hatfield Complete Sharpening Machine



About four years ago a progressive Hardware Store there bought a Hatfield Machine.

Now instead of putting this machine in a dark corner they put it right in their Show Window.

Behold the crowds! They came—they saw—they brought in their dull safety razor blades to be sharpened.

That machine and a little "dodger" which they put in each package that went out of that store was all the advertising they did. Those sharpened blades did the rest.

They told us they cleaned up \$2,250 in one year.

No wonder men kept taking dull blades there. Some machine that Hatfield. Send for details.

HYFIELD MFG. COMPANY
21 WALKER STREET NEW YORK CITY



PYRAMID SALES PYRAMID PROFITS

Pyramid Solvent is a sales builder because

- it cleans firearms without danger of damage.
- it saves elbow grease—reduces use of brass brush.
- it is convenient—sold in 30c, 3-oz. flat can that fits pocket or shooting kit.
- it repeats, because it satisfies.
- we recommend using 3-in-One after Pyramid Solvent—making two sales and two profits grow for you where one grew before.

Pyramid Your Profits. Order from your Jobber today.

THREE-IN-ONE OIL CO.

165 KZG, Broadway, New York

C214B6

THE BRIER HILL STEEL COMPANY

YOUNGSTOWN, OHIO



MANUFACTURERS OF HIGH GRADE



OPEN HEARTH STEEL SHEETS and PLATES

BLUE ANNEALED SHEETS
1/4" to 16 Gauge

**BLACK AND GALVANIZED
SHEETS**
10 to 30 Gauge

CORRUGATED, V-CRIMP
And all kinds of Formed Roofings

SHEARED PLATES

For All Purposes

TANK—MARINE—BOILER

Still Bottom, Fire Box, etc.

7-64" to 2" in thickness
Widths ranging up to 120 inches

DISTRICT OFFICES:

359 Monadnock Bldg., San Francisco.
503 Dooly Bldg., Salt Lake City, Utah.

412 Ry Exch. Bldg., Kansas City, Mo.
204 Gibbs Bldg., San Antonio, Texas.

NEW YORK

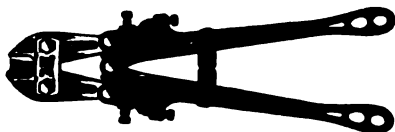
CHICAGO

PHILADELPHIA

CLEVELAND

NEW ORLEANS

PORTER'S New Easy Bolt Clippers



Are you handling the

10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives
will tell you why you should.

Address

Omer Cox Jones & Cox,
Postal Telegraph Bldg., Newhouse Bldg.,
San Francisco, Cal. Salt Lake City, Utah

Sands & Cox, Turnbull & Cox
San Fernando Bldg., Inter State Trust Bldg.,
Los Angeles, Cal. Denver, Colorado

Strimple & Cox, Strimple & Cox
L. C. Smith Bldg., Corbett Bldg.,
Seattle, Wash. Portland, Ore.

H. K. PORTER

Bolt Clipper Specialist
6 ASHLAND STREET, EVERETT, MASS.

The "PONY"

Is the very best Hand Machine that
money can buy, for setting Tubular
or Bifurcated Rivets



IT'S GUARANTEED

SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.

CHICAGO, U. S. A



MANUFACTURERS

WOOD SCREWS

MACHINE SCREWS

CAP SCREWS

SET SCREWS

STOVE BOLTS

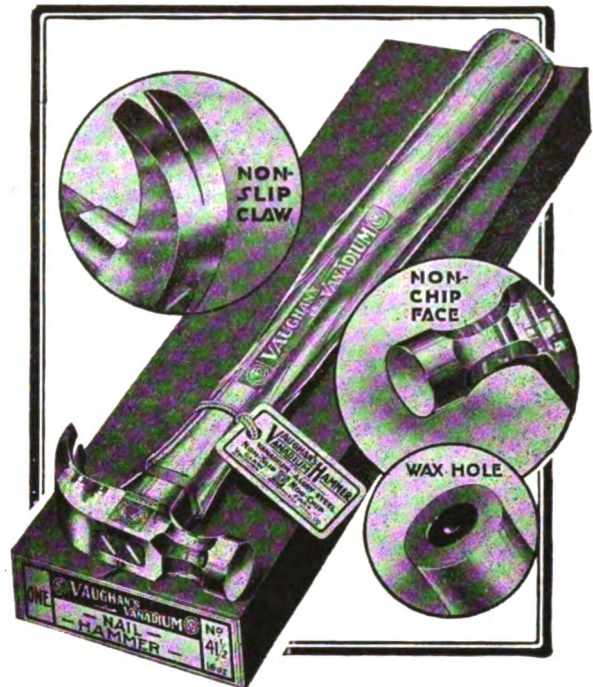
RIVETS

BURRS

NUTS

REED & PRINCE MFG. CO.

WORCESTER, MASS., U. S. A.

Vaughan's Vanadium Nail Hammers

No. 41, 20 oz.; 41½, 16 oz.; 42, 13 oz.; 42½, 10 oz.
VAUGHAN & BUSHNELL MFG. CO., CHICAGO

"LENOX"

HACK SAWS



BAND SAWS



AMERICAN SAW & MANUFACTURING CO.
 SPRINGFIELD, MASSACHUSETTS U. S. A.

**Sold by All
 Leading Jobbing and Supply Houses**

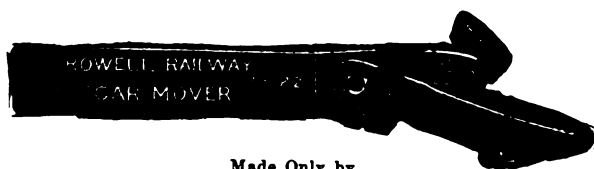
Buy a

SAMSON or ROWELL**Railway Car Mover**

And Have a

LITTLE SWITCH ENGINE

OF

YOUR OWN**PRICE EACH, \$5.00**

Made Only by

G. D. ROWELL & SON, Appleton, Wisconsin

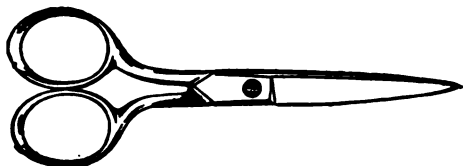
Mayrant Conner, 693 Mission St., San Francisco, Pacific Coast Representative

"ATLAS" Shears and Scissors

SHOULD BE IN THE STOCK OF
EVERY JOBBER IN AMERICA

The wonderful Atlas Brands are the best values in popular priced cutlery. Years of experience, with improved machinery and methods, now enable us to offer the wholesale trade a wonderfully complete and up-to-date line of Shears and Scissors in all styles and sizes.

Our Counter Display Carded Assortments
sell Scissors for dealers very quickly.



Send for No. 18B Catalog.

We are prepared to make prompt shipments.

THE ATLAS SHEAR COMPANY

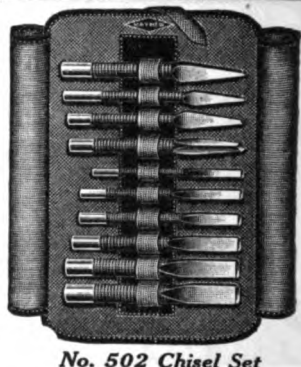
250 North Av., Bridgeport, Conn.

Represented by
JOHN T. BOWNTREE, Inc.
San Francisco, Los Angeles, Seattle, Salt Lake City and
Denver.

A Dependable Line of CHISELS

Ten Mayhew-made
chisels in a compact
brown duck roll.

Chisel set No. 502 is
a carefully selected as-
sortment of real Mayhew
quality. Hand-forged,
electrically-tempered
tools for Superior Service.
Patented knurled han-
dles that give a sure, firm
grip. Fully warranted.



No. 502 Chisel Set



"Every Blow of the Hammer
Refines the Steel"

MAYHEW made TOOLS ARE RIGHT

Mayhew Products are dependable—both for the man
who sells them and the man who uses them. Put them
out where they can be seen and examined. Let them
sell themselves.

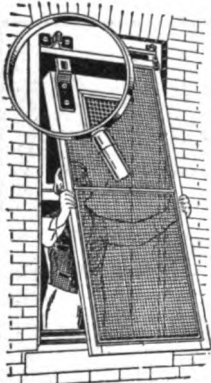
Mayhew Steel Products, Inc.
291 Broadway, New York

508 Mission Street
San Francisco, Cal.

180 N. Market Street
Chicago, Ill.

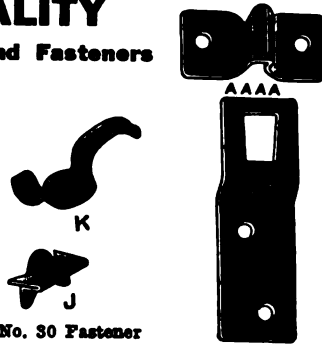
Give Them PHENIX QUALITY

In Screen and Storm Sash Hangers and Fasteners



Phenix Storm Sash
Hangers and Fasten-
ers are simplest, han-
diest, easiest applied,
most efficient—that's
why they sell best.
New improvements
put them in a class
of their own. Write
today for Catalog
showing full Phenix
line. Samples free.

Sold by all leading
jobbers of the North-
west



No. 30 Fastener

No. 114 Hanger

PHENIX MFG. CO., 038 Centor St., Milwaukee, Wis.

Superior Casement Adjuster

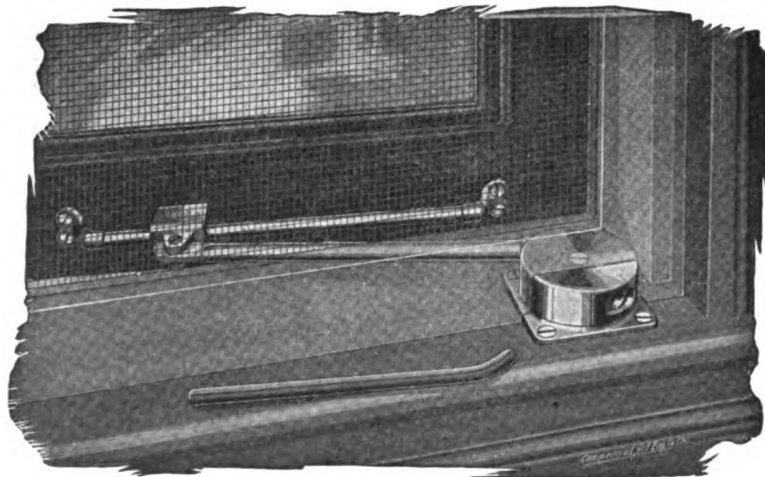
For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most
convenient to operate because all that is re-
quired to unlock and move the window is to
simply move the handle; when you let go the
handle the window is locked automatically.

Superior Casement Adjuster is the strong-
est because it locks on the rod fastened to
the window and thus combines the strength
of the two rods.

Superior Casement Adjuster holds the win-
dow firmly at any angle and does not allow
the window to rattle.

SUPERIOR SPRING HINGE CO.
136 W. Lake Street, Chicago



Handle Detached. Cut shows Right Hand Casement Adjuster

McCAFFREY
FILE CO.
Philadelphia



"Highest Award (Medal of Honor) for FILES and R A S P S, Panama-Pacific International Exposition, San Francisco."

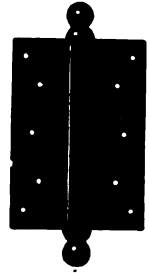
Established 1863

ONLY BOMMER

DOUBLE ACTING SPRING BUTT HINGES



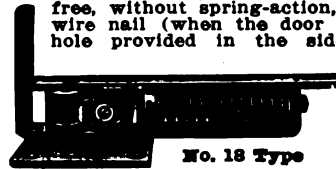
have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.



Bommer Floor Surface Spring Hinge

Has Release and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

BOMMER SPRING HINGE COMPANY, Mfrs. - Brooklyn, N. Y.

THEY DON'T SCRATCH—THEY CUT



STERLING HACK SAW BLADES

Manufactured by **DIAMOND SAW & STAMPING WORKS, Buffalo, New York**
CALDWELL SALES CO., Pacific Coast Representatives, Seattle—San Francisco—Los Angeles

GILSON GARDEN TOOLS

GILSON WEEDER—LIBERTY CULTIVATOR

The Gilson Line offers a profit-making opportunity to the dealer and jobber who appreciate modern garden tools of unquestioned quality—tools that have made good—including Hand and Wheel Cultivators, Weeders, Lawn Edge Trimmers, Dandelion Diggers, etc.

Write for Samples and Booklet.

J. E. GILSON CO., Port Washington, Wisconsin

JOHN KEGLEY,
Western Representative,
Lankershim, Cal.

THOS. M. GARDINER,
Oregon and Washington
Representative, P. O. Box
299, San Francisco.



SAGER CHEMICAL PROCESS AXES

AND

BULL DOG LOGGING TOOLS

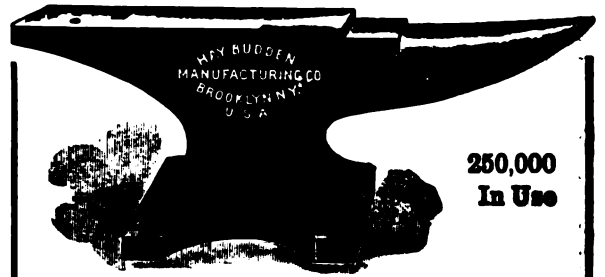
Recognized all over the
United States as the
BEST money and skill
can produce

WRITE FOR CATALOGUE



WARREN AXE & TOOL CO., WARREN, PA. U. S. A.
DAILY CAPACITY 3500 AXES AND LOGGING TOOLS

HAY-BUDDEN Sold Forged ANVILS



250,000
In Use

Entire top being in one piece of high-grade forged steel, makes a loose face impossible.

For over a quarter of a century, the name of "Hay-Budden" in connection with anvils has stood for perfection. The first Wrought Anvil Makers in America. Anvils made from the best American wrought iron and steel and sold by all the leading hardware jobbers.

WESTERN SALES REPRESENTATIVES

Omer Cox, Postal Telegraph Bldg., San Francisco, Cal.
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Jones & Cox, Newhouse Building, Salt Lake City, Utah
Turnbull & Cox, Inter State Trust Building, Denver, Col.

RHODES

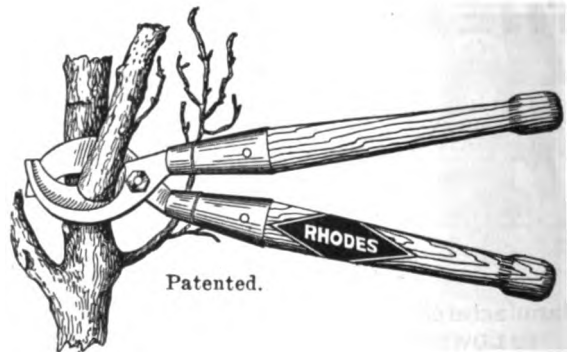
Double Cut Pruning Shears IN USE THROUGHOUT THE WORLD

The finest cutting and best made pruner on the market and the only one that cuts from both sides of the limb and does not bruise the bark. Made in all styles and sizes.

They are advertised in all the leading journals throughout the country and will prove a profitable line for you to handle. All goods delivered. Send for circular and trade discounts.

RHODES MFG. CO.

515 S. DIVISION AV., GRAND RAPIDS, MICH.



Patented.

HARDWARE AGENTS WANTED



We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus.
O. J. CHILDS CO., Utica, N. Y.

THE BRAINERD LINE

MOST COMPLETE LINE OF CABINET
HARDWARE ON THE MARKET

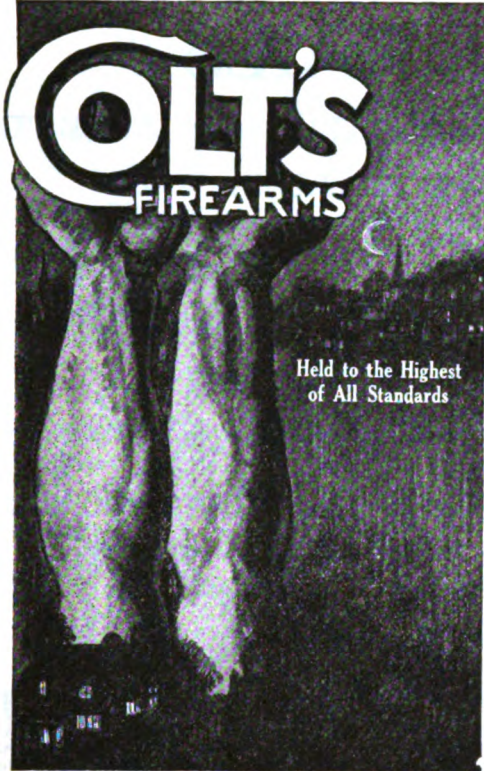


No. 699

No. 698

No. 1170

THE BRAINERD MFG. CO., East Rochester, N. Y., U. S. A.



"Proven Best by Any Test"

Best? Yes—!

For dependability, for safety, and for accuracy, there's nothing like a COLT.

First in war—as shown by the United States Government in adopting in 1911 as the regulation side-arm of the Army, Navy and Marine Corps the caliber .45 Colt Automatic Pistol.

First in peace—when highest honors were taken with caliber .45 Colt Automatic Pistols in open competition with the finest arms any expert chose to use at the National Shoot, including a new world's record made by A. P. Lane.

Sell 'em the best—a Colt



"The Gun that Stopped the Hun Over There"

COLT'S PATENT FIRE ARMS MFG. CO.
Hartford, Conn.

Manufacturers of

Colt's Revolvers

Colt's (Browning) Automatic

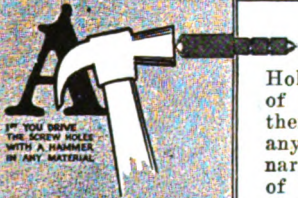
Machine Guns

Colt's Automatic Pistols

Colt's (Browning) Automatic

Machine Rifles.

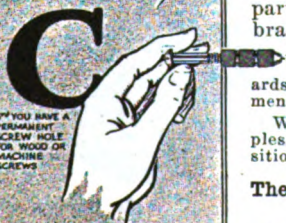
It's Easy as



A
IF YOU DRIVE THE SCREW HOLE WITH A HAMMER IN ANY MATERIAL



B
2nd METAL HEAD IS REMOVED



C
3rd YOU HAVE A PERMANENT SCREW HOLE FOR WOOD OR METAL. NO SCREWS

JUST look how easy it is to use Stine Screw Holes! And there is no end of places where **you** need them. They readily go into any material where an ordinary screw will go, but think of the places **you** can use them where it would be impossible to drive a screw.

Stine Screw Holes can be moulded into rubber, fastened into metal, fibre, concrete, marble or glass without plugs. They hold with an everlasting grip—cannot pull out and will not wear out. Made in all standard screw sizes. Will hold parts permanently against vibration and other severe strains. Successfully tested by the Bureau of Standards. Used in various departments of the U. S. Government.

Write for suggestions and samples. **DEALERS!** Get our proposition!

The STINE SCREW HOLES COMPANY,

145 Main St., Waterbury, Conn.

HOPPE'S NITRO POWDER SOLVENT No. 9



For Cleaning High Power Rifles, Shot Guns and Fire Arms of all kinds. It will remove and prevent Rust in any climate. It will neutralize acid residue of smokeless powder and prevent corroding. Used by Army and Navy riflemen. Sold by Hardware and Sporting Goods Dealers.

FRANK A. HOPPE

2314 No. 8th St.

Philadelphia, Pa.

"PITTSBURGH PERFECT"

WIRE NAILS ALL KINDS

BARBED WIRE

BALING WIRE

BALE TIES

"Pittsburgh Perfect" Electrically Welded
and

"Columbia" Hinge Joint

WIRE FENCING

AT RIGHT PRICES TO YOU

Carload shipments from Pittsburgh mills to all points on the Pacific Coast

MANUFACTURED BY

PITTSBURGH STEEL CO., SAN FRANCISCO, CAL.

A. C. EULOFSON CO., Sales Managers, 359-363 Monadnock Building

BRANCH OFFICES: 2113 L. C. Smith Bldg., Seattle, Wash.
1446 Malvern Ave., Los Angeles, Cal.

Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing:

Dunham, Carrigan & Hayden Co.,
San Francisco, Cal.
Northern California and Nevada.Whiton Hardware Company,
Seattle, Wash.
Washington and Eastern Oregon.

COBBLER SETS

**LEADER**
The Right Kind for You to
Handle

STAR HEEL PLATES

**FAST SELLERS**
MADE IN 7 SIZES

SHOE STANDS & LASTS

**OUR
PRICES
ARE
RIGHT,
TOO**

WRITE FOR CATALOG NO. 15

STAR HEEL PLATE CO. (Louis Sacks, Inc.), 357 Wilson Ave., Newark, N. J.

Pacific Coast Representatives—J. J. Wirtner, W. F. Building, Room 605, 2d and Mission Streets, San Francisco, Cal. Utah and Idaho—E. C. Coffin & Co., 503 Dooley Building, Salt Lake City, Utah.

WAGNER Door Hangers and Tracks



Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade.

Write for catalog showing entire line.

Roller Bearings

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa.

How 10¢ Saves \$10.00

Half Million Mendets Sold Every Week



HERE'S the most interesting little, big profit producer ever announced in this publication. It is Mendets, a patented patch for graniteware, aluminum, copper, tin, and iron cooking utensils and washboilers, etc. It mends hot-water bags and all rubber goods.

Mendets go on with a twist, require no heat, solder, cement, or rivet. They fit any angle, stand any heat, and stay watertight.

Stores all over the country and in foreign countries are selling over half a million Mendets every week, and each sale nets the retailer a satisfactory profit.

Mendets retail at 10c and 25c the package

Your jobber can supply you with Mendets in the Silent Salesman Counter Carton at an attractive price. Ask him, or write us for the name of a nearby jobber selling Mendets.

Order them by name—Mendets

COLLETTE MANUFACTURING CO., Amsterdam, N. Y.



Built for Service

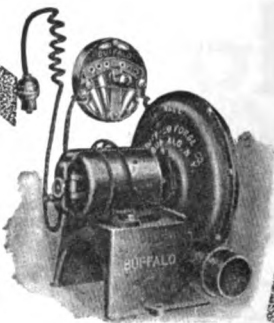
Blacksmiths and garagemen are determined to have the best that may be had in tools—their work today demands it.

Buffalo Forges, Drills, Blowers, Punches and Shears are backed by the critical test of over forty years. Each machine is designed to meet specific requirements. Dealers find the Buffalo line profitable sellers.

Write Dept. 37 for Complete Catalog

BUFFALO FORGE COMPANY
BUFFALO, NEW YORK

“Buffalo”



“STAR” Expansion Bolts

ALL THE NAME IMPLIES

Also: Sebco Screw Anchors
Sebco Toggle Bolts
Sebco Concrete Inserts
Sebco Star Drills
Sebco Cold Chisels
Sebco Cable Clamps

STAR EXPANSION BOLT CO.

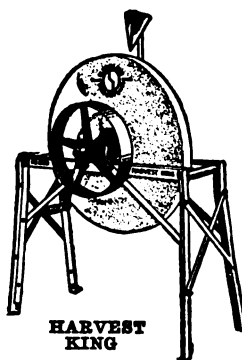
Trade “SEBCO” Mark

STOCKS AT

147 Cedar Street
New York

120 West Lake Street
Chicago

CLEVELAND GRINDSTONES MEET YOUR NEEDS



HARVEST
KING



**THE CLEVELAND
STONE COMPANY**

Union Bldg. Cleveland, Ohio

BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS,
122-124 N. Curtis St., Chicago, Illinois



The Auto-Wheel Coaster Arouses Nation Wide Interest



From a Mail Inquiry to 20 Auto-Wheel Sales for the Local Dealer

A year ago a boy in a small town saw our advertising in boys' magazines and sent us the names of three local dealers, requesting information about the

Auto-Wheel Coaster and Auto-Wheel Roadster

We sent the boy our Auto-Wheel Booklet and wrote the dealer of his interest.

The dealer made the sale—and we followed it up, urging the boy to organize an Auto-Wheel Club. He did so—and this dealer sold 20 Auto-Wheels within the course of two months through the members of this club.

The story is typical of many similar cases. —And the increasing advertising which we are doing this year will multiply these cases many times.

A recent contest brought 8000 inquiries from boys in every section of the country.

Right in your town are boys who are interested in an Auto-Wheel—and all you need to do is to show the product.

Write for our Catalog and plan of assisting dealers. You'll find it interesting.



THE BUFFALO SLED CO.

Department A N. Tonawanda, N. Y.

Factories: N. Tonawanda, N. Y.

In Canada, Preston, Ont.

New York Office, 108 Chambers St.

Seattle Office, 214 Maritime Bldg.



In Plain Unvarnished Language

coaster brakes that continually go bad, that are built for quick immediate profit, are not to be mentioned in the same breath with the

CORBIN DUPLEX COASTER BRAKE

For the Corbin is built to outlast the bicycle itself. It is sold at a price that warrants a reasonable profit to the dealer. It is in big demand and its sales are steady.

Add to these facts the further fact that the Corbin is the **only two-speed** brake on the market, and you have concrete reasons why it should be given your unhesitating preference.

Go a little farther—add a stock of Corbin-Brown Automobile, Motorcycle, and Motor Truck Speedometers, and enjoy a business on these products that keeps the cash register tingling to the tune of profits.

Write today for full particulars and descriptive Corbin Coaster Brake and Speedometer literature.

Makers also of Automatic Screw Machine Products, Wood Screws, Machine Screws, Cap and Set Screws, etc.

CORBIN SCREW CORPORATION

American Hardware Corporation, Successor,
NEW BRITAIN, CONN.

Branches: New York Chicago Philadelphia

MYERS HONOR BILT HAND and POWER Spray Pumps



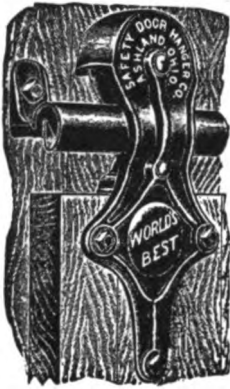
"Coming Events Cast Their Shadows Before Them"

Spraying time is approaching. Activities in this direction are already apparent, and if the early sale of MYERS SPRAY PUMPS and SPRAYING ACCESSORIES can be used as a forecast for what is to come, spraying will be indulged in in a larger measure during the coming months than ever before.

Fruit and vegetables are high—it pays big to spray. Are you prepared to meet the demands of your trade with a reliable line of Spray Goods like the MYERS? If not, better write us today, placing your order for such MYERS SPRAY PUMPS, NOZZLES and ACCESSORIES, as you will be called upon to furnish. Don't delay—anticipate.

F. E. MYERS & BRO. - Ashland, Ohio
ASHLAND PUMP AND HAY TOOL WORKS





**YOU ARE RIGHT IN
RECOMMENDING
"WORLD'S BEST"
IN NAME AND FACT**

World's Best Tubular Track Barn, Factory and Warehouse Door Hanger

EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the Easiest Running Hanger on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you we will.

THE TOPPING MFG. CO.

For 18 Years Safety Door Hanger Co.

ASHLAND, OHIO, U. S. A.



Sell the Car Mover That Moves

—that Moves the Cars Easily.

—that Moves off Your Hands Quickly.

NEW BADGER SLIP-PROOF SAFETY SPURS CAR MOVER

sells on sight—we allow you to sell it on a no-money-in-advance, try-out basis that breeds confidence, gets the order and rarely comes back.

ASK ABOUT OUR SELLING PLAN.

—It's framed to sell the Goods for you—to keep you selling more.

Something you want Write Today

**ADVANCE CAR
MOVER CO.**
Appleton, Wis.

Pacific Coast
Representative
M. G. HAINES
950 Mission St
San Francisco



P
O
P
U
P
L
A
W
N
S
P
R
I
N
K
L
E
R

P
O
P
U
P
L
A
W
N
S
P
R
I
N
K
L
E
R

Pop Up—Automatic Lawn Sprinkler In Operation On the Grounds of the

UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Made for half-inch connections. Has 25'-0" distribution with 75 pounds pressure. Made of non-corrosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by

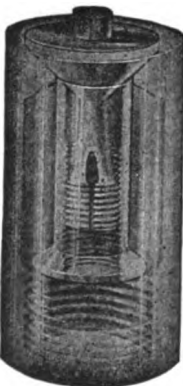
W. D. ALLEN MFG. CO., Chicago, Ill.

PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

or

AUTOMATIC LAWN SPRINKLER CO.

209 Scott Bldg., Salt Lake City, Utah



Closed



Open

Most Brilliant Light in the World



More than 15,000 Dealers are selling Coleman Quick-Lite Lamps and Lanterns—the most improved match-lighting, gas generating portable lights on the market. Just use a match to light as with ordinary oil lamps.

More Light Than 20 Oil Lamps

Gives a brilliant, steady, white light of 800 candle power, brighter than the brightest electric light, safer than the safest oil lamp—cheaper than candles.

The **Coleman**

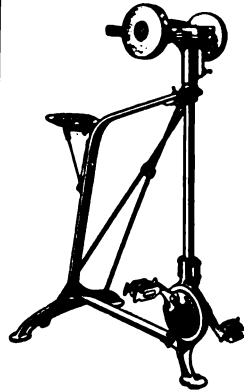
Quick-Lite

Fastest selling gasoline lamps and lanterns on market. Make and burn own gas from common gasoline. No wick to trim—no globe to wash. No dirt, grease, smoke nor soot. Absolutely safe. Order from jobber or write for catalog 36, addressing nearest office.

THE COLEMAN LAMP COMPANY

Largest Manufacturers of Portable Lamps in the World
WICHITA ST. PAUL TOLEDO DALLAS
LOS ANGELES CHICAGO

The Fastest Tool Sharpeners Made



The Hummer Grinder

pedals like a bicycle—worm gear drive—all-metal construction—dust-proof ball bearings. Head swivels, making the most awkward tool easy to sharpen. Two Dime-Grit wheels. Every farmer needs a "Hummer."

Twenty-five times as fast as a grindstone without drawing the temper from the tool—that's the big reason why Luther Tool Sharpeners are so popular with all who use cutting tools.

The wonderful Dime-Grit wheels, found exclusively on

Luther
GRINDERS

are the fastest grinding wheels known. They cut the steel instead of wearing it, as grindstones and emery wheels do. No pressure required—no water or oil to cool the tool.

Best Made Grinders

Ask for catalog describing these quick-selling hand-power grinders. Their worm gears, tilting frames and ball bearings make them the ideal tool sharpeners. Especially good for wood-working tools.

Write for catalog and information concerning the complete line of Luther farm repair tools.

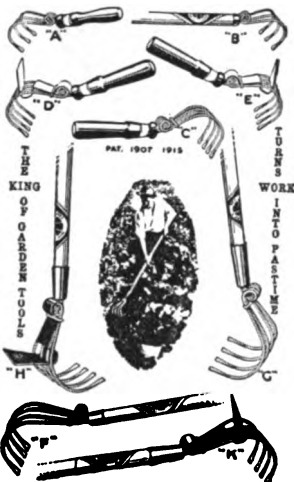
LUTHER GRINDER MFG. CO.

MILWAUKEE, WIS., U. S. A.

The Largest Makers of Farm Repair Tools in the World

REICHARD'S Combination Spring-Tooth Magic Weeder Hoes

SAVE TIME AND STRENGTH



Strong in construction, light in weight. Quick sales.

Styles and sizes for every requirement.

There is satisfaction and profit in handling the acknowledged "King of Garden Tools."

Send for Booklet and Prices.

Manufactured by
THE F. C. REICHARD MFG. CO.
Bangor, Pa., U. S. A.

More Than a Million in Use The Demand Still Growing

NORCROSS

Hand Cultivators

are favorite tools.

In the three sizes—they fill practically every need in cultivating and weeding.

There is a Distinctiveness of Quality—Class—and Finish in a Norcross Tool, that stands out boldly and pulls easy sales. Well made—Durable—Handsome in appearance—they sell readily—at a good profit—and you can confidently recommend them.



ASK YOUR JOBBER ABOUT THIS PROFITABLE LINE

C. S. NORCROSS & SONS, Mfr's.

BUSHNELL, ILL., U. S. A.

FREE

Send for our new 1920 sales boosters. They identify you with our big advertising campaign in the national magazines. They're FREE!

In your request give name of "PENNSYLVANIA" Quality Brand of Mowers you carry, and your name and address for imprinting.

PENNSYLVANIA LAWN MOWER WORKS

Incorporated

JOHN BRAUN & SONS

Founded 1877

PHILADELPHIA



Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

Sash Cord

Clothes Lines

Solid Braided Rope

Shade Cord

Masons' Lines

Chalk Lines

Send for catalogue and samples.

SAMSON CORDAGE WORKS, Boston, Mass.

OHLEN - BISHOP

**CIRCULAR
CROSSCUT
BAND**

SAWS

**HAND
COMPASS
BUTCHER**

TOOLS AND TROWELS

—Made by—

THE OHLEN-BISHOP CO.

The Master Saw Makers

Lawrenceburg, Ind. Columbus, Ohio, U. S. A.

Western Trade Supplied Thru Branches at
San Francisco, Cal. Portland, Ore.

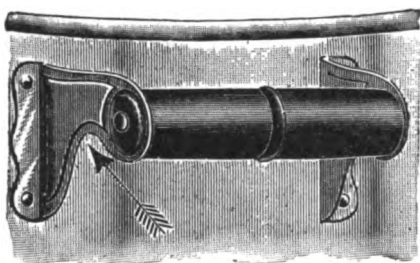
The Only Wrought Iron Anvil Manufactured in the United States



The body is made of wrought iron, the face of highest grade crucible cast steel.

The COLUMBUS ANVIL & FORGING CO.
Columbus, Ohio

Keystone Boiler Handles



No. 1, Regular size for oval boilers.

No. 2, Regular size for square boilers.

No. 40, A new style made to hook over the edge of sinks, etc.

The illustration represents the No. 40 handle. The sides are heavy stamped steel, nicely trimmed.

Send for samples.

BERGER BROS. CO.

Office—229-231 Arch Street

Store—237 Arch Street

Warerooms and Factory, 100 to 114 Broad Street

PHILADELPHIA

ATLAS

**10 Cent
Fly Swatter**

This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best every sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

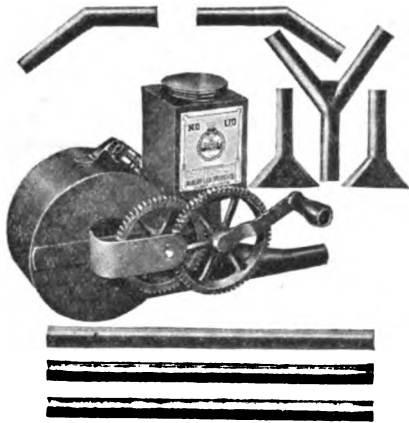
Atlas Mfg. Co.

NEW HAVEN, CONN.

HUGHSON & MERTON
Pacific Coast Agents
San Francisco, Los Angeles



The UTILITY DUSTER



No. 170

CONSTRUCTION OF HEAVY TIN, ENAMELED RED, WEIGHT 6 POUNDS

Handles in dry form: Arsenate of Lead, Arsenate of Calcium, Paris Green or any combination. Gear-driven fan, $3\frac{1}{2} \times 6\frac{1}{2}$ " in size. Positive feed Popular with the Cotton Grower.

Manufactured by

ALBERT LEA SPRAYER CO.

Albert Lea, Minn.

Rogers Wire Works, Inc.

MANUFACTURERS

ROGERS BRAND

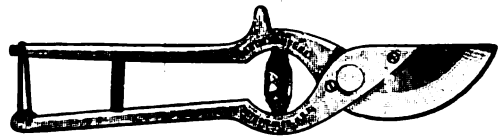
WINDOW SCREEN WIRE CLOTH
BLACK, GALVANIZED AND COPPER

Main Office and Works, Belleville, N. J.

SALES AGENTS:

Caldwell Sales Co. 320 Market St., San Francisco, Cal.
E. G. Grant Co. 7902 Sycamore St., New Orleans, La.
Clifford H. Adams 18 Drayton St., Savannah, Ga.
B. H. Vogel Orlando, Fla.

No. 999 SECATEUR



This hand pruner is modeled after a French tool. The handles are drop forged from open hearth steel and the blade stamped from crucible tool steel.

Its worth and quality are guaranteed to give satisfaction to both user and dealer.

BARTLETT MANUFACTURING CO.

36 E. Lafayette Ave., Detroit, Michigan

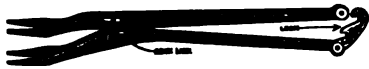
San Francisco Office: A. RANNIE, Agt., 693 Mission St.

The Bridgeport Hardware Mfg. Corp.

BRIDGEPORT, CONN.

Forged Steel Automobile Tools

VALVE LIFTERS Natural Forge Finish



No. 1—Fav-Oh-Rite, 12 inch. List, dozen \$24.00

TIRE TOOL Bright Finish



No. 250—Thor, $\frac{3}{4} \times \frac{1}{2} \times 16$. List, dozen \$4.00

COMBINATION SIDE CUT PLIER
Hardened and Tempered Jaws



	6-in.	7-in.	8-in.
No. 118 Black, List, doz.	\$14.50	\$12.00	\$18.60
No. 632 Pol'd, List, doz.	18.00	19.80	21.00

BIG BULLY DRIVER Blade through the handle.



No. 300 Oct'g Blade 7-16x8. List, dozen \$9.00
Order Through Your Jobber

C. W. Gause Co., Agts. J. C. McCarty & Co., Agts.
San Francisco, Cal. New York City

Goods Made by  are Made to Please

You Sell Them on Sight

because your customers will appreciate these good points in the

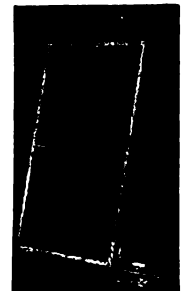
Kees Screen Hangers



No extra cost—screws furnished.
No fumbling—patented guide-flange prevents that.
No rust—Japanned pressed steel.
No makeshift—holds rigidly secure.
Not expensive—cost no more than others.

SUPERIOR IN EVERY DETAIL

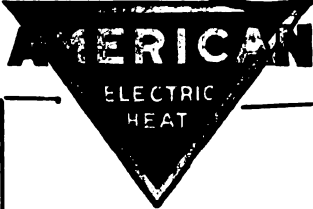
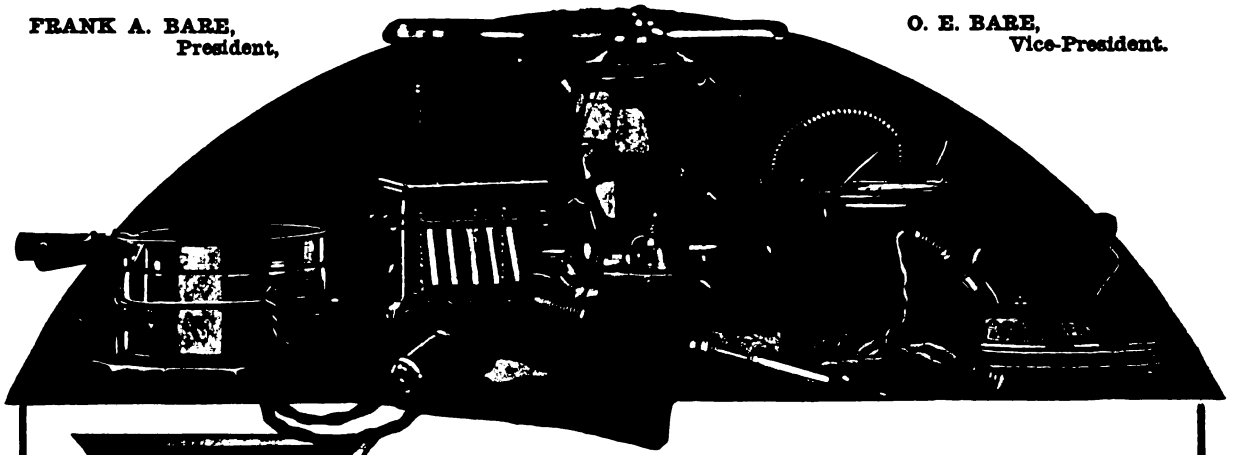
to the ordinary kind and Mr. Buyer can see it with the use of our display set. Stock them today and watch the profits grow with each satisfied customer. Sold by most Hardware Jobbers, or write for Free Samples and Prices to Department 50.



F.D. Kees Mfg. Co. Beatrice, Nebr.

FRANK A. BARE,
President,

O. E. BARE,
Vice-President.



"American Beauty"
Electric

Irons
Grills
Toasters
Toaster Stoves
Percolators
Chafing Dishes
Water Heaters
Baby Food
Warmers
Disc Stoves
Warming Pads
Radiant Heaters
Air Heaters
Luminous
Radiators
Cigar Lighters
Curling Iron
Heaters
Pressing Irons
Laboratory
Plates
Glue Pots
Soldering Irons

1648 to 1654
Arapahoe Street,
DENVER,
COLORADO.

OUR aim is to handle only such lines
as bear the stamp of superiority.
Superiority in service, in design, in
material, in finish, in workmanship and in
business getting and retaining qualities.

We find in the

"American Beauty"
Line
of
Electric Heating
Devices

the embodiment of all these and offer them
with the assurance that there is nothing
better to be had.

Liberal dealer helps, such as window dis-
plays, signs, cards and envelope stuffers
furnished.

Write about them today.

The Tritch Hardware Company
Jobbers in Hardware and Sporting Goods

TIME TO ORDER FREEZERS

All of the three, **LIGHTNING**, **GEM** or **BLIZZARD**, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.



The **Blizzard**, being simpler in construction and cheaper in price, makes it a good running mate with either the **Lightning** or **Gem**. They sell themselves and stay sold! No comebacks or complaints. This means easy, net profits for you.

YOUR JOBBER CAN SUPPLY

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

Nationally Known—Widely Acclaimed —they sell with scarcely an effort

And no wonder! For almost every housewife in the country—and every farmer too—knows the enviable reputation borne by

“ENTERPRISE” Meat-and-Food Choppers

The keen, steel knife and perforated steel plate—the cutting mechanism that has made the “ENTERPRISE” famous—are by-words, wherever culinary skill is known.

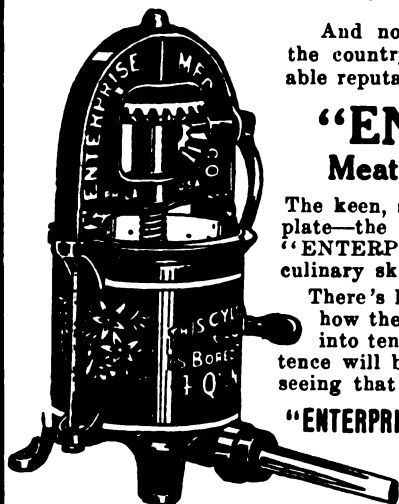
There's little need to go into the details—to tell how the toughest, most stringy meat, is chopped into tender juicy morsels. Almost your first sentence will be greeted with, “Oh, yes! I remember seeing that fact advertised.”

“ENTERPRISE” Sausage Stuffer, Lard and Fruit Press

is equally popular among farmers who do their own slaughtering, and who take pride in making superior sausage and lard.

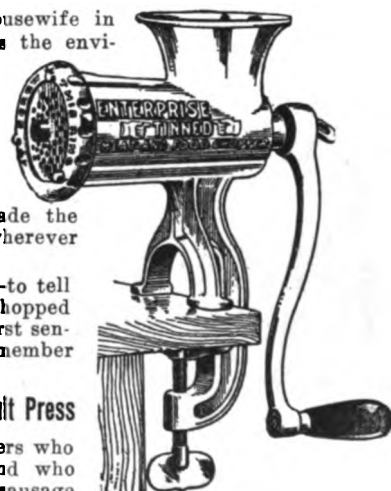
Write for “ENTERPRISE” literature that covers fully, the whole “ENTERPRISE” Line

THE ENTERPRISE MFG. CO. OF PA.
Philadelphia, U. S. A.



“ENTERPRISE”
Sausage Stuffer, Lard and
Fruit Press.
Made in 2- to 8-Qt. Sizes.
4-Qt. Size, Japanned, \$14.00

SAN FRANCISCO
77 O'Farrell St.



“ENTERPRISE”
Meat-and-Food Chopper
Family Size \$4.00
Larger Sizes \$5.75 up

NEW YORK
29 Murray Street

DO NOT DELAY

Placing Orders for **SPRING** and **SUMMER** Requirements

for if you do, you will be disappointed and lose many opportunities for **PROFIT MAKING**

We can give you **SERVICE** on Every Item in the **Hardware Line**

Our Stock of **Automotive Equipment** comprises everything used in the Up-to-Date Accessory Department or in the Garage

All of Our Merchandise is Dependable Quality and Priced Right

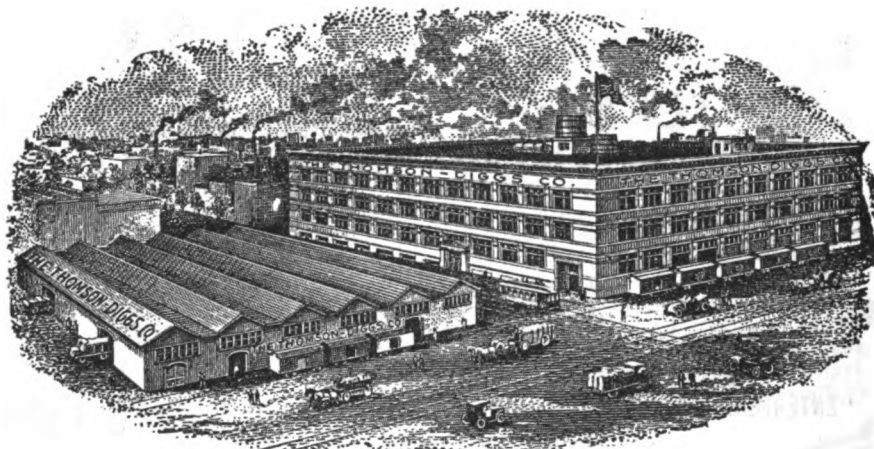
**SALT LAKE CITY,
UTAH**

**The Salt Lake
Hardware Co.**

**POCATELLO,
IDAHO**

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL

Thermoid

Crolide Tires and Tubes

GUARANTEED

In Writing

7500 Miles - Small Sizes

6000 Miles - Large Sizes

Announcement

TO AUTOMOBILE AND TIRE DEALERS—
LIKEWISE THE GENERAL TRADE:

The Thermoid Rubber Co. requires no introduction, its past and present reputation having been for 40 years a national symbol of business integrity and ADEQUATE FINANCIAL resources.

The company advertises very extensively and its name and products are well known by motorists throughout the entire country. Their factories are fitted with the most modern machinery and equipment and a highly paid, scientifically trained organization of picked workmen.

We are assured and we confidently extend this assurance to the many friends of this company that "Thermoid" is a LONG WEARING QUALITY TIRE—ENTIRELY HAND MADE and EXACTLY SUITED to CALIFORNIA TERRITORY CONDITIONS.

The "SELLING PROPOSITION" will guarantee—complete stocks and delivery—distributing rights—and a satisfactory profit.

ASK OUR SALESMEN, or WRITE US.

Dunham, Carrigan & Hayden Co.

EXCLUSIVE WHOLESALE DISTRIBUTOR FOR NORTHERN CALIFORNIA, CENTRAL CALIFORNIA, WESTERN NEVADA

SAN FRANCISCO, CALIFORNIA, U. S. A.





WASHING MACHINES

ELECTRIC, WATER and HAND POWER

Write for Catalogue and Prices

MANGRUM & OTTER, Inc.
SAN FRANCISCO

DEALERS IN HOUSEHOLD GOODS

H. ROTH & SONS CO.

Specialty Hardware Jobbers

942-944-946 MISSION STREET : SAN FRANCISCO, CAL.

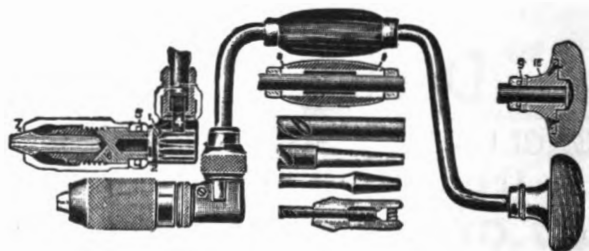
Vaughan's Vanadium Hammer



We Carry a Complete Stock of
Vaughan & Bushnell Mfg. Co.
Fine Tools

V. & B. Ratchet Braces

We Carry Factory Brands Only—
under factory labels and
numbers



WHEN is a PUMP not a PUMP?

WE DON'T KNOW—WE HAVE NONE SUCH

Modern Pumps for the home, farm, factory, or wherever power water conveniences are desired.

We are the acknowledged headquarters for pumping requirements west of the Rockies and our sales volume last year substantiates this condition.

Here is one of our "WINNERS"—a truly modern, efficient and economical pump.

Myers Self-Oiling Bulldozer Power Pump

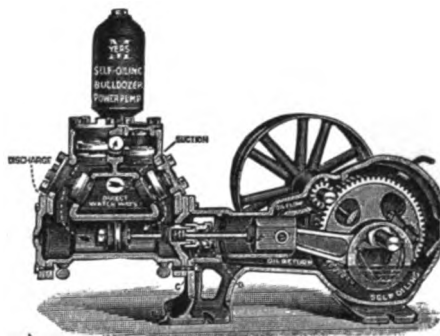


Fig. 1866

Sectional view showing all parts, including Oiling System, Large Valves and Direct Water-Way.

A single cylinder, double-acting power pump for general service on Farms, Plantations, Country Estates, in Apartment Houses, Hotels, Mills, Factories, Railways, Tanks, Stations, or wherever from 500 to 4500 gallons of water per hour are required against 100 lbs. pressure or 225 ft. elevation. This design has been brought out to meet the general needs of the trade for an efficient, durable pump of modern construction at a moderate price.

LARGE STOCK OF EVERYTHING in the pump line from the small spray and hand pitcher pumps to the deep well pumps and power pumps. Also complete stock of Extras for Immediate Delivery.

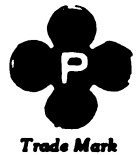
SERVICE

Special pump catalogs and special advice willingly supplied upon request.

Cordially yours,

Baker, Hamilton & Pacific Company
Seventh, Townsend and King Streets, **SAN FRANCISCO**

A Good Rope— Oceanic Manila



MOST so-called Hardware grades of Manila Rope omit the word "Manila," manufacturers well knowing that this particular grade is composed largely of colored Sisal fiber. The appellation of "Hardware Rope" has been misused and abused. It is unfair to a fraternity having a higher sense of quality in rope than any other class because larger distributors.

OCEANIC MANILA is 100% Abaca Fiber. A good rope, well made and quoted at as low a price as any Pure Manila Rope can be consistently offered. Has no equal in anything in a second grade on the market and a trial will be convincing. It is a departure in rope manufacture that will be appreciated by dealers and consumers where a less expensive Pure Manila Rope is wanted.



MANUFACTURED BY

The Portland Cordage Company
Portland, Oregon Seattle, Washington

GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY



INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.
539 Mission Street Nos. 61, 63, 65, 67 Fourth St. & Pine St.
SAN FRANCISCO, CAL. PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

Peters Cartridges

THE announcement by the United States Revolver Association of the winners of the Outdoor Pistol and Revolver Championships, again points to the leadership of Peters' Cartridges.

The World's Record, by Dr. Snook, a record by a wide margin, and the excellent scores made by T. K. Lee are added to the evidence of former years and demonstrate the genuine quality of Peters Semi-Smokeless Cartridges, which have for years been used by many winners of the U. S. R. A. and N. R. A. matches.

Users of the **(P)** Brand Won Three Out of Four of the 1919 Outdoor Championships of the United States Revolver Association.

Match "A" (Revolver Championship of America), T. K. Lee, Birmingham, Ala., 463x500.

Match "B" (Pistol Championship of America), T. K. Lee, Birmingham, Ala., 472x500.

Match "C" (Individual Military Championship of America), Dr. J. H. Snook, Columbus, Ohio, 651x750. World's Record.

THE PETERS CARTRIDGE COMPANY - - Cincinnati, Ohio

BRANCHES: NEW YORK—SAN FRANCISCO

PACIFIC COAST BRANCH—585-87 HOWARD STREET, SAN FRANCISCO

MARSHALL WELLS COMPANY, Portland-Spokane-Duluth-Winnipeg-Edmonton
HIBBARD, SPENCER, BARTLETT & CO., Chicago, Ill. SLOSS & BRITAIN, Inc., San Francisco



DOUBLE THAT ORDER ON

AVIS SANITARY FLY TRAPS

If you would supply the increased demands of your customers later in the season.

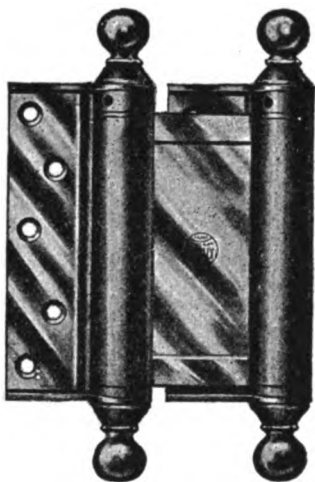
Knowledge inspires confidence. That is why every year doubles and trebles the fly trap sales of certain jobbers. Investigation into the merits of this trap has satisfied them of its unusual efficiency.

SCIENTIFICALLY DESIGNED TO CONFORM TO THE HABITS OF THE FLY

AVIS HARDWARE CO.
POMONA, CALIF.

TRADE
CHICAGO
MARK
SPRING HINGES

Here is the "Triplex"—
a hinge in great demand.
Note its graceful lines and
handsome appearance.



You can safely stake your
reputation on its *quality* and
performance. It swings doors
faultlessly. Thousands in use.

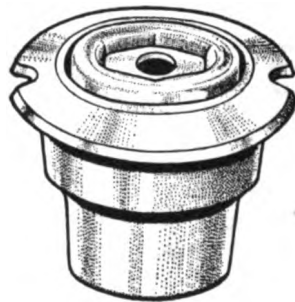
Sell a product that brings sat-
isfaction and nets a good
profit. Keep well stocked.

Send for Catalogue
H-36

Chicago Spring Butt Company,
CHICAGO NEW YORK

Ewing-Lewis Co., San Francisco, Los Angeles
Pacific Coast Representatives

Thompson Adjustable Sprinkler Heads



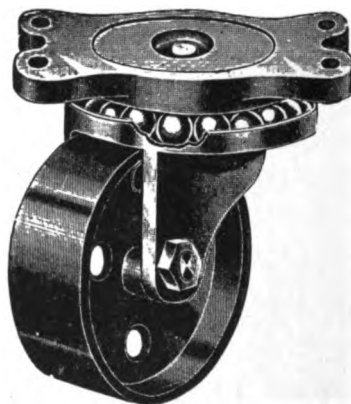
For Permanent Lawn Sprinkling systems
embody the utmost simplicity in construc-
tion and efficiency in operation.

Made of brass and zinc,
Will last a lifetime

Write at once for folder or information
regarding sprinkling systems.

Thompson Manufacturing Company
East Eighth and Santa Fe Avenue,
LOS ANGELES

C A S T E R S



**WHEELS, WHEELBARROWS, STORE
AND FACTORY TRUCKS, CONCRETE
MIXERS, ETC.**

Have you our catalog?



San Francisco, Cal.

TOOLS

Pexto
Stanley
Lufkin
Klein
Marshalltown
Maydole
Disston
Yankee
Walden



Gathered to Give Service to Retail Dealers

Strevell-Paterson Hardware Co.
SALT LAKE CITY, UTAH

Wholesale only.

H-W-2

HONEYMAN Hardware Company

Ninth and Hoyt Sta.

Fourth and Alder Sta.

PORTLAND, OREGON

Heavy and Shelf
Hardware

Garden Tools

Goldsmith
Sporting Goods

Fishing Tackle

A. M. HOLTER Hardware Company

Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

HOLTER Hardware Company

Spokane, Wash.

WHOLESALE

*High Grade Auto
Accessories*

Acme Paints
Monarch Ranges
Schuttler Wagons
Mill, Mining and
Logging Supplies

Sargent Hardware
Peninsular
Stoves
and Ranges
Diamond Tires

Prompt — Courteous Service

Increase Your Roofing Sales Mr. Dealer the PIONEER Way

EVERY time you sell the old reliable Pioneer brand of ready roofing that has been used in town and country "Since 1888" you make a "Satisfied Customer."

Pioneer Roofing is a Pacific Coast Home Product that is a universal favorite with owners, architects and contractors.

Samples and Prices on Request

PIONEER PAPER CO.

Manufacturers Since 1888

247-251 South Los Angeles Street, Los Angeles, California

Look

FOR
THIS
TRADE
WINNER



NEW HAVEN SLUMBER STOPPER

ONE DAY ALARM

With Radium Dial and Hands

The radium material used on the dial and hands is of the highest quality and is guaranteed to last several years.



Height....5 $\frac{3}{4}$ inches
Dial.....3 $\frac{3}{4}$ inches

Bowed Glass.

Case is seamless brass, and with all outside fittings is highly polished and nickel plated.

3 $\frac{3}{4}$ inch bell metal gong on back.

Has silent switch on top for use when alarm is not wanted.

A RELIABLE ALARM CLOCK

MORGAN & ALLEN CO.

150 Post Street, San Francisco, California

The Schaw-Batcher Co.

SACRAMENTO, CAL.

WHOLESALE HARDWARE

Pipe and Fittings

Canton Steel

Ammunition

Sporting Goods

Blacksmith Supplies

Sargent & Co.

Builders' Hardware

Mill and Mining

Supplies

**POCKET KNIVES
BUTCHER KNIVES
PARING KNIVES
RAZORS
RAZOR STROPS**



**SHEARS
SCISSORS
MANICURE GOODS
FLASHLIGHTS
FISHING TACKLE**

California Stock Pattern

We specialize in Stock and Ranch Knives for the Western trade.

WESTERN STATES CUTLERY & MFG. CO.

Write for Samples and Prices

Mfgs. of Cutlery and Cutlery Products

BOULDER, COLO.

**IT'S "SOME GUN"
OUT SELLS
OUT SHOOTS
OUTLASTS**

All Others

Stock this National Advertised Gun today. Sales compelling placard on request.

WRITE

BENJAMIN AIR RIFLE MFG. CO.

611 N. Broadway

ST. LOUIS . MISSOURI

"THE BENJAMIN"

A REAL AIR RIFLE

This is the air rifle which is so much in demand by boys and men. It has the power, accuracy and reliability which makes an air rifle popular for target practice and small game hunting.

SALES

PROFITS

SATISFACTION

Order a sample gun today and give it a "tryout." Its shooting qualities will surprise you. If not satisfactory in every way return at our expense.

Pacific Coast Representatives: McDonald & Linforth, Call Bldg., San Francisco.

**TRINER "LIBERTY"
PARCEL POST SCALE**



With indicator showing amount of postage in the regular stamps and additional amount required in war stamps.

Saves work and prevents inaccuracy in counting postage required by new war Revenue Bill

Made only in 20 - pound capacity.

Furnished in black enamel finish, glass front, steel ton.

Same style, tile top.

Blue enamel finish, glass front, tile top.

Insist on the Triner. Your jobber can supply you.

TRINER SCALE & MFG. CO

West Twenty-First Street Chicago, Illinois

W. P. Horn & Co.

Pacific Coast Representatives

Rialto Building, San Francisco, Cal.

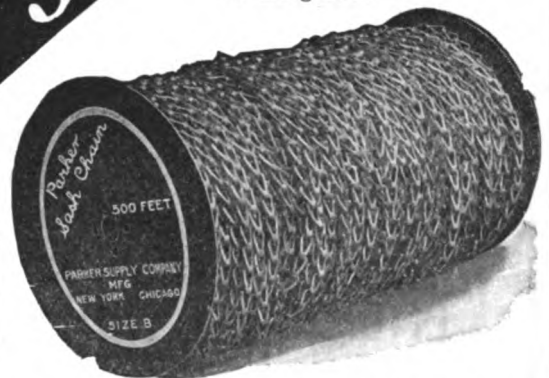
Los Angeles, Cal.

Portland, Oregon

Parker Sash Chain

**—AS GOOD
OR BETTER
THAN THE BEST**

Make it a point to get our proposition—directly after inventory. It's worth looking into—



**PARKER SUPPLY CO.,
MANUFACTURERS**

783 EAST 135TH ST., NEW YORK

SAFETY INTERLOCKING STOVE AND FURNACE PIPES

Fire
Preventing



Home
Protecting

Ambrose P. McGuirk's Patent

Our Asbestos-Covered Interlocking Furnace Pipes, Interlocking Stove Pipes, Interlocking Asbestos-Covered Flue Thimble, Interlined Interlocking Ring Flue Caps and Interlocking Elbows are not luxuries nor needless accessories. They are very necessary where stoves and furnaces are used. By fastening and cementing the Flue Thimble in the Flue Hole, and putting in and turning the pipe joint and locking it firmly therein, it can't pull out or be pushed in too far. Each successive pipe link is locked to the receding one, until the whole pipe is firmly locked together, and to the Stove Collar, so that the pipe can't fall down. When the pipe is taken down put in the Flue Cap and lock it, making the flue hole fire safe. Every home and factory owner is morally liable for impending fires on his property, and as fast as flames reap losses will our dealers reap profits on our Fire Safe, Rust Proof, Interlocking Pipes, Flue Thimbles, Caps and Elbows.

Send for Price List and Descriptive Statement.

SAFETY INTERLOCKING STOVE PIPE CO.,

MT. PLEASANT, IOWA

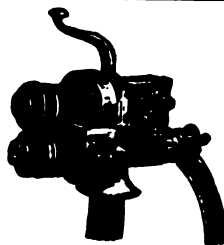


Pack's Pineapple Eyesnip

is the superior and best eye-snip on the market. It is a kitchen article that every hardware dealer should handle. It is a big seller. Literature and prices upon request. Sample 25 cents.

Order Now

Christian Schlicker Mfg. Co.
Rochester, N. Y.



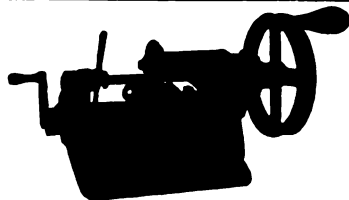
THE PACKHAM Stove Pipe Crimper and Beader

MADE BY

THE PACKHAM CRIMPER CO.

MECHANICSBURG, OHIO

If Your Jobber Does Not
Carry It, Write Us



With the— Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office 836 Hamilton Avenue, Allentown, Pa.

"ANSONIA" NAIL CLIP 15 CENTS

Made by the makers of the "Gem" Nail Clipper. Twelve in a box or 12 on a display card.



Write

H. C. COOK CO. - ANSONIA, CONNECTICUT



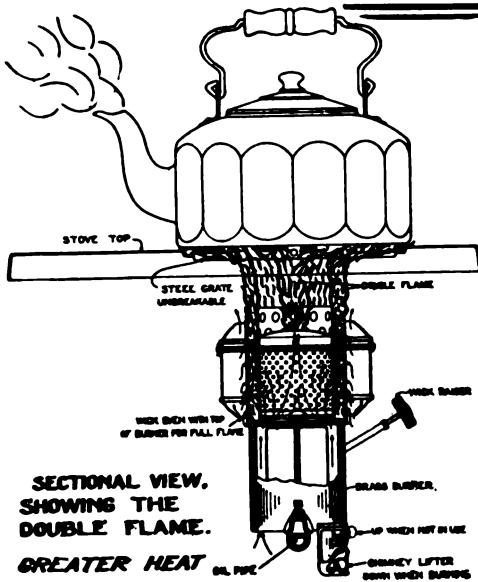
Everybody knows of "QUICK MEAL"
Stoves. But do you know we make a new
Oil Stove? And that it will be a winner?

Ringen Stove Co. Div., St. Louis

C. H. SCHIECK

Pacific Coast Agent

715 Indiana Street, near 19th Street, San Francisco, Cal.



LADY ELGIN

Oil Cook Stoves

have scientifically constructed burners which produce a clean blue flame like gas.

Operation is simple and affords perfect control at low, medium and high flame. Automatic wick stop at high flame prevents smoking.

You can personally guarantee the LADY ELGIN to your customers, for we back this guarantee—just as we have done for many years with ELGIN BAKE OVENS.

ASK YOUR JOBBER

ORDER ELGIN COOKS AND OVENS NOW

Get Benefit of our Spring Terms

ELGIN STOVE & OVEN CO. - Elgin, Illinois

BEH & CO., Eastern Distributors, 106 Franklin St., New York
Warehouses: New York, Philadelphia, Boston, Syracuse.

A NEW **CORCO** PRODUCT

RED-USE-AND-OFF.

The FRIAR Line

OF

EXTRA HEAVY STEEL SKILLETS

SMOOTH

EVENLY POLISHED

UNBREAKABLE



MADE IN FIVE SIZES

No.	7	8	9	10	11
SIZE	9 Inches	10 Inches	11 Inches	12 Inches	13 Inches

WHITAKER-GLESSNER COMPANY

Wheeling Corrugating Department

Main Office and Works, Wheeling, W. Va.

New York
Philadelphia

Chicago
Richmond

St. Louis
Chattanooga

Kansas City
Minneapolis



StovOil
TRADE MARK

Makes Stoves Look Like New
Kills rust; prevents rusting; Cleans and Polishes—all in one operation. Guaranty on each bottle

RECOMMENDED AND USED
by 80 per cent of the gas companies.
Write for wholesale prices
SUPERIOR LABORATORIES
General Offices, Dept. 26, Grand Rapids, Mich.
GENERAL SALES CORPORATION
Pacific Coast Representatives.
718 Mission St., - 737 Terminal St.,
San Francisco Los Angeles
Seattle, Wash.

BOOST YOUR STOVE SALES WITH

—the—

BOOMER CANNON

The ideal stove for factories, stores, schools, garages and warehouses.

Made in six sizes, Nos. 1, 2, 3, 4, 5 and 6.

A sheet iron drum may be attached, which increases its heating capacity.

Bulletin illustrating and describing this stove and giving weights and fire pot diameters, may be had on request.

The prices we are quoting at present, are much below the general market prices on such stoves.

THE HESS-SNYDER COMPANY, Mfgs.
Massillon, Ohio

AMERICAN SEAL PAINTS and CEMENTS

"MAKE GOOD"

WITH YOU AND YOUR CUSTOMERS

STAND FOR
QUALITY and DURABILITY



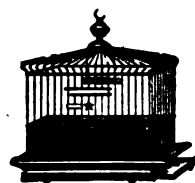
WRITE US FOR DEALER'S PROPOSITION

MANUFACTURED BY

The Wm. Connors Paint Mfg. Co.
1852 TROY, N. Y. 1920

O. LINDEMANN & CO.

35 and 37 Wooster St., New York Established 1863



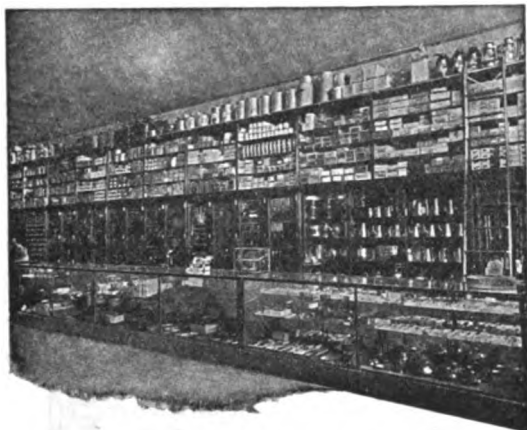
Manufacturers of JAPANNED, BRASS and
TINNED WIRE

Bird Cages and Cage Sundries

A. L. Conger Co., 731 Market Street, San Francisco, Cal.
Representative for California

T. D. McLean, L. C. Smith Building, Seattle Wash.,
Representative for Washington, Oregon, Idaho,
Utah, Montana and British Columbia.

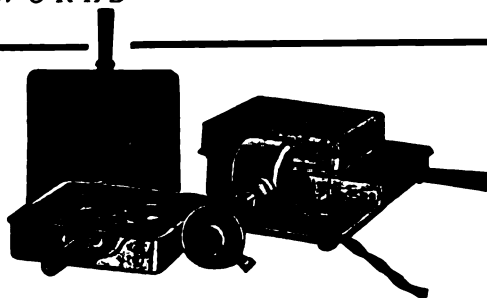
Hidden Hardware Won't Sell Itself



Don't keep your hardware out of sight, in odd shapes and sizes of boxes. Get it out where people can see it. If you do this you will sell more, because your customers will then be reminded of their needs.

Put "Duluth" Hardware fixtures to work for you, and they will pay for themselves in extra sales made.

DULUTH SHOW CASE CO.
DULUTH, MINNESOTA



RUTENBER ELECTRIC TABLE STOVE

Model 206

Is one of the Jobber's or Dealer's quick, sure sellers.

Square cooking surface, seven by seven inches.

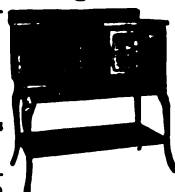
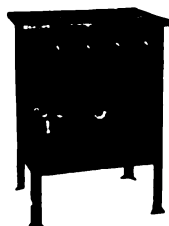
Furnished complete with all the necessary cooking utensils. Full nickel finished.

We manufacture a full line of Household Appliances.

Write for our complete Catalog and Trade Discounts.

RUTENBER ELECTRIC CO.

Marion, Ind., U. S. A.



Good Business

MAKE 1920 the BIGGEST BUSINESS year in the history of your store. Specialize on **CLARK JEWEL OIL STOVES** with high speed oil saving burners. **CLARK JEWEL** oil stoves are easy to sell; their exceptional beauty, excellent operation and fuel economy satisfy every user.

Go after business—Clark Jewels will make it easy.

If you have not obtained a copy of our new 1920 Catalog No. 108 write for one immediately.

GEORGE M. CLARK & COMPANY

Division American Stove Company

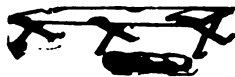
CHICAGO





GENUINE Hildebrandt Spinners

Fish Catchers for 30 years.
Your customers want the genuine. A size, shape or
finish for any game fish. Send for catalog.
THE JOHN J. HILDEBRANDT CO.,
Logansport, Indiana.



We make

TUCKER TUCKER

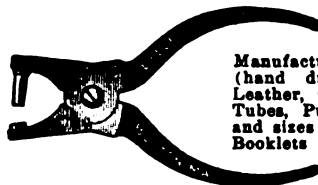
BOOTS AND CAMP FURNITURE, MOPS
Tents, Awnings, Covers, Leggings, Carpenters'
Aprons
4 Factories. Write for Prices. Prompt Shipments.
TUCKER DUCK & RUBBER COMPANY - Ft. Smith, Ark.

SAND'S PLUMBS AND LEVELS



Deserve your confidence because they are known and
wanted throughout the building trades and represent
the easiest selling level stock on the market.

YOUR JOBBER CARRIES THEM
J. SAND & SONS - Detroit, Michigan



EYELET TOOL CO.

Manufacturers of Punches and Sets
(hand drive and foot power) for
Leather, Cloth and Metal. Punch
Tubes, Punches and Dies. All kinds
and sizes made to order. Write jobber.
Booklets free. Established 1858.

**40 Lincoln Street
BOSTON - MASS.**

Sells to Every Belt User



Your market
for Blue Ribbon
Belt Dressing is lim-
ited only by the number
of belt users in your vicin-
ity. The quality of the Dressing
is high enough to suit the most dis-
criminating purchaser. Ask your whole-
saler for it or write for prices and samples.
THE JOBBER'S MFG. CO. 327 S. LA SALLE ST. CHICAGO, ILL.

DI-MEL-INE PAINTS • STAINS • ENAMELS

The complete, compact, distinctive line in handy house-
hold cans—full-size, full-measure. **RETAILS 20 CENTS**
—no larger sizes. Big Value for user; Big Profit for
You. A popular seller with Hardware trade. Assort-
ments contain all 29 colors; display matter included.

Dealer's Assortment (30 Dzs.) \$48.00
Jobber's Assortment (12 Dzs.) 19.20
Open Stock, all colors, per gross 19.20

2% Freight allowance, F.O.B., N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MORTAUX PAINT MFG. CO.

169-173 Second Ave., BROOKLYN—NEW YORK
Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

The Ontario Knife Company, Franklinville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.



**BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE**

KNIVES

**KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE**

**HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety
of Knives with improved Sanitary Aluminum Handles**



We manufacture the largest variety and the largest quantity of kitchen knives made by
any one house in the world.



Another Summer Coming

And With That Summer Comes Opportunity
for You Through

"GOLD MEDAL" Folding Furniture

For Camp, Porch or Lawn

A line in a class by itself—sightly—comfortable
in use—built strong and durable to withstand
rough usage—folds into small space—convenient
and compact to ship, carry or store away.



"Gold Medal" Cot
No. 1—"The Cot
of Many Uses."

Sold only through Jobbers and Dealers.
Write for 1920 Catalog.

GOLD MEDAL CAMP FURNITURE MFG. CO.
1705 Packard Ave., Racine, Wis.



Profitable Good Will

The good will of your customers is the measure of your
business—and of your sales. Hardware dealers know
that even a good product will be limited in sales unless
the architect and the public know its merit.

Allith-Prouty Hardware

is known throughout the country wherever hardware
is used—by the public, the architect and the dealers.
"Satisfaction in Hardware," the slogan by which our
products are commonly known, is based on simplicity
of design, quality and service. This means that dealers
can safely stock Allith-Prouty hardware.
You will find the Allith-Prouty line listed below; every
item embraces a life-time of quality.

Door Hangers
and Tracks
Fire Door Hardware
Garage Door Hardware

Overhead Carriers
Hardware Specialties
Spring Hinges
Rolling Ladders

Let us send you our general catalog, showing our com-
plete line of hardware, or a special catalog on any
of the lines in which you may be interested. Write
us today.

ALLITH-PROUTY CO., Hdwe. Manufacturers
Department 129 Danville, Illinois

ROCK-A-BYE NURSERY SPECIALTIES

The universal appeal of the
many items in the Rock-a-Bye line has devel-
oped nation-wide sales. Advertising has created
a demand among the families *right in your trade.*

The Rock-a-Bye items that you see in your
territory have probably been purchased from us direct.
For many mothers write in for Rock-a-Bye products
when they see our advertisements in national
publications.

We prefer for our dealers to make these sales. You
can reap the profit of this fast-selling line by tying up
with our advertising—by displaying Rock-a-Bye Spec-
ialties in your windows, and letting your trade know
that you carry them. *See Your Jobber or Write Us.*

PERFECTION MFG. CO.,

Dept. W Leffingwell and Montgomery Sts.,
ST. LOUIS, MO.



WALKER No. 18



SWING No. 1

SWING No. 2



BED No. 3



NURSERY SEAT No. 15



PLAY YARD No. 4



HIGH CHAIR No. 5



AUTO BED No. 23



SWING No. 19



JUMPER No. 17



AUTO BED No. 16



AUTO SEAT No. 6

CHATILLON CUTLERY

"Foster Bros. Cutlery"



— mention that name when your customer asks what brand you handle and the sale is made.

We say this because Foster Bros. Cutlery, manufactured for thirty-five years, has been acknowledged as standard.

The high quality of steel used insures blades that are strong and durable and that will hold an edge.

The cutlery shown herewith illustrate a few popular numbers that are ready sellers. We know they are dependable—we stake our reputation on their quality.



Your
Nearest
Jobber
Will give
You full
Information



JOHN CHATILLON & SONS
New York U.S.A.



MADE IN OHIO, U. S. A.

ALUMINUM "Real Solid"

ANNOUNCEMENT

The **"REAL SOLID"** LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of "REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidity and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS—Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the **"REAL SOLID"** Line the most complete on the market

Write Today and get our New Catalog just off the Press.

The Buckeye Aluminum Company
WOOSTER, OHIO

FACTS

Worth Remembering



In ordering Window or Fly Screen Cloth from your Jobber don't forget these vital facts:

The amount of **service** and **satisfaction** your customers get out of Screen Cloth depends almost entirely upon the materials used and the methods employed in the making. The label which identifies every roll of the "Perfect" Screen Cloth is your guarantee of the best materials, accurate mesh, the proper width and a full 100 lineal feet to every roll.

That's why dealers buy all of our wire products, Screen Cloth, Hardware Cloth, Poultry Netting, Fly Traps, etc.

Please Order Through Your Regular Jobber

Manufactured by

The LUDLOW SAYLOR WIRE CO.

ST. LOUIS, MO.

SAVAGE

With greatly enlarged plants, with manufacturing facilities increased many fold, with new models soon to be announced, the Savage Arms Corporation is in a position to render better and more complete service to its friends in the trade than ever before.

Your attention is particularly invited to the Savage High Power Sporting Rifles, Savage Single Shot Repeating and Bolt Action .22 caliber Rifles and Savage Automatic Pistols.

Savage Quality stands back of Savage Products.

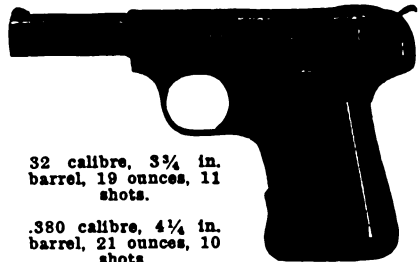


SAVAGE ARMS CORPORATION

UTICA, N. Y.

Sharon, Pa. Detroit, Mich.

Executive and Export Offices:
50 Church St., New York City, N. Y.



.32 calibre, 3¾ in.
barrel, 19 ounces, 11
shots.

.380 calibre, 4¼ in.
barrel, 21 ounces, 10
shots.

Operollos are Big "Turn-Overs"—They Make Good



Model 95

A PHONOGRAPH LINE THAT MAKES YOU A WORTH - WHILE PROFIT

Phonograph Music is a stock you can "play" in absolute certainty of profit.

The market is as sound as the American Home.

Operollo has been designed and constructed at a time when costly experiments are unnecessary.

It comes in **FOUR STANDARD POPULAR-PRICED MODELS**—concentrating value in a way impossible to other instruments.

The motor is a reliable mechanical achievement.

The tone chamber is vibrant with music, clear as a bell and the tones of the voice are brought out clear and distinct.

In finish the Operollo has the attractiveness of the best cabinet making.

It belongs in your home and homes of your customers.

After the first profit comes the **CONSTANT DEMAND** for records.

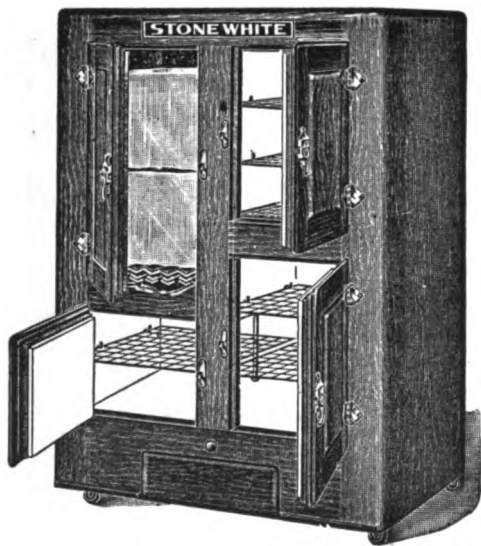
ORDER A SAMPLE OPEROLLO TODAY

It will please you and convince you, too. We send our unusual liberal dealer's discounts on request.

OPEROLLO PHONOGRAPH COMPANY

54 W. LAFAYETTE BOULEVARD, DETROIT, MICHIGAN

WHITE MOUNTAIN REFRIGERATORS

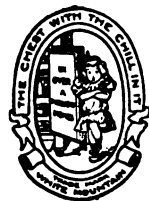


"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A.

BRANCH OFFICES:

New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo. Melbourne, Aus.

PACIFIC COAST DISTRIBUTORS

San Francisco.....Dunham, Carrigan & Hayden Co. Los Angeles.....California Hardware Co.
Sacramento.....Miller-Enwright Co. Seattle.....Schwabacher Hardware Co.



When Life Hangs by a Thread!

FAR out at sea! Battling against wind, fog and storm! Every second a moment of peril!

With face tense, the aviator listens to the whirr of the speeding aeroplane motor—listens for the sound that would tell him in a flash of some slight inaccuracy of adjustment—slight, yet perhaps sufficient to turn success into failure and possible disaster.

But the flying man's apprehension is tempered by the knowledge of the wonderful progress made by present-day mechanics.

For the mechanic of today performs the delicate operations of fitting together engine and machinery parts with Clover Grinding and Lapping Compound. He is enabled to produce work of unflinching accuracy because the patented solidified oil and abrasive formula of Clover successfully meets every condition of grinding, lapping, surfacing and polishing—and Clover is always uniform.

Clover-fitted engines and machinery are enabling man to conquer time, space and distance. Clover is the modern factor in mechanical progress.

Clover Compound is Standard throughout the World. Over 3,000,000 cans sold in 1918. Made in 7 grades—from extremely fine to extremely coarse—a grade for every mechanical purpose. Used in garages, machine shops, tool rooms and factories. Used for general grinding, lapping, surfacing and polishing work on automobiles, aeroplanes, tractors, motor boats and ship engines; locomotives and stationary engines; gas, air and steam fittings, pipes, dies, gauges, etc., and on general machinery of every description. For sale at hardware and automotive equipment dealers and jobbers everywhere.

Send for sample and interesting Clover booklets

CLOVER MANUFACTURING COMPANY
301 MAIN STREET, NORWALK, CONN., U. S. A.
San Francisco Branch, 554 Howard Street

CLOVER

Grinding and Lapping Compounds



4-oz. Duplex Cans for Valve-Grinding

This is the famous handy package on which Clover won its reputation as the world's best valve grinding compound. Last year, half a million people bought 2,000,000 of these Duplex Cans. Motor engine valves ground with Clover seat better, endure greater power and last longer.



Sample on request

Pound Cans for the Shop

Made in 7 grades—a grade for every use. The toolmaker will appreciate Clover as the best lapping compound he has ever used. The engine mechanic will find that our Grade D works faster and gives better results than anything else. Clover will positively result in uniformity throughout every lapping operation—it is the only compound which can be used successfully with a power-driven tool.



Sample on request

CAUTION: Avoid inferior grinding and lapping compounds. They cannot possibly give satisfaction. They waste your time and money.

THIS IS THE SECOND ADVERTISEMENT OF THE

CLOVER

National Advertising, 1919-1920

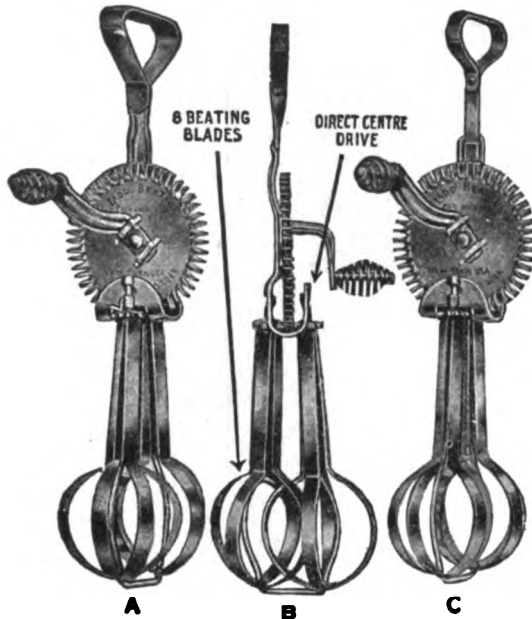
This ad is appearing in The Literary Digest, Collier's Weekly and The American Magazine

CLOVER MFG. CO.

70 MAIN STREET NORWALK, CONN.

Chicago Branch: 603 West Adams Street.

San Francisco Branch: 553 Howard Street



WESTERN SALES REPRESENTATIVES

Omer Cox, Postal Teleg'h Bldg., San Francisco, Cal.
Sands & Cox, San Fernando Bldg., Los Angeles, Cal.
Strimple & Cox, L. C. Smith Bldg., Seattle, Wash.
Jones & Cox, Newhouse Bldg., Salt Lake City, Utah
Turnbull & Cox, Inter State Trust Bldg., Denver, Col.
Strimple & Cox, Corbett Bldg., Portland, Oregon

Ladd All-Steel Beaters

3 SIZES

A Full Range for All Requirements. We insist ALL-STEEL should make Egg-beaters; not cast-iron, wood, tin. Nickel-plated over copper-plate; they are a permanent tool that lasts for years and gives every satisfaction. Easily cleaned under hot water spigot. Can't retain dirt and rust and discharge it into the mixture. Perfect construction prevents slipping, catching; runs easily without waste of effort. RESULTS IN WORK UNKNOWN UNTIL THESE CAME. Women want them and no substitutes. QUALITY and Value apparent. PROFITS actually in these alone and sales immediate.

Most everybody handles. Begin RIGHT NOW. JOBBERS the world over and US.



LADD
Mixer-Churns



SATURN
Clothes-Line
Reels

United Royalties Corporation
1133 Broadway, New York

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware

El-an-Ge Enameled Ware

and

Pearl-Agate

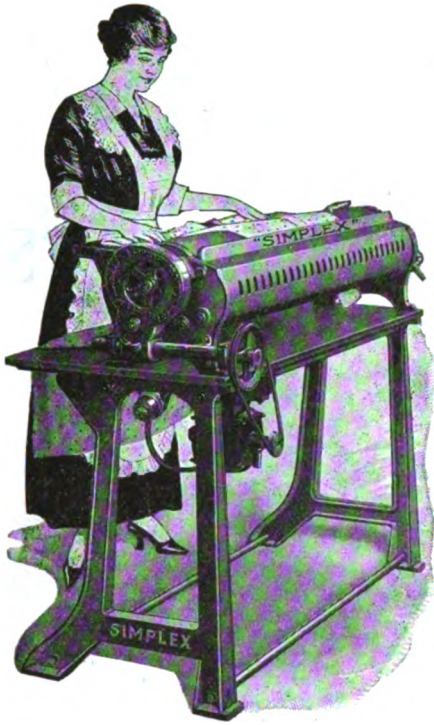
Turquoise Enameled Ware

New York

Chicago

Boston

San Francisco



Simplex Ironers Sell Easily

Women everywhere are sold on the value of household labor-saving devices. They have been educated as to the practical worth of modern equipment of all kinds.

So it is logical that they should buy a Simplex Ironer after having installed a good power washer. And that's the way it works out. Your women patrons will be quick to see the saving in time, labor and money effected by the Simplex Ironer.

SIMPLEX IRONER

"THE BEST IRONER"

Our National Advertising Campaign in the foremost publications has established the dominant position of the Simplex Ironer. The Simplex plan of cooperating with dealers for building business is most complete and far-reaching. It will pay you to investigate.

Write today for full information

The American Ironing Machine Company

431 Sutter St., San Francisco, Cal.

Home Office: 168 N. Michigan Ave., Chicago

DUPLEX

FIRELESS STOVE

COOKS THE
ENTIRE
MEAL

BAKES AND
ROASTS
BROWN



THE DEMAND FOR Duplex Fireless Stoves

is steadily growing. Back of this demand is but a single cause—a satisfactory product properly merchandised.

Duplex Fireless Stoves are made from better materials by skilled workmen under greatly improved facilities. They are guaranteed in every feature by the world's largest manufacturers of fireless stoves.

Because the advertisements in women's publications have convinced the housewife of the convenience and economy afforded through the ownership of this stove, she is seeking the Duplex dealer's store.

Duplex advertising does not end with space in magazines: Duplex dealers are given every selling aid—live store displays, attractive booklets and merchandising helps.

Duplex dealers in every section of the country are reaping the benefits of this widespread demand. They are "cashing in" on the results of Duplex advertising.

If you are not a Duplex dealer now, write today for our catalog and dealer's proposition.

DURHAM MFG. CO.

MUNCIE, IND.

NEW YORK OFFICE: 108 CHAMBERS STREET
LOS ANGELES OFFICE: 1643 FIFTH AVENUE

Genuine "Acme" Fry Pans and Spiders

Cost no more than imitation or inferior articles

But they Build Up Your Trade and Satisfy Your Customers

Insist on the

Genuine Acme

if you want ware of uniform and highest quality



*Examine
Samples of
This Ware
and prove it
for yourselves*

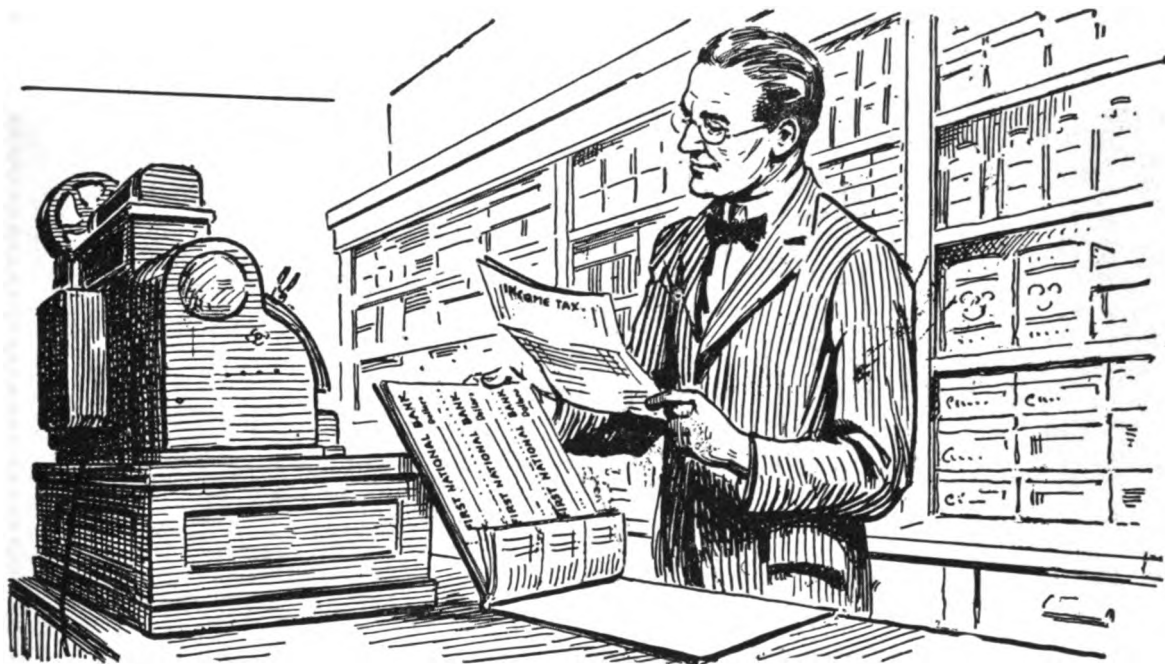


*Sold by all
First-Class Jobbers
throughout the West*

ORDER THROUGH THEM

WM. P. HORN CO., PACIFIC COAST REPRESENTATIVES
LOS ANGELES RIALTO BLDG., SAN FRANCISCO, CAL. PORTLAND

New York Stamping Company
BROOKLYN, NEW YORK



This merchant finds it easy to make out his income tax report

HE has a checking account at the bank and he uses an up-to-date National Cash Register.

From his bank check book and his bills he gets the cost of running his store, cost of merchandise bought, and a record of payments made.

From his National Cash Register he gets a record of ① cash sales, ② charge sales, ③ received on account, ④ petty cash paid out, and ⑤ clerks' sales.

These records give him control over his business every day of the year.

This merchant knows that his register records are complete and accurate, whether they are made when business in his store is quiet or when there is a rush of selling.

Without an up-to-date National Cash Register, these necessary figures would be hard to get, hard to keep, impossible to verify, and expensive to record.

An up-to-date National Cash Register will give you the records you need to control your business.

The National Cash Register Company, Dayton, Ohio
Offices in all the principal cities of the world

MARSHALL-NEWELL SUPPLY CO.

SAN FRANCISCO, CAL.



Zanobian
Design



PACIFIC COAST JOBBERS
of

YALE

**BUILDERS' HARDWARE,
PADLOCKS, LATCHES,
CABINET LOCKS, DOOR
CLOSERS**



"Save the surface and
you save all." *Acme Paint*

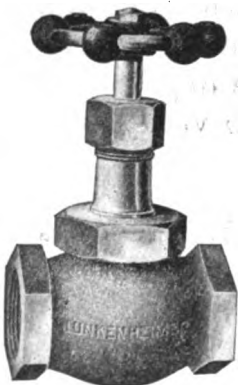
CENTRAL CALIFORNIA DISTRIBUTORS OF

**ACME WHITE LEAD & COLOR WKS.
PAINTS, VARNISHES, STAINS
ENAMELS, MOTOR CAR FINISHES**



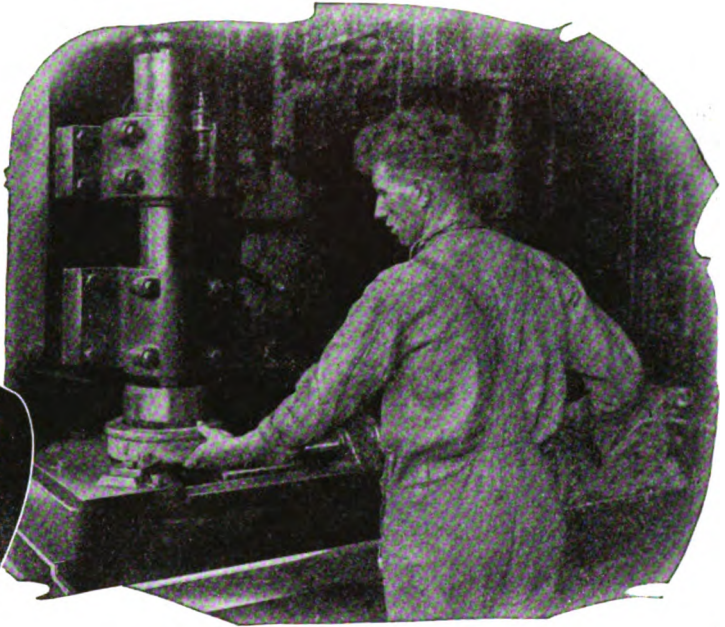
AGENTS FOR
The Lunkenheimer Co.'s
Complete line of
**Valves and Engineering
Specialties**

**Yale
Chain
Blocks
and
Parts**



MAIN OFFICE AND SALES ROOM
Spear and Mission Streets
YALE BUILDERS' HARDWARE SAMPLE ROOM
201 Hobart Building
ACME PAINT SALES ROOM
1484 Market Street
IRON & PIPE WAREHOUSE
Spear Street
SAN FRANCISCO, CALIF.

Look for the
G
on all
cast iron
fittings



Tapping Caps by machine at our foundry. The machine is of our design and is motor driven. Flange fittings are also Tapped on this machine.

Grinnell Perfect Fittings

Better Jobs With Less Labor

Poor pipe fittings are dear at any price. We make only one quality and rigidly reject all imperfect castings.

That is how Big "G" Fittings have made their reputation.

We use them as well as sell them

As the manufacturers of Grinnell Automatic Sprinkler Systems, we are one of the largest users of Pipe Fittings in America. That is why we decided to make our own—and make them better. They were so good we decided to sell them.

Big "G" Fittings are time and labor savers because of their perfect and accurate threads. They "make on" easily, make tight joints and stay put.

The L. R. D. Valve with removable disc

The best valve for steam, oil, water, air or gas. Always tight but never sticks. Discs easily changed.

Big Stock—Quick Deliveries

Our stock is always complete in all regular sizes and we can make quick deliveries. National Tube Pipe, cut and threaded to sketch.

GRINNELL



COMPANY

of the Pacific

453 MISSION STREET, SAN FRANCISCO
 439 EAST 3rd STREET, LOS ANGELES

Ask the owners of 25 million Grinnell sprinkler fittings

The only can and
pail your
trade knows
by name and
reputation



3 sizes Pail

Every customer who comes into your store knows that Witt's outlasts two ordinary cans—knows that the Yellow Label means satisfaction guaranteed.

THE WITT CORNICE CO.
Cincinnati, Ohio

**WITT'S CAN and
PAIL**

For Sale on Pacific Coast by

Baker, Hamilton & Pacific Co.	San Francisco
Dohrmann Commercial Co.	San Francisco
Dunham, Carrigan & Hayden Co.	San Francisco
Heyman-Weil Co.	San Francisco
Holbrook, Merrill & Stetson, Inc.	San Francisco
Mangrum & Otter, Inc.	San Francisco
Seller Bros. & Co.	San Francisco
Thomson-Diggs Co.	Sacramento, Cal.
M. Seller & Co.	Portland, Seattle, Spokane
Whiton Hardware Co.	Seattle
Honeyman Hardware Co.	Portland



4 sizes Can

SALES HELPS

To every dealer selling Witt's Can and Pail we will furnish free electrotypes for newspaper advertising, envelop stuffers, window and counter display cards, street car cards. Many dealers find that these helps increase their business.



HOOARAY FOR THE YOSI

Live wire dealers find ready sales for this labor-saving device. Quick turnover and attractive profits await hustling representatives. The name of your nearest distributor will be furnished on request.

The Yosi Gearless Motor Company
Springfield, Ohio

YOSI Washers Work and Never Shirk

DISTRIBUTING POINTS

Portland, Or.
Spokane, Wn.
Seattle, Wn.
Grand Junction, Colo.
Springfield, O.
Pittsburgh, Pa.
Syracuse, N.Y.
Boston, Mass.
New York City, N. Y.

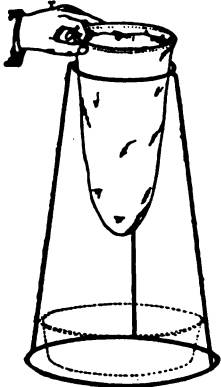


DIXON'S SOLID BELT DRESSING

The most successful belt dressing on the market. It contains no harmful ingredients. Does not deteriorate and may be used for all kinds of belting.

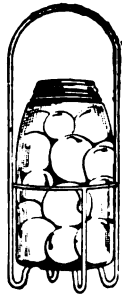
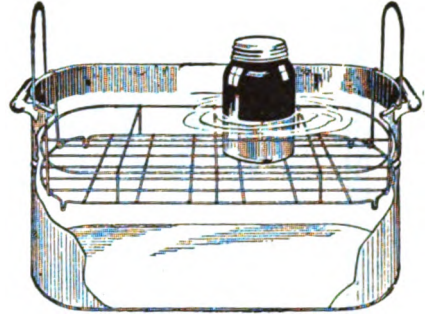
Dixon's Solid Belt Dressing will add one more good seller to your stock. It repeats. Write now for prices and Booklet No. 230-O.

Made in JERSEY CITY, N. J., by the
JOSEPH DIXON CRUCIBLE COMPANY
Established 1827



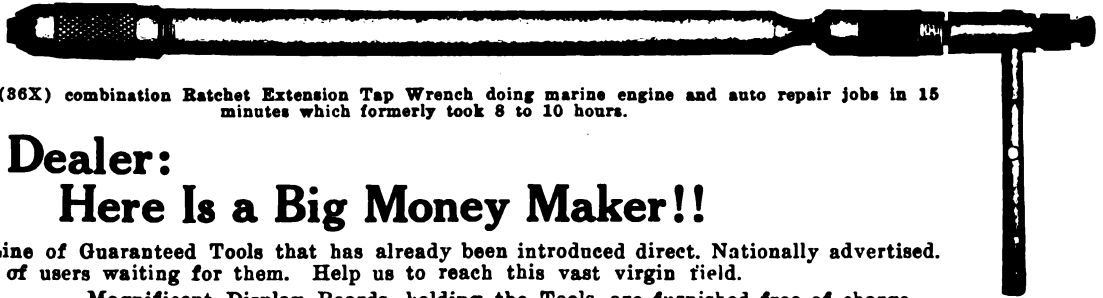
745 Jelly Strainer

Send for
Catalogue No. 32

737 Quarts
738 1/2 Gal.

746 Cooker Tray

J. B. TIMBERLAKE & SONS, Mfrs.
JACKSON, MICH.



Our 18" (36X) combination Ratchet Extension Tap Wrench doing marine engine and auto repair jobs in 15 minutes which formerly took 8 to 10 hours.

Mr. Dealer: Here Is a Big Money Maker!!

A Line of Guaranteed Tools that has already been introduced direct. Nationally advertised. Millions of users waiting for them. Help us to reach this vast virgin field.

Magnificent Display Boards, holding the Tools, are furnished free of charge.
Order through your Jobber or Direct

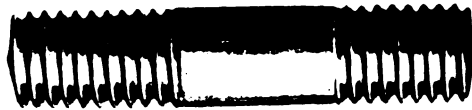
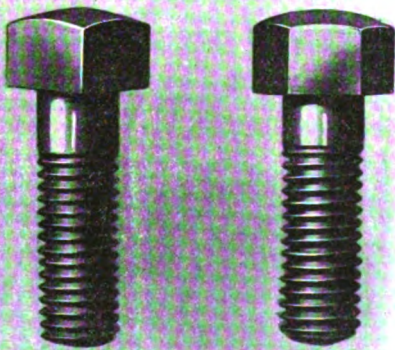
Write for Proposition



ALERT TOOL CO.

237-241 North 6th Street

Philadelphia, Pa.



WM. H. OTTEMILLER CO.
YORK, PA.

Manufacturers of Cap and Set Screws
Screw Machine Work

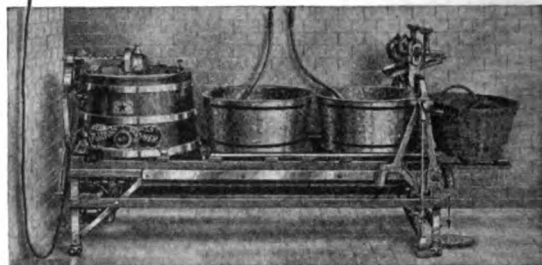
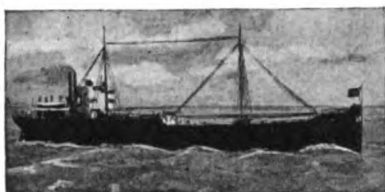
HO OVER
Steel Balls

For Bicycles--Automobiles--Tractors
CALDWELL SALES CO.

320 MARKET STREET

SAN FRANCISCO

VOSS WASHING



World Wide Prestige

The world-wide prestige of the famous Voss line of washing machines has been built up only through our earnest efforts to build **with one idea foremost in mind—Quality**. Carloads and shiploads of Voss washing machines are regularly going out to Hardware Merchants and Central Stations everywhere.

In these changing times, Voss high-grade washing machines are supplying an almost universal demand.

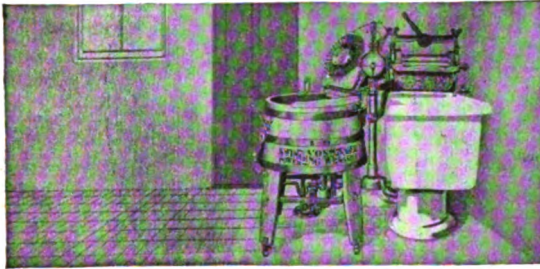
DISTRIBUTORS FOR U. S.

R. M. BURTON SALES AGENCY, Seattle
HEYMAN-WEIL CO., San Francisco
OKLAHOMA CITY HDWE. CO., Oklahoma City.
OGDEN FURNITURE & CARPET CO., Ogden
ELECTRIC APPLIANCE CO., Pittsburgh and Philadelphia



Sold all over the

MACHINES - - -



Logical Reasons

Hardware Merchants that are handling electrical appliances or those that are contemplating the handling of electrical appliances have an exceptional opportunity to build good will, where good will pays. Nearest to the heart of every woman are those conveniences that bring sunshine into the home. For every home there is a Voss high grade washing machine that will drive out wash-day drudgery. The line is complete. The appeal which Voss machines are making to the housewives is best expressed by the carload shipments that follow initial sales. Your opportunity is to investigate our proposition.

VOSS BROS. MFG. CO.,
Davenport, Iowa



Civilized World



Ask Any Woman You Know

Put the matter up to any woman interested in home affairs. Ask her what ware she prefers for cooking. The chances are her answer will be "aluminum."

Aluminum is her choice because it is light, durable, does not chip or crack, and is fuel-saving. In the long run it is the most economical ware she can buy.

VIKO, The Popular Aluminum, is a great line to handle. It includes an extraordinarily wide range of utensils. From it your customers can fill every kitchen need. It is popular in price, too. And well constructed. Don't forget that last, for it means repeat business.

Ask Your Jobber

Aluminum Goods Manufacturing Co.

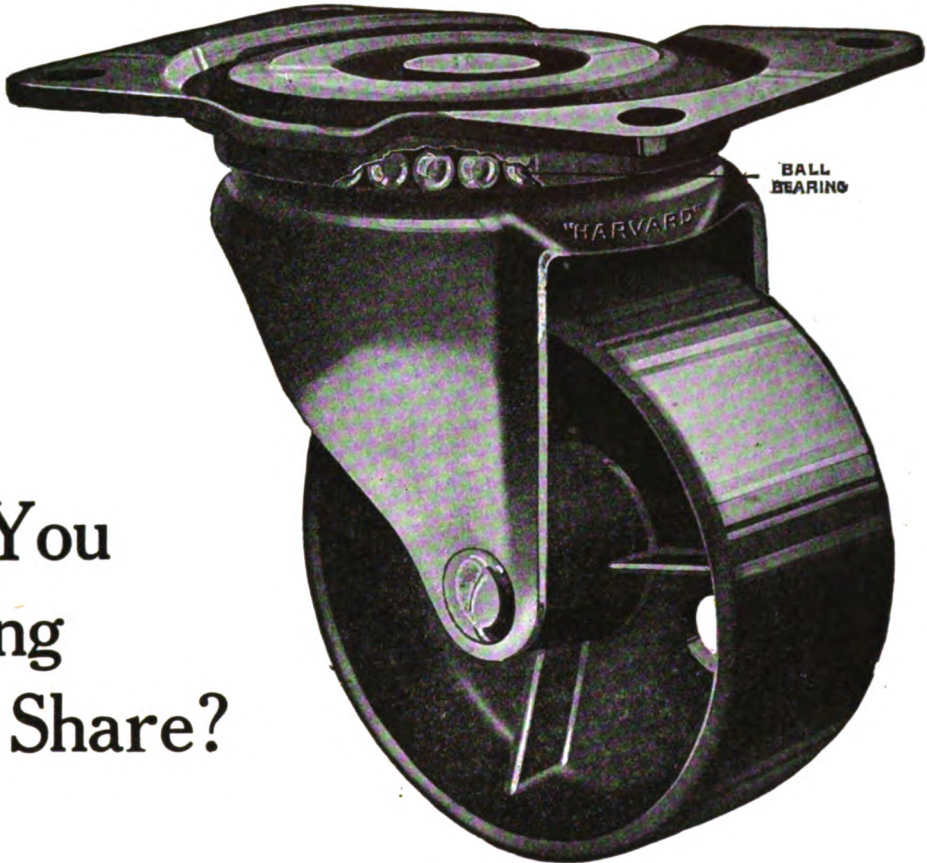
General Offices: Manitowoc, Wis., U.S.A.

Makers of Everything in Aluminum

VIKO

The Popular Aluminum

Are You Getting Your Share?



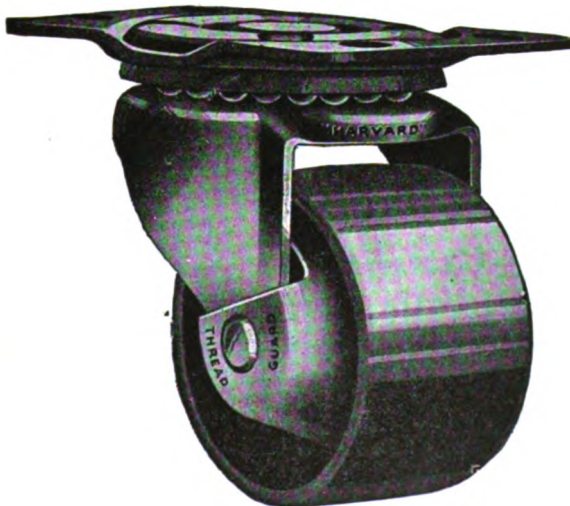
Hardware World Dealers all over the country are "cashing in" on the new "Harvard" Ball Bearing Truck Caster. Are you one of them or have you overlooked this opportunity to increase your sales?

The new "Harvard" Ball Bearing Truck Caster is constructed of extra heavy gauge steel. The axle is also made of extra heavy steel. The wheel is cast iron. This caster is much lighter than ordinary iron casters yet is practically indestructible. It is unequalled for strength and dur-

ability. The large 5-16 inch ball bearings make them easy running and turning.

Our new "Harvard" Ball Bearing Thread Guard Caster shown below has proved a big seller to shoe factories and mills where lint and threads from the floor are apt to twist around the wheels and prevent free action. Their big feature is the steel guard which prevents this and their 7-32 inch ball bearings.

Every Hardware World dealer should have our descriptive circular No. 105 H. W., showing our complete line. Write for one.



The Bassick Company

General Offices

Bridgeport, Conn.

The M. B. Schenck Co.
Division

Universal Caster & Foundry
Works Division

The Burns & Bassick Company Division

Address all inquiries to Bridgeport, Conn.

A GRIP LIKE A GIANT HAND



*King of
them all*



MARQUETTE TIRE TOOL

The principle upon which this tool is designed **PROVES ITS VALUE** at a glance. No more Hard Work, Dirty Work, Useless Work, in changing Clincher Tires. Grip them with the grip of a Giant Hand, and its "off again, on again," without Pulling and Tugging, Sweating and Swearing, It was

a happy day for the motorist when the Marquette Tire Tool was perfected. Dealers are handing them out at a lively rate because there's a *real* demand for them. It does not require strength to change a Clincher Tire now---just a little knock, and the job is done. Jobbers are supplying the trade everywhere, but if you can't get prompt delivery from your jobber, write us direct.



GOING



OFF

MARQUETTE MANUFACTURING Co. Inc.
Saint Paul, Minn. U.S.A.



(Copyright 1920 by the HARDWARE WORLD. All rights reserved)

Volume XV

FEBRUARY :: 1920

Number 2

The man who lives for himself alone has not much to live for.

Men are mostly like tea leaves—real strength and goodness do not properly come out until they have been in hot water.

Because manufacturers' catalogs cost you nothing is no reason for considering them worth nothing. You can make them mighty valuable if you will use them.

Back of this year are ranged a good many other years. What will you do with this one? If you do not make it better, stronger, sounder, and more profitable than any which have gone before, your experience does not count for as much as it should.

Far-away fields always look green. If there really isn't an opportunity to make good where you are, move on, of course. But before you go to that trouble and expense, canvass the situation, and if other men are making good there—why you can, provided it is in you! If it isn't in you, you will not make good anywhere.

The man who fails or is only commonplace, usually uses up about half of his energy explaining the reason to people. The real reason is (whether he tells it or not) that he didn't apply the right principles to warrant success. Don't waste breath in explanations. Go after your own problem and solve it—for there is a solution, and it's up to you to find it.

When you are inclined to invest some money in some distant scheme to finance the plans of unknown people, stop and ask yourself if it isn't true that for every one who has got rich quick by such means, that thousands have lost. You hear of the few winners. But nothing is said of the many losers. It is safer to put your money into your own enterprises—and to control them.

WORK, CO-OPERATION, PROSPERITY

Put one hundred men on an island where fish is a staple article of sustenance. Twenty-five of the men catch fish. Twenty-five others clean the fish. Twenty-five cook the fish. Twenty-five hunt fruit and vegetables.

So long as everybody works there is plenty. All hands are happy.

Ten of the allotted fish catchers stop. Ten more dry and hide part of the fish they catch.

Five continue to catch fish, but work only part of the day at it.

Fewer fish go into the kitchen.

But the same number of men insist upon having the same amount of fish.

The fifty men who formerly cleaned and cooked the fish have less to do owing to the undersupply of fish. But they continue to demand food.

Gradually greater burdens are laid upon the fruit and vegetable hunters. They insist upon a larger share of fish in return for their larger efforts in gathering fruit and vegetables. It is denied them and soon twenty of the twenty-five quit.

But the entire one hundred men continue to insist upon their right to eat.

The daily food supply gradually shrinks. The man with two fish demands three bananas in exchange for one of them. The man with two bananas refuses to part with one for fewer than three fish.

Finally the ten men remaining at work quit in disgust. Everybody continues to eat. The hidden fish are brought to light and consumed. Comes a day when there is no food of any kind. Everybody blames everybody else.

What would seem to be the solution?

Exactly! We thought you would guess it. For we repeat that you can't eat, buy, sell, steal, give away, hoard, wear, use, play with or gamble with WHAT ISN'T.

Anybody can cut prices, but it takes brains to make a better article.

NEED A BUSINESS MAN FOR PRESIDENT

Under the above heading the Philadelphia Saturday Evening Post says a number of things which, though true, may not be relished in certain high places. We quote the following:

"Three years ago, without full knowledge of what was ahead of us, we elected a professor President for the second time. An able man, sincerely anxious to work for the good of humanity, he made an admirable literary and educational record as President. But it happens that the problems that were presented to him during his second term were neither literary nor educational. His fine idealism ran up against brutal facts. In meeting them he made mistakes, because his training had not fitted him to understand the kind of action and the type of men that the situation called for.

"Not until events forced him did he call on men of affairs and practical understanding; and not until then did we begin to succeed in our undertaking. And these men were never his real confidants and advisers.

Real Problems at Home

"The problems that confront us are first of all home, not foreign. It will help us little to put the world in apple-pie order if the rough-house is to continue in our family circle.

"We are running round in circles now, and the next President must be a man who can break out of them and blaze the road to peace and prosperity.

"Emphatically this in a off year for professors. For some time we shall be concerned with making a living rather than with theories about life.

"We need a business man for President.

"Our problems are first and last economic—that is, straight business problems—concerned with production and distribution—greater production, better distribution. Only a broad-gauged, sympathetic, common-sense, close-to-the-ground man, understanding farming and its problems, manufacturing and its problems, selling and its problems, will fit the issues."

UPHOLD THE CONSTITUTION AND THE LAWS!

"How shall we fortify against lawlessness and mob law?

"The answer is simple. Let every American, every lover of liberty, every well-wisher to his posterity, swear by the blood of the Revolution never to violate in the least particular the laws of the country, and never to tolerate their violation by others.

"As the patriots of '76 did to the support of the Declaration of Independence, so to the support of the Constitution and laws let every American pledge his life, his property, and his sacred honor."

—Abraham Lincoln.

THE OLDER I GROW

The older I grow the more patient I am,
And fonder of people I seem to become;
I find much that's real hidden deep in the sham,
I know that life's juices are under the scum,
The cares that once fretted as trifles appear,
And the faults that loomed large in the
friends that I know
Seem to fade in a background of kindness and
cheer,

The older I grow.

Time was that I questioned the purpose of life,
In the mad way of youth I was quick with my
hate,
But I knew not the depth nor the breadth of
the strife,
And I knew nothing then of the working of
fate.
I judged from the surface and not from the
deep,
I was wasteful with pleasure and fearless of
woe,
But I find that my joys I'm more eager to keep
The older I grow.

I chose all my friends with particular care,
And heedlessly wounded the truest and best;
To many a false god I sent up a prayer,
Then the real things of life seemed a subject
for jest.
And the bad seemed the good and the good
seemed the bad,
I scorned in my haste what was splendid be-
low;
But I find myself longing to have what I had,
The older I grow.

I have learned that men's follies are not printed
deep,
That things youth mocks at are splendid and
fine,
And young people scatter the joys they should
keep,
In the very same way that I once wasted
mine.
I'm more tolerant now, I am slower to sneer,
For I've suffered my griefs and I've winced
at a blow;
And money I find matters less and less here
The older I grow.

Some day you and I are going to pass in
our checks, and then we will come face to face
with values as they really are. And one thing
which we can bank on is—that not an inch,
not a jot or tittle will have been gained by
questionable methods or sharp practices. In
the clear, penetrating light of eternity's morn-
ing, everything will stand forth at its true,
face value. And some people will wonder why
they were so childlessly stupid as to warp
themselves in their days of golden opportunity.

DO NOT TRY TO PUT ONE OVER

There are far too many people, too many merchants, too many clerks who take pride in the fact that they "put one over," as the saying goes. Generally that means that whoever they have been dealing with, whoever they have sold, has been deceived. They "got the best of him." But how often it happens that the people who have had things "put over" on them sooner or later awaken to the fact, and when they realize they have been deceived, they feel perfectly justified in giving publicity to the fact, and in the end, the merchant or clerk loses far more than if he had been outspoken and told the exact facts.

Bear in mind a dissatisfied patron never forgets. If one pays a little more for a first-class article than for a cheaper one, he has the satisfaction of knowing that though it cost him more than he may have intended, it is worth it.

How true it is that when a man has made up his mind that he wants some particular brand or some particular article, if he is over-persuaded, or if there is undue insistence and what he purchases proves to be inferior, he will never forget it. He will be afraid to go back for anything else.

Isn't it far better to satisfy a patron who wants the best. Even though you think you have something "just as good," get what he wants, buy it, borrow it, do anything to give it to him if you see his mind is "set on it." It pays to get the reputation of being accommodating. He will grow to have confidence in your judgment as to whether it is worth relying upon. Do not try to "put things over" unless your customer understands the situation fully and is willing to have them put over.

"LIKE THE ONE IN THE WINDOW"

How many times you hear customers use the above expression.

If your next customer should use that expression with you in connection with certain lines of merchandise, would you know what was meant? Are you familiar with the contents of your store windows today? Do you know what they contain?

Who should know most about the windows, you or the customer? Surely you do not wish a customer to trip you up about an article in your own store window. And you certainly don't like to have to walk out and look into your own window, while your customer points out to you what he wants!

And does this not also suggest the value of your window in changing it frequently so people will be reminded of things they may need.

The fact that a customer loses his temper is just the reason why you should keep yours. It takes two to make a quarrel.

GET THE CASH! OR AN ACKNOWLEDGMENT IN WRITING OF THE OBLIGATION

Has that old item "Accounts Receivable" again hit you in the face?

How is the total amount of this account going to effect your business?

How will the account look to your banker, to your stockholders, or to those who are extending you credit?

Will the account show 1, 3, 5, 7, 10 or more thousands of dollars of accounts receivable and unacknowledged in any way?

We have for several years been urging retail dealers to adopt a definite policy regarding sales that are not paid for in cash at the time of delivery. And now, more than ever, is the item very important, on account of the high price of goods and the inclination of consumers to buy and then take a chance on whether or not they will have the money with which to pay. Particularly is this true with salaried people.

With costs soaring in all directions, their wages or monthly salary go pretty fast.

Retail merchants will do well to start the new year with the policy, rigidly adhered to throughout the year, that unless the person or firm asking credit has a splendid financial standing in the community and therefore little if any doubt as to their ability to pay in a reasonable length of time, that some sort of acknowledgment of the obligation with a definite time of payment will be required at the time of the sale.

As we have said before, no sale is a good sale unless first, cash is received, and second, if credit is asked then a definite time of payment is set and the transaction acknowledged.

An item in your annual statement entitled "Bills Receivable" is very much better than "unacknowledged accounts receivable."

Consider Your Merchandise as Your Cash

No retailer would think of letting a customer have a hundred dollars in cash and charge it up to him on their books without a written acknowledgment of the amount and an agreement to pay the principal back on a certain date together with interest. But many retailers will take this same hundred dollars and buy merchandise with it and then probably turn the merchandise over to a consumer and charge his account, without any acknowledgment or promise to pay on a definite date. Such transactions are poor business and should be eliminated.

No man is wise who sticks so closely to business that he injures his health or narrows his outlook. Don't be unduly offended by what the other fellow tells you when he is angry. Stop and consider whether or not he is speaking the truth.

SOMETHING TO REMEMBER ABOUT PROMISSORY NOTES AND JOINT ACCOUNTS

Have you ever taken a note in some business transaction suitably endorsed, about which you felt reasonably secure?

You hadn't any too much confidence in the maker of the note, but the man who endorsed it was reliable and of ample means. And have you put that note away feeling quite safe and confident about it, thinking that if the man who signed his name on the front of it would not pay; that the other one would?

Don't be too sure that it is safe to forget this matter entirely, for an endorsement on the back of a note does not hold for all time automatically.

If Jones has put his name to the back of Waggle's paper, which is payable in four months, Jones expects that he will only be held for four months and at the end of that time Waggles will pay and free him, but if Waggles doesn't pay what is the situation?

Here it is. The one to whom the note is made, Green for example, must protest that note through his bank or serve other legal notices on the day that Waggle's obligation comes due. If Green does that he can hold the Jones' endorsement. But if for any reason the date slips by and Green does not claim his rights, Jones is freed and takes it for granted that Waggles has paid or Green is accepting the continuation of the note without any endorsement. If you have ever got tripped that way you will not forget.

It is a good plan to have a list of all outstanding notes with dates of maturity and to keep track of them in advance or else to deposit such notes for collection, for then the bank will take care of them. And even careless men have pride in keeping their credit good with the bank.

Joint Bank Account

Another point of which some may be ignorant. It relates to a joint account. At one time it was legally rutable for the survivor to use the funds of a joint bank account as his own or with which to carry on a joint enterprise. The inheritance tax and war conditions changed this, and ruling have been made that a joint account must go through regular processes of law to be available to the survivor.

Sometimes this is embarrassing if plans have been made according to early conditions. It is much safer to pay for a trustworthy legal opinion than to take any risks, for it is surprising how little information will be volunteered by those who might as well do so as not. It is always wiser to be safe than sorry.

Love may never die, but it gets awfully sick sometimes.

YOUR LAST CUSTOMER

When that last customer entered your store did you say, "Good day," or did you grunt and say, "Anything for you?"

Did you smile when you greeted him or did you wear a blank stare?

Did you rise at his approach or remain seated, giving the impression that you were too listless to offer service?

Did the last customer ask to be served or did you approach bristling with business and attention?

Did the last customer find what he asked for in your stock or did he leave without buying? Why didn't he place an order?

Did you serve the last customer to the best of your ability or was he compelled to drag the words from your mouth?

Did you have at hand the goods that last customer asked for, or did you dig under counters or in upper shelves, causing needless delay?

Did you display more goods than the last customer asked for or did you simply show what he asked for and let it go at that?

Did you carefully count, measure or select the goods asked for or did you guess at the quantity?

Did you handle the goods in a pleasant manner or toss them back on the shelves when he did not buy?

Did you chat in a friendly way with your caller while he was waiting for the change, or did you lose all interest in the transaction after the sale was made?

Did you call attention to other goods or novelties in your stock while the caller was waiting for his parcel to be wrapped?

Did you make a neat package or did you think that untidy bundle you handed him good enough?

Did your last customer impress you as one who would call again, and what method did you use to instill that thought?

Did you place the customer's change in his hand or "dump" the change in a heap and let him fumble for it as best he could?

Did you thank that last customer for his patronage or did you take his money without this courtesy?

Did you wish your last customer a pleasant "good day"?

Did you feel that he would call again, and if not, why not?

Did you realize that the last customer that left your shop is an asset to your business?

Are you satisfied with the one-article sale, or do you try to sell larger lots or articles of related use and value? Do you always thank your customer for his patronage? Of course, you have given him "value received," but he could have got that in other places.

You Write the Figures on Your Salary Check

(By T. M. Shearman)



D ID you ever stop to think that you, yourself, write the figures on your salary check?

You, yourself, say how much you shall be paid.

What you accomplish, your own actions, the thought and care you put into your work, are worth just so much money in dollars and cents.

If you have initiative, if you have ideas that are practical, or that can be developed into practical ones, suggestions that can be utilized in anyway to promote the welfare of a business, they are worth so much money, and any institution is more than glad to pay you for them.

If you are careful and particular in your work, if you are economical, if you save, not only by adopting short cuts and efficiency in doing your work, but likewise save in time, material and supplies, even in such apparently trifling things as string, wrapping paper, stationery, letterheads, envelopes—you are adding just so much to your salary.

On the other hand, if you are wasteful, careless, if you neglect your work, if you do it in a slipshod, slovenly, or inefficient manner, if you take no interest in what is going on around you, if you do not correct errors, those of yourself as well as those of your associates, of you are merely trying to "get by," you are deducting from your own salary—from what you really earn.

This doesn't simply apply to the heads of departments, to the managers; it applies as well to the office boy and girl, it extends on up through the institution, the bookkeepers, the salesmen and the stenographers, the buyers, the shippers, the packers. No one is exempt.

Lost Motion, "Putting in Time" Lowers the Figures of Your Salary

If you are wasting motion in such a simple thing as dusting a show case, or enclosing a circular, if you are using double the time, where half the time could accomplish the work just as well, you are worth just that much less.

There is no employer that would not rather pay for a thoroughly efficient careful worker as much as he does for two or three careless, indifferent ones.

As a matter of fact, careless or indifferent workers occupy just as much space as efficient ones.

The example and influence of a careless, time-wasting clerk or employe is bad for the rest of the force, so that the one first-class, alive, active, careful worker is worth many times two or three poor ones.

Would You Thus Waste Your Own Money?

How often have we seen clerks in stores

leave goods, tools, etc., in confusion or exposure? How often workers in various offices leave the stationery around to accumulate dirt, stamps and stamped envelopes left around loose, either to be blown away, swept on the floor or taken by the janitor. They may say, they had nothing to do with it, that they were not using them, nevertheless they are equally guilty with those who did, for these things cost the money of someone.

If it was their own money, their own stamps, would they be equally careless and indifferent?

How often have you looked into a clerk's desk and seen pins and rubber bands, broken pencils and erasers, left lying around loose, half-used, some of them not even worn out.

It is "nothing out of their pockets," sometimes they say, so why should they care?

Managers Selected for Work Done

No one inherits a business, especially the management of the business.

Managers are generally those who have done and can do the work which they superintend.

We have never yet known a thoroughly efficient or reliable manager who wasn't thoroughly competent and capable of doing the simplest work in the store or office, beginning with wrapping bundles, stamping letters, folding circulars, enclosing mail, or work of this nature. They have used the same thoroughness and carefulness in their work whatever it was. That was how they got to be manager. It is the carefulness in little things, the thought used in the detail of the business, by which they have grown and advanced from one step to another.

Such a man can easily "size up," or take in at a swift glance the situation with a group of workers. He does not need to be told who the workers and the shirkers are. It is hard to fool him, even though attempts are daily made to camouflage.

There is a certain sincerity about those who are doing their work honestly and conscientiously, and doing it to the utmost, that one who is less careful, less efficient, an expert in killing time, cannot by any possible means imitate.

Suggestions From Employees

Every institution, large or small, wants suggestions from employees. It doesn't make any difference what it is about as long as it is an improvement, as long as it effects an economy in time or work.

One does not have to be in an institution long to manifest his or her ability.

There are some employers who go even further in keeping track of the work of their employees than simply their hours of labor. They

find how they use their spare time, what kind of recreation they indulge in, the amusements they like. They learn something of their aims and objects, whether they are economical in their personal habits, whether they are saving any money.

You might say this should not concern anyone but the person themselves. In a way it does not, but then again it is indicative of whether or not you are going to make a success in life or not, and whether you are really worth while.

GET OUT OF THE RUT

Have you noticed how easy it is to get into a deep rut on the road and how hard it is to get out again?

There is a mental rut that is even harder to get out of, once we slip in. The rut that is formed by narrow thinking and narrow living.

Some people think and live so narrowly that before they know it they are traveling along in a rut so deep they can't see over the edges. They come to the conclusion that there is nothing worth while in life. They see only the sides of the rut. And the road ahead is a long, drab and discouraging groove. They lack vision.

No wonder that they are pessimists, cynics and scoffers. No wonder that they have no faith in anything when they have no faith in themselves.

Vision combined with faith and an answering will "to do" is the formula for success. Success is not inherited nor won by lottery. Success is the reward of vision, faith and endeavor.

"TAKE YOUR PEN IN HAND" AND WRITE US

When an Englishman is displeased with the condition of things, he sits down, takes his pen in hand and writes to his newspaper, or if it is a business matter he writes to his trade journal.

The paper forthwith publishes the same and invites its readers to give suggestions as to how the unfortunate conditions of affairs can be righted.

The subscribers of the paper, seeing the invitation, likewise give their ideas. Thus the editor of the paper, having the opinions of many practical people, is able to advance suggestions of value, and to give information worth hundreds of dollars to the various readers of his journal.

This is as much your publication as it is that of anyone else and we welcome your suggestions and criticisms as well as your praise. None expect to please everyone all the time, so send in your suggestions and ideas. They will be more than welcome.

DIFFICULTY WILL BE TO GET GOODS

Editor **HARDWARE WORLD**:

As to the policy that should govern merchants in their purchases for the ensuing year:

The present condition of the foreign exchange market in which there are no indications of improvement for several months at least, unless some of the projected plans for extending credit to foreign countries eventuate meanwhile, will mean a serious diminution for our export trade from now on, unless our purchases abroad are increased to an extent which does not now seem possible. The loss of this foreign business, however, should be made up, to a very large extent, if not entirely, by the need which exists in this country for increased housing facilities and other projects, public and private, which have been held in abeyance during and since the war, together with the need of the railroads for the general rehabilitation of their equipments.

At present everything seems to point to a shortage of both labor and material. If the present volume of trade should continue any probable falling off in the volume for a large part of the year, at least, will not offset this shortage which seems to point to higher prices for both, unless producers and merchants will be satisfied with smaller profits than those which have existed during the current year.

As we see it, the principal difficulty with which merchants will be confronted during the first part of the year, at least, will be in obtaining the necessary merchandise to meet the demands of their customers.

Very truly yours,

ATLAS TACK COMPANY,

Wm. F. Donovan, Pres.

FACTORIES WILL BE SWAMPED WITH ORDERS

Editor **HARDWARE WORLD**:

The indications are in our business that 1920 will be a very prosperous year generally, and it is obvious that it is going to be a tremendously big year for the automotive trades, which, of course, embraces the accessories. This makes it apparent that merchants should place their orders sufficiently in advance to insure deliveries of material when wanted, as every factory in the automotive line and the automotive accessory line is going to be swamped with more orders than they have facilities to take care of.

We do not urge any of our jobbers to over-stock. In fact, we urge them to carry in stock not more than a sixty to ninety day's supply, but the jobbers should watch their stocks carefully and be in sufficiently close touch with the source of supply to know how far in advance to place their orders to prevent there being a gap between the closing out of one stock and the time an additional stock is received. They should also take into consideration the transportation situation, which has not been good for some time, and which probably will grow worse. Very truly yours,

THE BLACK & DECKER MFG. CO.,

G. W. Brogan, Adv. Mgr.

The man who sticks too closely to business, who never allows himself relaxation and a chance to mingle with his fellows is the one who grows old early and who is foolishly anxious about many things. Work hard, when you work, and play in whole-souled manner, having as much fun as you can of a wholesome nature in your hours of recreation. The man who whines and goes to pieces when the tide turns against him is doing his level best to keep that tide against him.

KEEP STOCK WELL ASSORTED, BUT DON'T OVER-PURCHASE

Editor HARDWARE WORLD:

We believe that it would be wise for dealers to carry a fair stock on hand for spring wants, and would also advise them to get in their goods for spring as early as possible. What will be after July 1 depends upon circumstances.

We believe that present prices are entirely too high. We further believe that good many of the manufacturers are taking advantage of the situation, and are what we call profiteering. For instance, there is no reason why bolts, screws, hinges and a great many other goods should be from 300 to 500% above what they were five years ago. We are willing to admit that prices undoubtedly should be higher than five years ago, but not the advance that most of the manufacturers are asking.

Grateful to the Steel Corporation for Keeping Prices Down

In this connection, we wish to also kindly go on record that the consuming trade of the United States should be extremely grateful to the United States Steel Corporation for trying to keep down prices. For we believe that if the United States Steel Corporation had hogged the market the same as some others, we would be paying still higher prices than are in vogue at the present time.

These extreme prices that are being asked at the present time are detrimental to good business expansion. We do not understand, with the increased manufacturing capacity since the war time, why goods of all kinds should be at such a high value. But, we also would say further, that it is not what we believe, but the way it is.

Therefore, we would advise any merchant to keep his stock fairly well assorted, but not over-purchased, at least for the first two quarters of 1920.

The above is simply the way we look at it, others might not agree. Yours very respectfully,

THE STOLLBERG HARDWARE & PAINT CO.,
Toledo, Ohio. John Stollberg.

MUST KEEP UP STOCK TO KEEP IN BUSINESS

Editor HARDWARE WORLD:

We take pleasure in giving an explanation of our own policy in regard to the present conditions.

We feel that if one intends to keep up in his business it is necessary to keep up the stock in the regular, conservative way, but, of course, if one prefers to go out of business, and discontinue his stock, it is wise for him to close out under the present high inflated prices.

We are, therefore, keeping up our regular lines, by placing our orders for our needs from time to time, and we have been compelled to place them away ahead of our needs, owing to the lack of ability of the manufacturers to furnish the goods within the time they are needed.

We believe this to be a simple and safe method. We do not advise to speculate in any article under the present prices and conditions. Yours truly,

LOUIS HANSSEN'S SONS,
Davenport, Iowa. C. E. Hanssen.

It's all right to be satisfied with what you are doing, but let the other fellow pat you on the back. If you use your own energy climbing and giving yourself an occasional needed kick to keep in the upward path, you will not have time to hang bouquets on yourself.

KNOWS HIS BIBLE AS WELL AS HIS BUSINESS

Editor HARDWARE WORLD:

The position of the buyer today is very much like that of Lazarus in the parable of Lazarus and the rich man—glad to get the crumbs that fall from the rich man's table.

In our opinion, with the uncertainty of the market conditions and the general labor unrest and the almost inability of manufacturers to keep the jobber supplied, the buyer should look from six to nine months ahead in his purchasing. We do not believe that this is a matter of pure speculation, for with the almost incredible demand for goods of high quality a jobber should not be afraid to buy very liberally for the next several months.

It is our opinion that prices, in numbers of lines, have not as yet reached their top notch, and certainly no declines are in sight. However, the average buyer, with his intuitive knowledge of the game, as a rule can easily check himself in time. Business conditions will undoubtedly continue to be good, at least until far in next year, and the jobber who is doing the business is the one who has the nerve to take a chance on buying under the very uncertain conditions of prices ruling at time of shipment, and shipments being made any time the factory can accumulate enough stock on hand.

Trusting this will be of service, we beg to remain,

Yours truly,
KNIGHT & WALL COMPANY,
Tampa, Florida. J. F. White, Buyer.

ALL SEEMED TO HAVE LOST THEIR REASON

Editor HARDWARE WORLD:

The present situation is a most unusual one. No one can tell just what the end will be. Jobbers, manufacturers, laborers all seem to have lost their sense of reason, and none of us seem to be satisfied with what we are getting out of business, no matter how much that is.

Merchandise continues to advance, and is harder to get every day, and there seems to be little prospect of early decline, because of the unreasonable expectations of the three classes named above, and from further fact that labor must be short for some years to come by reason of the fact that we have had no immigration for the past five years.

Thinks Steel Corporation Must Be Lonesome

There may be other concerns that have been sane, and reasonable, but I recall particularly the fact that the American Steel & Wire Co. must be getting rather lonesome in its position of maintaining prices at a low level, and that they are to be commended for their position. The outlook of business for the immediate future was never better, and let us all hope that prices will not go any higher. Yours truly,

Atlanta, Ga. KING HARDWARE CO.

HINTS OF SALESMANSHIP

Don't deal in woe or tearfulness.

Most folks have a supply
Of wares like these, and cheerfulness

Is what they want to buy.

So deal in joy and truthfulness,

Put on a smiling phiz.

And you'll preserve your youthfulness

And do a lot of biz.

Some men drop all their money trying to pick up more.

Feminine Psychology and the Hardware Dealer

Study the Women of Your Community and Know to What Class of Trade You Are Catering

All the women are lovely—lovely,
All the women are fine,
Whether they wear their hair in curls
Or cultivate their mind.
Whether they're 20, 30, 40, 50 or 63,
All the women are lovely—lovely,
All the women for me.

You, Mr. Hardware Man, have probably known that all the time but did it ever occur to you to turn it into good, sound, Hard Wear philosophy, and apply it to your own business?

Have you ever stopped to consider women from a wholly business standpoint?

Have you made of them a business asset? If you have not, you are far behind the times.

Did you ever survey your own store, and note the vast number of articles that are there aside from the cut and dried hardware—electrical appliances, enamel ware, aluminum ware, tin ware, glass ware, pots, pans, kettles, dishes, spoons, cutlery, silverware, refrigerators, stoves, washing machines—why the very vastness and scope of the thing is an inspiration in itself, and when all these articles are set forth attractively, invitingly, what a joy they are to the heart of every woman. And when I say every woman, I mean every woman, for a woman is a woman at heart no matter in what station of life she may be found! Whether she is a business woman, a professional woman, a housekeeper, or a woman of leisure, she is attracted by nature to these things, and right there, Mr. Dealer, is where your problem comes in.

Study the Women of Your Community

You are going to sell these things to women, not to a woman, but to women in various phases of life, and you cannot throw a conglomeration of articles, hit or miss, into a pile, and expect to sell them to these women.

Study the women of your community, to what class of trade are you catering?

If you are located in an outlying district, perhaps in the residential section, or in the suburbs, or a merchant in a flourishing country town, every one of these sections has its distinct type of women.

The big city dealer has the advantage of appealing to all classes of women, in all walks of life, and he should make the most of his opportunity.

He has his window and counter display, his system of store display, and should be making much more money now than he ever did before.

Small Dealer Has His Opportunity Also

But this need not discourage the smaller dealer, for the world is big with opportunity, and his special field fairly sizzles with it.

Now, Mr. Country Dealer, what do the good women of your community want? They are housekeepers, most of them; they live for their homes and their families. They are just as "human" in wanting the same conveniences as their sisters in the city. Usually there is the keenest rivalry among them in the housekeeping line. They don't want expensive things, but they do want economical, good looking household articles that will make their kitchen attractive and lighten their work.

New devices in the cooking utensil line, aluminum ware, tin ware, enamel ware, metal ware, meat choppers, baking tins, bread makers, preserving jars, cutlery.

Put in a line of attractively displayed Rogers silver and see if you can't tempt Mrs. Jones to put in a set as a wedding gift for her daughter. And if Mrs. Jones does it, you can depend upon it that Mrs. Brown will do likewise, for Betty and Jane went to school to-

Last month we presented to our readers a woman's comment on the attitude of the average hardware clerk, and the impression that the average hardware store makes on the woman buyer. The suggestions there were perhaps especially directed to the clerks and salesmen.



MISS LILLIAN HOWIE

Miss Howie has written rather to the merchant than to the clerk. She has separated the hardware store in general into the rural store and the larger city store. Furthermore she has divided the women buyers into groups and suggested the appeal that should be made to each. Miss Howie has studied the hardware business for several years, and this combined with her general information makes her well qualified to write with authority on her subject. We cannot commend such an article as this too highly to our readers for careful consideration and practical application.

gether, and Mrs. Jones won't let her good neighbor "put one over on her."



Interest the prospective bride and make her a permanent customer.

Secure the interest of the prospective bride herself. These are the days in which she is thinking in terms of household equipment. Some well displayed wares, a little tact and kindly interest on your part and you have not only helped to equip her new home, but you have made of her a permanent customer. The progressive, up-to-date merchant should be alive to the possibilities of June and its accompanying weddings, as the officiating clergyman.

Women Influenced by Clean, Neat Appearing Stores and Wares

Women are sticklers for good housekeeping. Don't have any fly specks or dust on your enamel ware, tin or aluminum ware. Keep your dishes and utensils bright and shining. Put them where they can be seen, and arrange them attractively according to their size and use.

Give the new things an especially prominent position and be sure you can explain all their merits, pro and con. Neat little piles of saucepans, kettles, pots, roasters, etc., will attract these good women like flies to molasses.

All merchants sell cooking stoves. It would be a good drawing card to get some of the expert cooks in your vicinity to give a demonstration in your store. Advertise the proceeding in your local paper, make it a community affair, and you will be well repaid for your efforts.

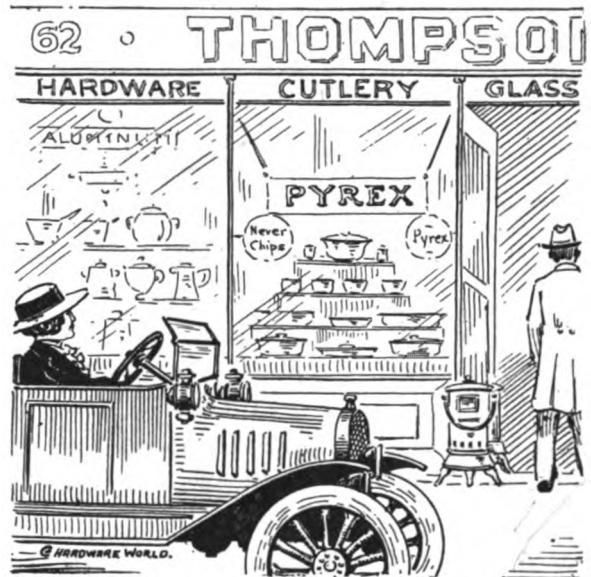
Women Always More Responsive

If your town is drowsy, wake them up. If it is getting just a little tedious selling hardware to men all these years, appeal to the women, and if you go about it in the right way you will find them more than responsive.

Read the advertisements in your trade magazines carefully, study the news pages for new goods and methods of disposing of them. Make your windows neat and attractive, selecting such objects for display as will appeal instantly to the economical and housewifely instincts of the observer.

Window display is an art in itself and each month the **HARDWARE WORLD** devotes several pages to descriptions and photos of sales making windows.

Mrs. Saunders has come to town with Mr. Saunders in their Ford. Mr. Saunders goes into the Thompson Hardware Store on the main street to make some purchases. Mrs. Saunders, sitting in the machine, is instantly attracted to Mr. Thompson's window display. Probably there is displayed there, some new Pyrex ware which Mr. T. has just purchased.



A self-appointed agent for your Pyrex ware

Mrs. Saunders remembers that she has read about the wonderful results of this new ware in some of her late housekeeping magazines. In an instant she is out of the machine, and at Mr. S.'s side. If he doesn't purchase that Pyrex now, he will later. Mrs. S. goes to the Ladies' Aid, her Community Club, or even to church on Sunday and starts the ball rolling. Mr. T.'s window display has been a success, and his store is in a fair way to become one of the most popular in the town.

Opportunities for Merchants in Larger Towns and Cities

The dealer in the larger cities and towns, or in the suburbs, should study the women folk of his vicinity.

These women are more leisurely than their country sisters. They probably have more money to spend and they are prone to want as much luxury as their purses will allow.



Make the practical, energetic business women your friends.

Get out your electrical appliances, set out your percolators and waffle irons, your toasters and silver ware. Display these things in your store and window to the best advantage, so when Mr. Business or Professional Man comes to the store with his better half to get some fishing tackle or something in the sporting goods line, or perhaps some accessories for his contemplated auto trip, she will not go away empty handed or without a "bee in her bonnet," as it were.

Everyone Influenced by What They See Displayed

If your store is large enough, set out a prettily arranged table, thus displaying many articles at a time to the best advantage.

If it is winter have an electric heater nearby; if it is summer an electric fan. Have these articles connected up so they may be set in motion and thus complete the effect.

An electric lamp with an effective shade could be lighted, if occasion required, to throw a pretty, soft light over the table.

Feature Goods for Each Holiday

If your store is not large enough for such a display, advertise more practical things, but do it to advantage. Take the seasons into consideration. Make each "red letter" day, or holiday, on your calendar a red letter day in your store.

Play up every opportunity to display different goods in different phases.

No mere man can realize what a train of thought the suggestion of a holiday arouses in the mind of a woman. If she has the wherewithal at all, she will immediately visualize some sort of entertainment, which will necessarily involve some little extras in table, kitchen ware or household equipment of some

sort. The hardware dealer who takes into consideration this phase of womanly psychology is a wise man indeed.

Woman a Complicated Proposition

These are two types of women, but patience, there are more! You never realized before, did you, what a complicated proposition the modern woman is, how many phases of life she occupies, and how her various needs must be supplied in each particular issue.

Did it ever occur to you that you were the logical channel through which many of these needs were supplied, that you and your store fill a big place in the life of our American women?

What about the business woman, the professional woman, the sports woman?

As you see the neat business woman, the pretty stenographers and clerks file by your store each morning, stand at your door and see if they glance at your window as they pass. If they do not, there is something the matter with it. Think a minute, and consider what these women want.



A cooking demonstration is one of the best sales arguments a merchant can use.

You can't sell them pots and pans, silver ware, preserving jars, kettles, baby scales, incubators, etc., for the simple reason that they have no use for them. But you can sell them a small percolator or toaster for their hasty breakfast, a thermos bottle to carry with their lunch, a small ironing board and a light electric iron to "do up" their shirtwaists in the evening. Possibly they want a little oil stove to heat their rooms or apartments in the evening, or a chafing dish to entertain their friends.

If you are in the pathway of these practical, ambitious women, make them an asset, make



A well set table is a joy to the heart of every woman. To the woman who has the time and means to indulge her fancy it is a positive inspiration.

them your friends, see to it that you have what they want, that they will patronize you and not pass you by and go to the large department stores because the variety is greater and they have seen what they want on display. You probably have that very same article, Mr. Hardware Dealer, but how do they know it unless it is put before their eyes, properly displayed and priced?

So there you have her, the American woman, with all her vast possibilities, with all her whims and necessities. She is your big business asset, she is your stock in trade, a vast portion of your success as a modern hardware dealer depends upon your ability to comprehend her, to classify her, to cater to her needs, to bring her to your store, and after you have brought her, to keep her there.

The New Year is before you. It is big with possibilities. Opportunity in the form of woman is knocking at your door. Open it Mr. Dealer and go forth taking with you the best wishes and hearty co-operation of the **HARDWARE WORLD** in this big, rich field of endeavor.

When you start to make a sale, whether it be little or big, stick close to the purpose in your mind. Do not be discouraged by sales-resistance, objections, or ideas contrary to your arguments. Be tolerant, let the prospect do enough of the talking to satisfy him, remain pleasant and cordial under all circumstances and give your customer to understand that the thing above all others which you want, is to please and satisfy him. Then, and not till then will you win out in the large majority of cases.

The man who changes his business policy so often that he doesn't know where he is at, is like the dizzy pedestrian who zigzags in front of an approaching automobile. Both are sure to get hit mighty hard some day. It's lots more sense to choose a path reasonably straight and to follow it.

An optimist believes—a peptimist does.

START SOMETHING

Start something, and then—keep it going!

Come out of your opium dreams;
Today is a good time for showing
The merit there is in your schemes.
You may be equipped to the limit,
May know just the right thing to do.
But if you neglect to begin it,
How can you put anything through?

Start something! You stand undecided,
And hesitate where to begin,
And soon will your best years have glided
To the past, with your one chance to win.
Though fortune be patient, don't flatter
Yourself that she favors you so
That she'll guide you to triumph, no matter
What contempt for that favor you show.

Start something! The motto "Manana"
No winner e'er chose for his own;
Inscribe "Do it Now" on your banner—
Of success the philosophers' stone!
You were placed here to work, not to idle;
Scorn to dally existence away;
On your wayward will tighten the bridle—
Start something! Start something today!
—Spencer Ellis.

MENTAL HONESTY

Use the dictionary, the encyclopedia and the atlas. Look things up. Get your meanings clear. Don't take words for granted.

Don't imagine that you have to form a definite opinion on every subject that arises. Ninetenths you must just lay on the shelf and await further evidence. The way to be an intelligent and well informed person is to begin by being an honest agnostic (one who doesn't pretend to know).

Keep open-minded. Be hospitable to new ideas.

Have fixed principles, not fixed opinions. Opinions ought to change as you get new information.

Think as a judge, not as a lawyer. Try to understand, to get at the truth, not to prove you are right.

Never mind about being consistent. Be honest.

Listen to those who differ from you; be careful of yourself with those who agree with you.

Nothing is more beautiful than utter loyalty to truth, and a willingness to acknowledge it wherever you find it, and to follow it wherever it may take you.

Of course we hope you will have good luck on your side, but also we hope you will not wait for luck. You can make your own luck by hard work and the use of common sense.

Pushing Tools in February

Methods Used by Successful Merchants

COPIOUS RAINS

Have made conditions ideal for gardening operation. Good seeds and

GOOD GARDEN TOOLS

get results. We carry a stock of the best garden tools, consisting of hoes, rakes, spades, shovels, pruning shears, lawn rakes, etc. Take advantage of the many specials offered in house and garden

TOOLS

offered during our Great February Tool Sale
HARRIS CO.

In this way the Harris Hardware Co., San Diego, advertised their sale of tools in February.

Of course it is only in the warm southwestern climate that garden tools could be advertised to advantage so early in the season, but the general line of carpenter's tools could be pushed to advantage at this season in any section of the country.

Axes are an especially timely line to push during this month, and so are hatchets, owing to the fact that they can be linked so effectively with the hatchet that cut down the famous cherry tree.



Bering-Cortes' Washington's Birthday Window that was an effective sales-maker.

The Bering-Cortes Hardware Co., Houston, Texas, made good use of this date to arrange a Washington's Birthday window, and at the same time call special attention to their Keen Edge line.

On an easel in the center was a life-size bust painting of Washington, and above it a framed picture of shield and flags. From these two pictures, to the floor and sides of the room extended twisted ropes of red, white or blue crepe paper.

What aroused the greatest interest, however, was a chopped down young tree, with the hatchet still remaining in the deep gash, which was placed in the foreground. Here, too, with edges imbedded in cork blocks were shown a number of specimens of hatchets and axes, each with a little price card attached.

The newspaper advertising of this firm was equally timely, and by its practicality caused the sale of many axes. It was adorned with the cut of a man with an axe over his shoulder and was headed:

AXES THAT CUT

are the ones to buy.

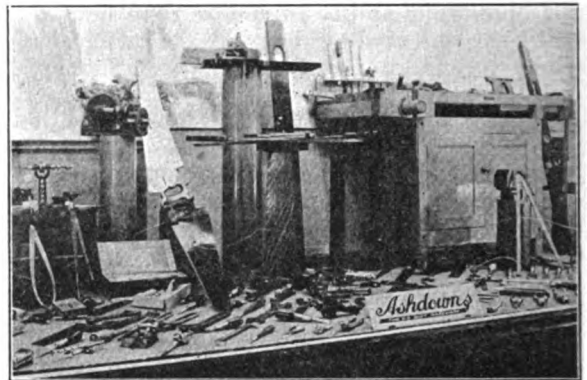
WE SELL THEM.

Even if the war is over, that is no reason why you should not conserve. Coal, like everything else, is scarce and getting scarcer.

Collect the scrap lumber and wood that is lying about. Chop it up and feed it to the furnace or the kitchen range.

Call on us for

Axes, Hatchets, Files, Saws and Saw Bucks.



The Ashdown Hardware Company, of Winnipeg, believe their sales windows one of the most effective methods of advertising.

Now that the coal shortage is being felt more and more, the suggestion that one purchase a hatchet or axe and use all the spare wood comes with special force.

Canada, of course, doesn't feature Washington's Birthday in February, but our Canadian cousins know equally well the value of concentrating on a single line, and a February tool sale conducted last season by the Ashdown Hardware Co., Winnipeg, Man., proved so successful that it should induce many other hardware men to go and do likewise.

Their tool window showed such an array of usable tools, in such attractive setting, that

every man who saw it longed to get one of the saws, planes or hammers into his hand. A canvas drop depicting the erection of a house was hung in the background. At one side stood a carpenter's bench, with a complete tool rack at one side, while scattered over the floor was a multiplicity of small tools. A card hung on the side wall suggested:

Take a day off to fix up things around the house and garage. Why not put in some of these cloudy, rainy, disagreeable days in improving the looks of your home.

If you have "Blank" tools the work will be a positive pleasure.

WE SHOW THEM AND SELL THEM

One of the catchiest ways of bringing up the sales of the tool section was that adopted by the hardware firm of Backus & Morris, Portland, Ore. The entrance to their store is a long V, with show windows on either side. At the head of this V is a large bronze owl, three feet high, which bears on its breast, in white letters, "Get Wise." Attached to the top of the owl's head is a glass topped box called "The Owl's Nest," the top of the box being of convenient height so that all who entered the store, or passed close to it could look into it.

Within the box was an electric light, that alternately flashed and disappeared, so that even the most unobservant had their attention called to the box. During their February tool sale there was shown in the box a single tool, with a card "Special price, this week only." The tool was changed every week, and each week the special for the following one was advertised, so that in the course of the month many new faces were seen in the store—being those who had come to purchase the tool that met their special needs. To all who came was given a little folder:

**AN HOUR IN THE MORNING BEFORE
BREAKFAST**

will put roses in your cheeks as well as in your garden. Our GARDEN TOOLS are of the most durable materials. Warranted to stand long and arduous service.

Inside were cuts of a number of garden tools and prices on all the standard implements, together with special discount when purchased in sets.

But while many purchases are made on sight a different method must be adopted in dealing with rural customers, who are in town only at rare intervals. The same applies to residents of nearby small towns, who probably come only once in several months. All of them are in the market for garden tools, however, if not for those of the household variety, and a crisp letter will interest and set them to think-

ing. It should be mailed well in advance of the time when these tools are needed. In fact, the best time to call garden tools to their attention is when the seedsmen are sending out their gaily illustrated catalogues. One of the leading hardware men of Sacramento tried out this plan to good advantage, his letter being brief, yet of a nature that at once suggested a consultation with the firm regarding garden seeds and tools:

Dear Sir:

An early start in the garden has much to do with the making of a successful crop. Before you can have produce you must have seeds, and before you put seeds in the ground it must be properly worked, and before you can properly prepare the soil you must have garden tools.

**A GOOD GARDEN DEPENDS LARGELY ON
GOOD GARDEN TOOLS**

If our present special prices on garden tools, seeds and fertilizers appeal to you, we will be pleased to see you.

Yours very truly,

BOWMAN.

**WHY UNIVERSAL TRAINING FOR CITI-
ZENSHIP, HEALTH AND NATIONAL
DEFENSE IS NEEDED**

Because we know

It will build up our health and strength.

It will unify our citizenship and wipe out the red flag.

It will instill respect, courtesy and consideration for others.

It will teach hygiene, care of the body and clean living.

It will Americanize our diverse foreign element.

It will produce higher types of citizens.

It will, authorities say, reduce crime 50 per cent.

It will bring understanding, tolerance and co-operation.

It will practically double our man-power.

It will lengthen and strengthen life and add to efficiency.

It will make us safe with a smaller standing army.

It is the only fair, square deal—equal opportunity and equal obligation.

It trains for service, but no service can be required except by act of Congress in case of war.

We have the cantonments and equipment.

The country needs it.

The people are ready and the boys are eager for it. Prompt action by Congress is necessary from every viewpoint. Make the cantonments great national training schools through the co-operation of the drill master and the school-master.

Why not? The American Legion endorses universal training.

The Winchester Sales Plan

NO ANNOUNCEMENT in recent years has attracted greater attention from the trade, both wholesale and retail, than the sales plan of the Winchester Repeating Arms Company.

Meetings and conferences with wholesalers and retailer are being held in all sections of the country, and the matter is being most thoroughly discussed at the various retail hardware conventions that are being held as this issue goes to press, and also during the present month.

The trade regards this plan of the Winchester Repeating Arms Company with much apprehension.

Recently the executive committee of the National Hardware Jobbers' Association held a conference with Mr. J. E. Otterson, president of the Winchester Repeating Arms Company, who discussed the matter quite thoroughly with the executive committee of the jobbers' association.

Secretary Fernley, of the National Hardware Association has issued a report of that meeting, which follows.

This, we believe, will enable the trade to obtain a very good idea of the plan the Winchester people have in mind. They frankly admit that it is an experiment on their part, and that their plans will be modified or changed to suit the conditions as they develop.

We are submitting this report issued by Secretary Fernley, believing that it gives both sides of the question as far as they have developed up to the time of going to press.

It is well known that the policy of the Winchester Repeating Arms Company heretofore has met with the approval of the trade, both wholesale and retail, and they have had their active co-operation and support for many years. Their changed views and policy is naturally a matter for discussion and the Winchester Repeating Arms Company doubtless welcome this as much as anyone else.

Secretary Fernley's report follows:

Mr. Otterson: The Winchester Co. proposes first to broaden its line of manufacture. We expect to manufacture a number of articles upon which we will put the Winchester brand and name. We will manufacture cutlery, skates, fishing tackle, flash lights and a line of tools.

Our production in this sense will, of course, develop gradually. We do not start out with a large production.

We have decided to sell these new products direct to a selected list of retail hardware dealers throughout the United States in towns less than 50,000 population and to offer them for sale in stores owned and operated by the Winchester Co. under the Winchester name in towns greater than 50,000 population.

We will not sell these new Winchester products generally to the hardware trade. We will not sell them to jobbers—we will not sell them to retail merchants other than our selected dealers.

They will be sold in only two places, viz.; Our own stores in the larger cities and our selected dealers in the smaller cities.

We will likewise sell our guns and ammunition direct to these selected dealers and through our own stores in the larger cities.

We will also continue to sell our guns and ammunition through the jobbers generally as we have heretofore if the jobbers will buy from us.

Our selected dealers will, therefore, have the exclusive sale in their town on all Winchester products with the exception of guns and ammunition.

Our exclusive dealers cannot buy from us any article of hardware except that upon which we put our name.

The large majority of our articles will be made in our own shops. There will be a few articles made in other shops which will bear our name, but which we are not prepared to manufacture ourselves, but which we are putting into our line in order to complete it.

It is not our present plan nor our future plan so far as we have any vision or idea to go beyond this in the matter of jobbing or competing with you jobbers. We are not going into the jobbing business.

I think, Mr. President, that is a brief statement of our policy.

Mr. Bihler: In connection with the brands of goods which you have taken over. Certain jobbers have been selling those lines for a great many years. I understand from your remarks that you will no longer market these goods under the old name, such as Barney & Berry Skates; Kendryx Fishing Tackle, etc.

Mr. Otterson: That was our original idea and may be modified. That depends a little on the jobbers' attitude toward us. If we do sell to the jobbers, these lines will be sold under their old names and not under the Winchester name.

Mr. Decatur: I would like to be informed by you if we are to be in a position to sell the retailer loaded shells, ammunition and arms at the same price as you sell the Winchester stores?

Mr. Otterson: Probably not—what our price will be to the selected dealers is, of course, a matter of determination. When we have our new plan in force we will be able to determine it—it may be that we can distribute at a lower cost than you do, in which event our exclusive dealers will have a lower price than some dealer in the same town would have to pay.

Mr. Decatur: We have come in contact with many of the men whom you have signed up. They have been impressed with what your solicitors have said to them that your policy in the very near future is to eliminate the jobber.

Mr. Otterson: It is not our policy to eliminate the jobbers on Winchester guns and ammunition. Whether we do or not, I think it depends more on you than ourselves. If our present plan is successful, it is our plan to continue it—if it is unsuccessful, it will probably be modified. Whether it is successful depends largely on your attitude toward us. I think there is still an incentive on the part of the jobbers to continue to sell Winchester guns and ammunition. The fact that we have gone into competition with you in this one particular, does not warrant the suggestion in our mind that you go out of the business.

A Member: What is the incentive?

Mr. Otterson: That there will still be a profit to be made and your customers to be served. We do not expect to eliminate the profit any more than we have in the past. We are not going to reduce your profits. We are going to sell you as we have sold you and as favorably as our competitors have sold you.

Mr. Bihler: Some of the gentlemen whom you have signed up are today buying Winchester arms within 5 per cent of your price to the jobber. Can the jobber afford to meet your competition?

Mr. Otterson: We have not solicited any business in guns or ammunitions from these selected dealers, as all our salesmen have instructions not to solicit any business.

I can give you this assurance that whatever mistakes we make, it is not our thought to conduct business at a loss. If it costs us more than 5 per cent they will be charged more than 5 per cent.

On the other hand, should it develop that we can distribute more cheaply than you can to these exclusive dealers, I think you will agree that it is an entirely sound plan on our part to do so.

Mr. Decatur: I would like to ask Mr. Otterson what he would do if he were in our place. You naturally would not distribute any merchandise at a loss?

Mr. Otterson: I recognize that the wholesalers have rendered a service to the dealers that we cannot render or do not propose to render. You have occupied in some instances paternal relationship toward them and I have not the slightest doubt but that the service you have given them is worth more to them than the service we can give them. I do not consider that under the circumstances like that, it is necessary for you to meet the price that we make to these selected dealers if that price should be lower than the price you would be able to make to your dealers.

I think your dealers will ask it and expect it, and I think under those circumstances that it is our duty and opportunity to explain to them the benefits which grow out of the services you have given them in the past and expect to render them in the future.

I think you will agree with me that hardware merchants throughout the United States—take any two or three in a given town—very frequently one of those merchants can buy goods at a lower price than any other merchant in the town can buy them. He continues business—he does not go out of business—if there is a demand for those goods, he carries them.

Mr. Bihler: For a number of years, the Winchester Co. have issued a schedule showing recommended prices at retail. Will your Winchester stores in cities under 50,000 population be required, under their contract, to strictly observe that suggested schedule, which heretofore has allowed the retailer a very fair margin of profit?

Mr. Otterson: I do not believe there is any specific clause in our contract with the retailer on that point. Our policy, however, shall be to use every influence we have to insist that those dealers generally maintain this suggested retail price, and we believe we will be successful in that matter. They are not going to operate cut price stores on the Winchester goods if we can prevent it. How far we can go you know better than I do.

Mr. Hulburd: I would like to ask the question as to just what idea is back of the new Winchester policy—is it the thought that the economic plan of distribution through the jobber is fundamentally wrong or is it because of the necessity of finding an output for a very large production which it was feared could not be distributed by the jobber?

Mr. Otterson: The first purpose was to find an output for the production of a factory which had been greatly enlarged and which could not find sufficient business in existing lines. We became convinced that we could not find distribution for it through the channels through which we had previously distributed our goods and that some other plan of distribution was desirable and necessary, and we devised this plan.

I believe that there is a place for the jobber, that there always will be in the hardware trade. I believe that he has a legitimate sphere of activity and nothing we can do will change that, and our plan has not that for its purpose.

I believe that our plan is economically more sound than yours. If we were to go into the general line of hardware with the idea of doing a general hardware jobbing business and were to travel salesmen to the extent you do, covering the territory as carefully and frequently and rendering to the dealer the kind of service

you render him, then I believe our cost would probably be as great as yours, but it is not our intention to do that.

I believe that a large manufacturer like ourselves, making a selected line of articles and selling them to a selected line of dealers, can distribute them more cheaply direct.

Mr. Hulburt: We have always pushed the sale of Winchester goods, and I think the question of incentive is one which is very important. If the jobber must go to the trade and admit that he is handicapped to the extent of 12½ per cent, how is he going to get anywhere?

Mr. Otterson: I should think that the number of dealers to whom we will sell guns and ammunition directly will amount to something less than 10 per cent of the dealers now handling ammunition. In other words, we sell 10 per cent—the remaining 90 per cent you have. We are not going to sell them directly.

Mr. Hulburt: I am simply seeking for information; the point is—is it fair to impose a handicap on 90 per cent of the trade for the benefit of the 10 per cent?

Mr. Otterson: I do not quite see how you can question the fairness of it—it is entirely legitimate.

Mr. Fernley: Mr. Otterson, will you allow me to ask you what your position would be if a jobber were willing to lose money and sell his customers at the same price you make the selected Winchester Stores?

Mr. Otterson: I do not know that there is much that we can do or that we would have to complain of in that manner.

Mr. Fernley: Mr. Otterson, it has been reported that at different meetings of retailers you have given the impression that the jobber is a parasite.

Mr. Otterson: I have never made the statement that the jobber is a parasite publicly or in private so far as I know. We have been quoted by the jobbers all over the United States as having made that statement. Gentlemen, I think you have a distinct service to perform. If you hear statements to the contrary I hope you give me the benefit of your doubt.

What I did say in Syracuse and Boston was I presented to them certain economic arguments to show that we could present goods to the retailers at a lower price by distributing directly than by distributing through the jobber.

* * *

Since that time we have dropped discussion of that character, and so far as I know in subsequent meetings we have not attempted to sell our plan to the dealers on that basis—to try to demonstrate the economic soundness. I regret this misunderstanding even if it has been somewhat misrepresented.

What we propose to make amounts to between 10 and 15 per cent of the business done

by the retail hardware merchants. If we take that portion of their business and build it up and stimulate it and increase its volume, I believe we will increase in other lines as well.

If we are successful in our plan, I firmly believe it is going to mean a larger volume of business to you as jobbers. I will be glad to see you get it. I am with you when it comes to constructively promoting the hardware business of the United States.

TO THE MEN OF AMERICA

(By Rose Trumbull, Scottsdale, Arizona)

You talk of your breed of cattle,
And plan for a higher strain,
You double the food of the pasture,
You heap up the measure of grain;
You draw on the wits of the nation,
To better the barn and the pen;
But what are you doing, my brothers,
To better the breed of men?

You boast of your Morgans and Herefords,
Of the worth of a calf or a colt,
And scoff at the scrub and the mongrel,
As worthy a fool or a dolt;
You mention the points of your roadster,
With many a "wherefore" and "when,"
But, ah, are you conning, my brothers,
The worth of the children of men?

And what of your boy? Have you measured
His needs for a growing year?
Does your mark as his sire, in his features,
Mean less than your brand on a steer?
Thoroughbred—that is your watchword,
For stable and pasture and pen;
But what is your word for the homestead?
Answer, you breeders of men!

If you want information, a special favor,
or help of any kind, get as near up to the head of the line as possible. The whippersnapper at the door will assume the airs of a grand duke. It's the big man who is kindly, interested, helpful, and genuinely intelligent. That's why he is the big man!

J. Ogden Armour, at a recent dinner, spoke in defense of the meat packers. Among other things he said: "Our enemies willfully misconstrue our statements. They misinterpret our motives as bad as the little child to whom the Sunday-school teacher said: 'Ethel, tell me something about King Solomon.' To which Ethel replied, 'King Solomon was a very rich king and very fond of animals.' 'Why do you think he was fond of animals?' asked the teacher in surprise. 'Well,' said Ethel, 'it says in the Bible that King Solomon had 900 wives and 1,000 porcupines.'"

Must Produce More and Talk Less

**Production, Not Phrases, Are Needed in the
Crucial Times of International Unrest**

(By W. A. Appleton, President International Federation of Trade Unions)

(Editorial Note: The following statement by the man who was recently elected at Amsterdam, President of the World's Federation of Trade Unions, is of the greatest significance at the present time. Mr. Appleton points out that phrases and catch-words are everywhere taking the place of production. Unless the world produces it cannot live. While the statement is made in regard to conditions in England, it applies everywhere.)

THE tragedy which threatens to overwhelm Britain proceeds in regular fashion. Gradually, but definitely, is unfolded the plot to bring misery upon the people in the expectation that misery may advance revolution and exalt the demagogues who would become autocrats.

There has been the battle of phrases, the avalanche of promises, and the sapping of moral fiber. Today there is the game of tactics between the revolutionaries who control the Miners' Federation and the Railway Workers' Organization. Tomorrow one may confidently anticipate the outbreak.

Circumstances follow each other with the regularity, though not the harmony, of a musical cadence. There has been preparation, now there is percussion, and tomorrow there will be resolution and revolution that may involve dissolution of the British Empire.

In the battle of phrases, even the government has joined. It has seen salvation in ninepence for fourpence, in acceptance of the demand that workers should be remunerated according to their desires, instead of according to their earning capacities, in the resuscitation of the discredited labor laws and conditions of Edward III. It has permitted and does permit fraud in high and low places to go unpunished or under punished.

The government is at a disadvantage in the battle of words and promises. It is expected to make good its utterances and fulfill its promises. This involves expense, and in endeavoring to raise the money with which to meet expenses, the government incurs opposition and unpopularity. So far it has met the situation by more words and more promises, and by the creation of an administrative machine which it estimates will, this year, cost one hundred and sixteen and a half millions! It has so far found no method of turning the developing tragedy into a drama with a happy ending. It has still no ascertainable policy.

Teachings of Economics Ignored

A few weeks ago an eminent Polish statesman asked me whether the men who formed the British government had read history or studied economics. I hastened to assure him that most of them had passed through the pub-

lic schools and the universities, and that, presumably, they were conversant with both subjects. "Then why in the name of greatness do they ignore the teachings of history and economics in their treatment of internal politics?" The answer to the supplemental question I was unable to give, and yet I do not know whether it is ignorance or incapacity or fear which prevents the promulgation and enforcement of a policy aimed at conserving the real interests of the empire.

The few men who frighten the government and mislead labor and through labor the whole empire, start their campaign with many advantages. They have, in the main to deal with an unthinking proletariat. They may enrich their promises with rhetoric's choicest ornaments; they may build not castles in Spain, but empires on formulae. They have no responsibility. They usually suffer from moral obliquity and constructive paralysis.

To demand rather than to provide is their metier. The consequences of these demands are either beyond their intelligence or without influence upon their consciences. They will cheerfully adopt and promulgate every panacea of the ancients or the moderns, and just as cheerfully discard and forget them. Whoever dies they live; whoever fails, they are triumphant.

It is no use analyzing intentions. A nation faced with strangulation can only deal with effects and the effects of the propaganda which these revolutionaries have fathered are culminating in disaster.

The Peril to the World

The friends of the men really responsible for the troubles in the mines and on the railways and in the docks may argue that all of them are altruists, but to the average man it seems very much as if their altruism was for abroad and not for home. Whatever their intentions, the fact remains that they have brought English industry into perilous circumstances and British workmen to the certainty of grave suffering and possibly starvation.

Faced with a restriction of output of coal and an inefficient and costly system of railways, faced daily with sporadic strikes, what will the government do? What will the nation do? The answer to the first question is easier to find than that of the second. The government will do what it has been doing since Mr. Asquith gave his fatuous advice to follow prices

with wages. It will temporize in the Micawbean hope of something turning up.

Salvation lies now, as always, with the nation. Upon the manner in which it faces the situation everything depends. Each individual must accept his own share of responsibility and perform his own task.

The flooding of mines and the cessation of work on railways destroys wealth and rots food. It is useless to talk of taxing wealth which chicanery and folly have destroyed, or of enjoying food which unreasoning railway men have left to perish. Every man and woman and child in Britain will have to pay for the past and current week's follies, and the poorest will pay most, because they will pay in actual suffering, while the well paid will only incur the disadvantages of straitened circumstances.

It is up to the individual to study for himself the economic situation and to act accordingly. He must learn to appreciate for himself the significance of imports £1,319,338,591, and exports £498,473,065. In effect this means that as a nation we are spending one shilling and three halfpence and earning a little less than fivepence. Our re-exports, too, have fallen from £111,737,691 in 1912, to £31,956,029 in 1918. And that in spite of existing inflated values.

These figures are like the pulse of the national life. They indicate grave derangements and almost certain catastrophe.

The state is often described as a ship. Today the ship is on a lee shore, and all hands must work at maximum speed if she is to be saved from utter wreck.

—Printer's Ink.

SALESMEN, MERCHANTS AND JOBBERS CONTEND WITH SELLING NON- ADVERTISED GOODS

The time spent by salesmen in "missionary" work, in introducing the unadvertised article on the false theory that the buyer is given the benefit "of a lower price because it is not advertised," is entirely erroneous.

It is well known that a manufacturer who is able to produce in quantity can sell far lower than the man who can only produce in lots of a dozen, or a gross, or a few hundred gross, depending upon the article.

Every jobber and salesman likes to have in his catalog articles that are advertised to the retail merchant.

Every manufacturer's representative knows it is far easier to sell a jobber or a dealer what he has seen advertised in the pages of his trade journal or magazine.

If you haven't any other use for the magazines you need to see them for the sake of examining the advertising pages to know what is being advertised in your line.



"MR. UNKNOWN'S UNADVERTISED LINE"

You've met him many times—this soft-spoken, camouflage wordstringer, with his "Come On" sales talk. He represents Mr. Unknown's Unadvertised Line and his bait is "larger individual profits."

"Oh, yes," he says, "we don't advertise our line, you know. No, indeed, we give the merchants all these profits." But he forgets to mention that every line to be sold must be pushed; and that when the manufacturer does not push it then the jobber or merchant must do all the "educating."

The suave, vaseline-coated representative of "Mr. Unknown's Unadvertised Line" doesn't mention that an unadvertised line lacks good will, established reputation and confidence. He forgets to tell you it's darn hard to sell his unknown, because unadvertised, line. He fails utterly to state that fully 90 per cent of the dead stock on merchants' shelves today is of the unknown kind.

He gracefully overlooks these all-important points and confines his talk to "my article is just as good," and attempts to dazzle his prospects with the bigger individual profit idea.

He thinks he is clever, this fellow, but he doesn't put it over so easily these days. Modern merchants are learning the value of gross profits, assured volume, good will, public confidence, established reputation and advertising co-operation.

They realize that even a possible 6 or 7% more individual profit on an unknown line they must push themselves doesn't amount to much when they can sell from 25 to 100% more of the advertised brands—and with much less effort.

THINKING IN BUSINESS

It's remarkable how few people outside of the old man who think in or about the business they're in.

Naturally the boss is chuck-full of the things that make his business pay.

But watch his associates come in.

The office kid arrives with a whistle and emphasizes his arrival by a slam of the door. He never stops to think of the trifling janitor jobs that could begin the day with a tidied up place.

Then comes the stenog. No one has it on her, as with a cherry "good morning" she prances to her quarters, where she hangs up her hat and wraps and then—

It's out with the mirror and the puff. She takes the wonderful God-given complexion that is the beauty heritage of every girl and fills up her face with tiny particles of clogging powder.

When she's made herself as artificial as possible, she's ready to start the work of the day, which she begins by running down the hall.

What time have girls, after allowances for dolling up, the lavatorial marathons, the personal telephones, the idle chattings, to think of things to do?

Like office boys, most girls require their work to be handed them at that, a piece at a time.

Now the bookkeeper is here. We haven't a word to say. He just can't help keeping quiet and methodical, painstaking and accurate. He travels in a well-worn rut. Let's not get him ambitious. He might quit and we'd have a dickens of a job to get another. Besides, he's good for a touch.

Here are the salesmen, glory be! But what a variety of clothes—and each esteems himself the cock of the walk. One smokes a fat cigar, and bangs it without regard to the possible presence of a customer.

Another stops to kid the stenog. Another sends the boy out for gum. There are some hawking of throats and blowing of noses. There's one who missed the cuspidor and put a nasty spot on the floor.

Then there's the last, but on time, the fellow who industriously checks up his calls for the day; asks for special advertising matter for new trade; inquires of certain stock and gets the condition of the shipping room. Advice is sought of the boss about handling some back order complications.

This bird thinks.

He lands the largest sales, his customers are glad to see him, he acts in spirit as if the business were his, but his manner is far from cheery.

He's a rara avis.

He furnishes service.

Because he thinks.

There's little need of having think signs around if the men, women and kids who constitute business organizations would take a tumble to themselves.

Thinking in business originates within, not by mandate from without.

There's little to be accomplished by training—all we can do is to grab the thinkers as best we can and replace the inefficient as opportunity occurs.

But—don't hang think signs around that may deceive the public with the notion you've a real service, unless you have it.

—Western Lumberman.

POSTOFFICE DEPARTMENT UNABLE TO PAY \$25 CLAIM FOR AN INSURED ARTICLE LOST IN MAIL

Insurance men who encounter the individual who maintains that the government is better equipped to handle insurance than the private companies might invite the doubter to take the following home and try it on his ukulele:

"Editor New York Sun:

"Dear Sir: You were good enough to publish some few months ago a letter from me telling of my unsuccessful efforts to get the Postoffice Department to give me some satisfaction in regard to an insured parcel post package containing a diamond stick pin lost in transit from Huntington to Castleton, N. Y.

"Senator William M. Calder took the matter up for me, and after persistent and determined effort he has at last, exactly one year from the date the pin was lost, received from the Postoffice Department the following letter which he has been good enough to forward to me:

"My Dear Mr. Calder: Referring to your letter of the 4th inst., you are informed that the claim of Mrs. Paula Henninghouse has been allowed for \$25, but payment cannot be made at this time as there is no money available for that purpose. A request for additional funds was submitted to Congress by the Postoffice Department, but the entire amount was not granted, and it is therefore necessary to await future action by the Congress toward providing an ample appropriation. Estimates for additional funds have been submitted. A warrant for the amount will be mailed just as soon as an appropriation is made by Congress.

"Yours very truly,

"W. J. BARROWS,

"Acting Third Asst. Postmaster."

"The Postoffice Department is still insuring parcel post packages without funds behind them as a guarantee. If a private corporation did such a thing how long would it be allowed to continue to receive money under false pretenses? Another thing: What has become of the tremendous surplus Mr. Burleson declared he had earned with his system?

"ADRIENNE M. HENNINGHOUSE."

MAKING THE CLERK WORTH WHILE

Time and again the complaint is voiced, "It's hard to get good clerks."

And coupled with this goes the further complaint that the clerks now-a-days don't seem to be at all interested in anything except getting their wages. Further coupled, if further coupling is legitimate, is a wish for the "good old days" when the apprenticeship system was in vogue.

As a matter of fact, I wouldn't like to say that the clerks of nowadays are deteriorating. Human nature is the same as fifty or seventy-five years ago, or a thousand years ago; and there will be, doubtless, good clerks and poor clerks till the end of time. And, whether they be good clerks or poor clerks will depend, as always, upon the clerk himself in part, and upon his employer in part.

There are now, as there always have been, salespeople who have gone into a particular line of business, not merely to earn a living, but because they are irresistibly drawn to that line.

There are born druggists and born hardware men and born paint men, just as there are born artists and born musicians and born poets—and born fools. These people are what they are because they couldn't be anything else on earth. And such people will make their own way—they don't seem to need much training.

Necessity of Training

But the great multitude of everyday people won't achieve their best without training and encouragement. And the employer who wants to see his clerks roused from indifference to interest must first of all throw off his own indifference and take a personal interest in them. The instinct of self-preservation, if nothing else, should inspire the employer to do this.

I know as a fact that in a good many stores new clerks are practically left to shift for themselves and to teach themselves the business. The process is something like this: Mr. Blank advertises for a clerk, bright and willing. A young fellow just out of school applies for the job. They dicker ten or fifteen minutes about salary, and then Mr. Blank engages the newcomer and turns him over to an older clerk to look after. Mr. Blank has meanwhile sized him up, and, perhaps, asked a few casual questions as to his education, parentage and the like; anyway, he regards the clerk as a fairly hopeful proposition. If he were utterly hopeless, Mr. Blank wouldn't engage him.

But from that moment on, Mr. Blank gives the new clerk practically no attention whatever except to scold him vigorously when anything goes wrong. And then he complains that clerks now-a-days are not worth their salt, and he pines for a return to the old-time apprenticeship system.

The Apprenticeship System Is Gone

and it can't return—not in America. It is incompatible with the spirit of the country. And if it were possible, and apprenticeship did again come into vogue, Mr. Blank would be one of the first and most vehement kickers. For, under the apprenticeship system, one of the outstanding requirements was that the employer or master take a personal interest in his apprentice. The apprentice became a member of his master's household, and received from his master personal instructions in his new trade. That, at least, was in the letter of the bond; and the results depended upon whether the letter of the bond was observed.

And that is what the clerk needs from his employer right now—personal attention and interest and personal instruction in his business. There is nothing, except indifference or pressure of other business, to prevent the employer giving his clerk this sort of training.

The average employer now-a-days loses money on his untrained help. A single Christmas season, when half a dozen inexperienced clerks have to be taken on, will convince any merchant of this fact.

The untrained man doesn't know the goods; doesn't know what lines yield the best profit and that, therefore, should be pushed; doesn't know the customers or how to approach them properly. It is only after he has learned the business to a certain extent that the new clerk is actually worth as much as his employer pays him. After a certain stage, he pays his employer a profit, and this grows as the clerk's experience grows. But as a rule, during the early training period of a new clerk, he doesn't earn for the employer what he actually gets in wages.

Pays to Give Personal Attention to Training Clerks

For this reason it will pay the man at the head of affairs to give his clerks his personal attention. No matter how pressing other business may be, he'll find it profitable to keep close watch on their work and give them encouragement and advice wherever needed.

There are, here and there, employers who go "snooping" about at all hours, perhaps in the fear that their clerks will abstract a few cents from the till; though the very few clerks that steal don't cause half as much loss to employers as the clerks who draw wages every week, that through lack of knowledge of the business, they don't earn.

It will pay any employer to give his clerks a great deal of personal attention. Not merely to criticise them when they do the wrong thing, but to encourage them when they do what's right. The employer's gospel should be a positive, not a negative, one. He should instruct in what to do even more than he should warn against what not to do.

There are many helpful ways of interesting the clerks. For instance, weekly or monthly staff conferences can be held to talk over selling experiences or to discuss the best methods of pushing seasonable goods. One merchant who employs three clerks makes it a point to have fifteen minutes personal chat with each of them every business day—forty-five minutes, daily, and that investment of time pays good dividends.

The wise employer will keep tab on the individual sales of his salesmen; or, even better, he will inspire them with the spirit of friendly competition it is only fair that credit be given records. Or, each clerk can be assigned a particular department and given the responsibility for sales in that department. In any form of competition it is only fair that credit be given for outside work, such as window dressing and collecting, as well as for actual sales.

DON'T WORRY

Under the title, "Don't Worry," a magazine publishes these words: "So far as is known, no bird ever tried to build more nests than its neighbor; no fox ever fretted because he had only one hole in which to hide; no squirrel ever died of anxiety lest he should not lay by enough nuts for two winters instead of one; and no dog ever lost any sleep over the fact that he did not have enough bones laid aside for his declining years."

Who, tell me, wants to be a bird with nothing to do but fly and pick for food and sit on eggs? Who wants to be a fox roaming about to devour and then be killed to furnish a skin for fur? Who wants to be a squirrel climbing trees, jumping from limb to limb, perching upon hind legs to eat a nut and amuse the children? Who wants to be a dog, petted or booted according to mood of master or mistress, fed and led at will of another, then dead for eternity?

No! I'm glad I'm a man with a mind and soul that lives and thinks and acts, that plans and works. I'm glad that I can help others and love others and be loved—I'm glad that I can do things, that I can work in this work-a-day world and help to make it a better place to live. I'm glad for family and friends, for opportunities and purpose, even if at times they do bring anxieties and sometimes sorrows. I'm glad that I can try to rise above these and grow to a fullness of life that shall mean joy in the eternal life to which we all are growing.

Have you ever thought that lots of your customers do not know a single thing about some of the goods which you are carrying? Why they do not even know that you carry some of them at all. Why should they? It's up to you.

A SUGGESTION TO USE IN YOUR ADVERTISING



Which figure is tallest? No, you're wrong. The policeman only looks that way against those narrow lines. Same way with cheap goods. The small price makes you think you're getting big value. Sight sense and saving sense are both deceptive. Beware of the "Just-as-good as —'s goods."

If desired we will furnish electros at cost to any of our readers.

PROMPTNESS

"When you've got a thing to say,
Say it, don't take half a day,
When your tale's got little in it,
Crowd the whole thing in a minute.
Life is short—a fleeting vapor—
Don't you fill the whole blame paper
With a tale, at a pinch,
Could be cornered in an inch;
Boil her down until she simmers,
Polish her until she glimmers,
When you've got a thing to say,
Say it, don't take half a day.

GUTS

(By Rufus T. Strohm)

The title of my verse, I fear,
May jar upon the cultured ear
And shock the squeamish and precise,
Whose speech is always over-nice;
But yet the simple truth remains
That, whether men have brawn or brain,
The thing that lifts them from their ruts
Is guts.

With purpose firm as adamant
It meets the coward's whine, "I can't,"
And in a voice emphatical
Declares the doctrine of "I shall!"
It turns the idler's "It may be"
To roseate reality,
And laughs with scorn at "ifs" and "buts"
Does guts.

It picks the fighter from the dust
In which he falls, and cries "You must!"
Till, heartened and aroused anew,
He struggles up and battles through.
It rips the planking from the floor
And bursts the oaken prison door
That Fate or Fortune coldly shuts—
That's guts!

LOSING INSURANCE MONEY BY DEPENDING TOO MUCH ON THE AGENT

(Copyright by Elton J. Buckley)

A veteran insurance man, who is good enough to commend some of these articles for business people, said to me the other day: "You couldn't do better than write something about the danger of depending too much on an insurance agent. The authority of all insurance agents is sharply limited. Some agents, for instance general agents, can do more than a mere soliciting agent, and bind the company, but the authority of every agent is limited somewhere, and if they make some promise or some agreement which goes beyond the limit, it is void and the company is not bound. The man who has relied on such a promise or agreement may lose all his insurance."

As a matter of fact, while he was speaking, some illustrations occurred to me which had occurred under my own observation.

My experience is that the average business man relies almost entirely upon his insurance broker or agent to keep him covered and safe. This is a very risky business, and thousands of dollars have been lost through it. If the agent is not a general agent of the company, he cannot bind the company, and even if he is a general agent, he cannot always bind the company. With insurance the only safe thing to do is to depend on nobody, but to keep after a given situation until you know that the company has knowledge of it and has passed upon it.

For instance, in one case which I know of, a man carried fire insurance on his store and its contents. A fire occurred at a busy season. He went to his local insurance agent, through whom he had placed the risk, and said: "See here, this thing is upsetting my business at the biggest season of the year. Can't you fix it up so that I can go ahead and repair?" The agent, accommodating like most local agents, went around, sized up the building, and said: "Go ahead and make a contract with the builder; it'll be all right." The owner therefore went ahead and placed his contract for repairs and reconstruction, spending considerable more money than he would have spent had he expected it would come from his own pocket.

Later when he sent the bills to the company, it repudiated them and refused to pay on the ground that he had filed no proofs of loss, as required by the policy, and that the agreement made by the agent was not binding on the company. Furthermore, the company said it intended to contest the claim on the ground that the merchant had persistently kept more gasoline on the premises than he had any right to do under the policy, and there was reason to believe that the gasoline was at least partly responsible for the fire.

The court ruled that the company's position was sound; that the agent had no right to bind the company with such a promise as he made, and that the company had a valid defense to the claim under the gasoline clause.

The merchant of course lost his insurance through double carelessness—first, by keeping too much gasoline without the company's consent, and second, by taking the agent's word for something that did not bind the company.

I remember another case involving the right of an insurance agent to absolve the holder of a policy from filing proofs of loss. In this case there was a fire and the local agent, who had placed the risk, went around and satisfied himself that the fire had occurred, also as to what the loss was. The insured thought—and the agent told him so, too—that it would be superfluous to file proofs of loss, since the company had had notice and its representative had actually been there. So he filed none within the time. The company later refused to pay on that ground and pointed to a clause in its policy that "no officer or representative of this company shall under any circumstances have power to waive any provision of this policy and any attempt so to do shall be null and void, and not binding on this company." Here, too, the company won.

In a third case a local manufacturer had gotten his fire insurance through a local agent. The policy expired and the manufacturer thought the renewal rate too high. He protested and dickered, the building being meanwhile uncovered. Finally he went to the agent's office and agreed to pay the asked rate. The agent said: "All right, I'll put it through right away and send you a bill for the premium in the usual way." The agent was suddenly called out of town that day and did not put it through. Before he got back, a fire almost gutted the manufacturer's plant. He thought himself safe until he came to look into it. The company refused to pay on the ground that there was no insurance on the plant at the time it burned. The manufacturer claimed that the arrangement between himself and the agent constituted a contract of insurance, and the only reason he did not pay his premium then was that for years the agent had renewed his policy and sent him a bill for premiums afterward. The court said that the company didn't make this arrangement and didn't agree to it, therefore it wasn't bound. The cold fact was that it had no policy on the plant at the time it burned and had not been paid for any.

The loss here was so heavy that it crippled the manufacturer for years. He could easily have prevented it.

There is a great difference between the authority of a general agent of an insurance com-

pany and that of an ordinary soliciting or local agent. General agents are authorized to accept risks and issue policies by filling out blank instruments which are placed in their hands for that purpose. They can also renew policies already issued, and when they do all this they bind the company. But the ordinary local or soliciting agent merely has authority to solicit insurance and submit applications to the company, or to the general agent. He cannot bind the company by any attempted acts or contracts in its behalf, not relating to the taking of applications.

The great difficulty you as the insured are in, is that you are bound to know pretty much what the agent's authority is. Lots of things will get by only so long as there isn't any fire.

Every business man should have such a complete accounting method that he will know for a certainty the exact condition of his affairs at all times. But it is not wise that his entire force be trusted with these facts, for many of them are no one's concern but his own.

HE WORRIED

He was one of the worrying kind—
Born with, I fancy, a worrying mind;
Worried whenever it threatened to rain,
Worried whenever the sun came again,
Because he was sure when the sunshine was o'er
He'd wake up to find it was raining once more.
He had a worrying look in his eye
And a worrying smile and a worrying sigh.
To think of his trouble and sit down and worry.

The children, they worried him sorely, indeed;
He couldn't afford to supply every need;
It gave him a horrible fit of the blues
To look at the holes in their stockings and shoes.
But all of the worrying this fellow did
Never purchased new shoes for feet of a kid;
They struggled along and they got on without
The garments he fretted and worried about,
And none of his worrying, early and late,
Every put any pie on a little girl's plate.

He worried because he was falling behind,
Good jobs were scarcer and harder to find;
Worried himself so he scarcely could sleep,
Because he'd a job he perhaps couldn't keep,
The longer he worried, the worse matters grew—
Each worry seemed to be followed by two.
Mountains of trouble loomed up in his way,
Bills kept on growing that he couldn't pay;
Got in a corner and couldn't get out,
Blocked by the things that he worried about.

Don't be a man of the worrying kind.
Don't be a slave to a worrying mind,
When you're in trouble (and none lives without it),
Don't sit and worry. Do something about it!
Get out and hustle and keep in the race,
Battle your cares with a grin on your face,
Worrying never has paid up a bill
Or lifted a mortgage, and it never will.
Life and its joys travel by, in a hurry,
The chap who does nothing but stand still and worry.

—Edgar A. Guest.

SHOW WINDOW SHORT SHOTS

Your show window will back up any form of advertising you use.

Co-operation between window displays and advertising doubles the effect of both.

In bad weather your vestibule is bound to be dirty—but each foot-print represents money-dirt. Just smile and look for more inside tracks. Janitor service is not expensive.

Your dollars multiply by action and transaction—keep your advertisements and windows working all the time.

A failure to please means a failure to sell—the store that has an up-to-date front well trimmed has half made a sale.

Through the heart, charity finds the way to a man's pocketbook. Business and increased sales knows the channel to the same place through the eye. Moral—Make your windows attractive.

The character of the store is revealed by the appearance of its show windows.

The faults of preceding displays can be rooted out—what has been considered good can be made better next time. No one wants his windows to be classed among the "also rans."

An expressionless face fails to attract—so does an ill-arranged, careless looking window display.

Your show windows are your most potent advertising asset. They are working for you twenty-four hours a day—doing their best to deserve their calling, the store's best silent salesman.

Treat your display windows as human, give them a good injection of "pep" every now and then to tone them up and give life to your store front.

A carefully arranged window display, like a well groomed man, reflects the presence of refinement.

No matter how many people pass your store daily, it is only those who enter who pay dividends—it's the turnover which counts.

Your display front is either a partition or a salesman. Which will you make it?

NEVER AGAIN

A girl, a great lover of nature, went to the seashore for a holiday, and approaching a typical fisherman, said:

"Ah sir, how well you must know the face of nature, and know it in all its moods. Have you ever seen the sun sinking in such a glare of glory that it swallows up the horizon with fire? Have you not seen the mist gliding down the hilltop like a spectre? Have you never," she went on, impassionately, "seen the moon struggling to shake off the grip of the ragged, rugged storm-cloud?"

"No, miss," responded the fisherman; "I used to see them things, but I'm on the water-wagon now."

A MIDWINTER INVENTORY

Tacks and Nails—
 and Garbage Pails—
 Carpenters' Tools—
 and Canvas Stools—
 Hooks and Eyes—
 and Plates for Pies—
 Hoes and Rakes—
 and Pans for Cakes—
 Wire Netting for Screens—
 and Pots to Bake Beans—
 Hinges and Butts—
 Bolts and Nuts—
 Wire Carpet Beaters—
 Perfection Oil Heaters—
 Meat Press and Choppers—
 Knives and Corn Poppers—
 Drills and Bits—
 Stove Polishing Mitts—
 Grindstones and Vises—
 Vegetable Slices—
 Combination Pliers—
 Automobile Tires—
 Every kind of a Screw—
 Big Pots for a Stew—
 Blind Adjusters—
 and Feather Dusters—
 Automobile Parts—
 and Gem Pans for Tarts—
 Gimlets and Awls—
 Cord, Twine in Balls—
 Tin in the Sheet—
 Brooms for the Street—
 Automatic Tackle Blocks—
 Yankee Watches—New Haven Clocks—
 Boxes for the Mail—
 Bank and Office Rail—
 Three Kinds of Window Cords—
 Four Styles of Ironing Boards.
 Levels, Lanterns and Lamps—
 Stove Lifters, Glass Knobs and Clamps—
 Solid Braided Manila Rope—
 Tinner's Snips and Harness Soap—
 Wood, Ivory and Steel Rules—
 Mason's, Plumber's, Machinist's Tools—
 Rubber Tubing, Galvanized Tubes—
 Wash Clothes, Dish Clothes, Scrubs—
 Valves, Vises, Ventilators—
 Cast Iron Picks, Coffee Percolators—
 Taps and Dies—
 Swatters for Flies—
 Washers, Cake Turners—
 Garbage Waste Burners—
 Floor Wax and Cotton Waste—
 Raw Oil, Painter's Paste—
 Pipe and Socket Wrenches—
 Tree Guards and Porch Benches—
 Wooden Ware and Threaded Wires—
 Machinist's Squares, Patches for Tires—
 Sliding Door Tracks—
 Hat, Coat Racks—
 Rat Traps, Twines—
 Chalk, Mason Lines—
 Curtain Extension Rods—
 Garbage Cans and Coal Hods—
 Tea Call Bells—
 Batteries, Dry Cells—
 Nickel Bath-room Fixtures—
 Universal Bread Mixers—
 Faucets for Basins, Sinks—
 Chain with many size links—
 Guards for the windows and doors—
 Polishers for woodwork and floors—
 Holders for Towels and also for Flags—
 Umbrella Holders and Shopping Bags—

Any merchant may obtain trade rhymes similar to this on any allied subject on application to the author at Mt. Hope Place, Bronx, New York.

MY NEW STENOGRAPHER

I have a new stenographer—she came to work today,
 She told me that she wrote the Graham system;
 Two hundred words a minute seemed to her, she said,
 like play;
 And word for word at that—she never missed 'em.
 I gave her some dictation—a letter to a man,
 And as I now recall it, this is how the letter ran:
 "Dear Sir: I have your favor, and in reply would
 state
 That I accept the offer in yours of recent date.
 I wish to state, however, that under no condition
 Can I afford to entertain your free-lance proposition.
 I shall begin tomorrow to turn the matter out;
 The copy will be ready by April 10th, about.
 Material of this nature should not be rushed unduly.
 Thanking you for the favor, I am, Yours very truly."
 She took it down in shorthand and with apparent ease
 and grace;
 At last, I thought, I have a girl worth keeping 'round
 the place.
 She didn't ask me to repeat nor jump up in a flurry,
 I said, "Now go and write it out, but don't be in a
 hurry."
 The Oliver she tackled—now and then she hit a key,
 And after thirty minutes, this is what she handed me:
 "Dear Sir: I have the fever, and on the fly I sit,
 And I accept the offer as you have reasoned it.
 I wish to say, however, that under no condition
 Can I for to take of your free lunch proposition.
 I shall be in tomorrow to turn the mother out.
 The cap it will be red and cost \$10 about.
 Material of this nation should not rust. N. Dooley.
 Thinking you have the fever, I am, Yours very
 truly."

THE HUMBLE .22 COMES INTO ITS OWN

Not so many years ago the .22 caliber rifle was spoken of by shooters as a "cat rifle" and its use was limited mainly to small game hunting by boys and by men merely as a game getter around camp.

During the last few years there has been a very decided change in the attitude of shooters toward the .22 calibre rifle, for experience has shown that the .22 long rifle cartridge is capable of as fine results for target shooting, up to 200 yards, as any of the larger cartridges and in fact groups closer than a good many of them.

Twenty-two caliber rifles have a very light recoil and consequently almost anyone finds it easy to learn how to shoot one without flinching. As practice with the smallbore is continued, the proper method of carefully squeezing the trigger without worrying about the recoil becomes so much a matter of habit that when the shooter does take up high power rifle work, there is no tendency toward the sudden tightening of the muscles, just before the discharge, which is known as flinching.

Low Unit Prices Mean More Sales

In these days of high prices a big feature of small-bore shooting is the very small expense connected with it. An afternoon at the targets with a .22 calibre rifle costs but little, to say nothing of the advantages of outdoor recreation which is recommended by all doctors.

Scattered all over the country there are thousands of smallbore clubs. Newly organized clubs are being added to the lists daily, in fact, this tremendous growth conclusively proves that smallboring is a worth-while sport.

The enterprising merchant who handles metallics and arms at present can testify to the quickened sales in smallbore rifles and ammunition. A great opportunity exists here. Present sportsmen can be supplied and new buyers may be enthused and interested by the resourceful salesman.

TWO GOOD REASONS FOR A NUDGE ABOUT PROMISSORY NOTES

(Copyright by Elton J. Buckley)

Two incidents have combined to persuade me to say something in this article about the great care which every business man should take not to sign any printed matter whatever without knowing what it contains and what it means. The first incident is the fact that the Federal Trade commission has begun prosecution against a business-booming scheme in Iowa City, Iowa, which habitually induced retail merchants in various lines to sign papers which its solicitors represented were mere "acceptances," but which turned up several weeks later as promissory notes in the hands of a third party, who could legally collect them. Hundreds of these notes have been collected by alleged strangers to the original transaction, although in nearly every case the maker of the notes had the best kind of defense against the concern he gave it to, viz.: failure to do the things which the notes were given as compensation for.

The second incident was the receipt of the following letter from a retailer in Michigan:

I am afraid that I have got myself in trouble, and thinking that the information from you might be more reliable than I might get from the lawyer here am writing you.

There have been some parties who have claimed to be making a geological survey of the country and they have had some soldiers to help them. They have driven by my place several times with their instruments, so they appeared to be all right.

Several days ago one of them telephones from the hotel to ask if I would make him some cement posts, and the next morning he came down and brought metal castings marked "U. S. Geological Survey," to have embedded in the top of the posts. Later he stopped in once or twice to see if they were suitable to handle.

About a week ago he came to me and paid for the posts (\$2), stated he was called away and would want me to store the posts a short time and that it would be necessary for me to sign a paper so he could make a report and get his money. Said it was necessary for me to sign two, as he had to send one to the general government and the other to the state. I looked the first one over and could see no chance for trouble in signing it, and supposing the other to be just the same, they being in a narrow blank book, opening at the end, and not in the form of a note, I signed both without looking at the second, only the printing at the bottom. I see by the paper that the same scheme has been worked in other places, and later a note has turned up for from \$350 to \$800, and as I think over the action of the party, I feel sure that this will turn out the same trick.

In case there is a note turns up, is there any way out except to pay it?

I have notified the banks here, also the sheriff. Neither appears to think it serious, but I do. I cannot realize why I was so careless as to sign the paper without looking it over and more closely, except that I am badly crippled from rheumatism, hardly able to get out of a chair and do not get much sleep, and when they came to me was nearly asleep in my chair and did not use proper judgment.

J. H. C.

It is literally true that this correspondent may be mulcted of every cent he has through his carelessness in signing this paper. The

tricksters who victimized him can just as easily fill in \$8,000 as \$800, and if they can induce somebody to discount the note, or buy it, that person can collect every cent of it from this correspondent. I have worked very hard in the last few years to show business men as a class that promissory notes are loaded. And of course, so is the practice of signing things that you don't read over first.

In Michigan, the state this inquiry comes from, and most other states, there is now in force what is known as the uniform negotiable instruments act, that is a standard law which nearly all states have passed to make the law uniform. One of the provisions of that act is this:

A holder in due course holds the instrument free from any defect of prior parties and free from defenses available to prior parties among themselves, and may enforce payment of the instrument for the full amount thereof against all parties liable thereon.

This is done in order to make notes, bills, checks, etc., freely negotiable, so they will circulate from hand to hand almost as easily as money. Suppose A makes a promissory note and gives it to B. B endorses it to C and so on until it finds its way into the hands of J, the tenth holder. J then brings suit on it. If it were possible for A, or some of the prior endorser to raise a defense which they may have had against other parties on the note, or if A could defeat J's suit by raising a defense that he had against B, you can see that nobody would have anything to do with negotiable paper, because you could never tell if it was good.

The law therefore says that A can raise his defense only as long as the note stays in B's hands. If it leaves B and gets in the hands of a third party who pays something for it and knows nothing about A's defense, A is helpless when such a party demands payment.

Under the established law, A has only one chance: If he can show that the holder of the note, who now sues on it, is a bona fide third party holder who has paid value for the note and was ignorant of A's defense, but merely a stool pigeon for the person to whom the note was originally given, then he can of course raise his defense against the stool pigeon just as he could against the original payee. But that is a slim chance, especially if the parties aren't all in the same town.

A RIOT IN GRAMMAR

He went into the shop to buy a comb. He was a man careful of other people's grammar, and believed himself to be careful of his own.

"Do you want a narrow man's comb?" asked the assistant.

"No," answered the careful grammarian, "I want a comb for a stout man with tortoise shell teeth."

**JAMES E. CARSON**

Secretary of the Ohio Retail Hardware Association, whose convention will be held at Cincinnati February 25, 26 and 27, with an exhibit in the Gibson Hotel, believes that if there was ever a time when merchants should attend their annual convention, 1920 is the year, and as far as the officers can do so, the Buckeye dealers will have the most enthusiastic gathering they ever held.

**P. J. JACOBS**

Secretary of the Wisconsin Hardware Dealers' Association. No secretary is more attentive and alert to the interests of the membership than P. J. Jacobs, and the confidence which the entire trade have in him is manifested in the harmony that prevails in the association and what they have been able to accomplish. Secretary Jacobs will be able to give a most excellent account of his stewardship at their convention February 4, 5, 6.

UTILIZING SPARE MOMENTS

An enterprising Western merchant turns slow times to account by having his clerks put up in packages of the most salable sizes, the various lines usually sold from bulk. These include such goods as nails, kalsomine, whiteing, Venetian red, yellow ochre, etc., also paint and lubricating oils.

Cartons upon which are printed some good advertising for the firm are used for the nails and bulk colors. Bottles are used for the oils in quantities running from pints down to quarter pints and quart, half gallon and gallon cans are used for the larger quantities. These cans are picked up from painters, cleaned up where necessary and properly labeled.

These goods when packaged up are arranged neatly on shelves and in other places where they can be quickly reached in a rush time. This dealer states that the way this has helped to speed up service when the store is crowded is amazing.

He has also tried putting up rope in handy form for quick service. The lengths running 25, 50, 75 and 100 feet. This, too, has proven helpful. This dealer also makes up all his halter leads.

Be polite to your patrons, but don't slop over and be effusive and gushy. Maintain just a little dignity in your courtesies.

FOREWORD ON NAIL SITUATION

In an article appearing in our last issue entitled "Nail Famine in the United States," written by Mr. A. C. Rulofson, well known manufacturers' representative on the Pacific Coast, it was suggested that the trade need not be surprised if they found a new list of nail extras adopted by American and Canadian manufacturers who have found that the present extras on small sizes of wire and coated nails made an actual loss.

As we go to press with this issue it is rumored on good authority that the independent manufacturers have adopted a new schedule of extras much higher than the old one. One large eastern buying syndicate has issued a bulletin that the new card was now in use. This statement has not been confirmed officially as yet, but it is well for the trade to be prepared for what is coming.

There is nothing in the open market which will bring more money than a genial smile. Some people are so chary of their smiles that they cannot have very many in stock. Funny thing about smiles! They are mighty like sweet peas and pansies and some other fragrant flowers. The more you pick and use, the more grow in their places. Get the habit!

Why isn't prohibition a beer check?

Here's the Answer



*-the No. 92
Plug Cluster*

Millions of electrical appliances are going into homes where there is a shortage of electrical outlets.

The single wall or base receptacle or the already occupied lamp socket must be supplemented. Here's the answer—the Benjamin Two-Way Plug, the No. 92 Plug Cluster.

Back of the genuine merit of the No. 92 is the industry-old reputation of the house, a brilliant publicity campaign in 31 magazines of national distribution and a most effective group of dealer helps.

In all national advertising the idea of buying three at a time is emphasized, and the cartons, the counter and window displays feature this. Here's an opportunity to make friends for your store and a profit at the same time.

Write Advertising Department, Chicago, for full information.

**BENJAMIN
ELECTRIC MFG.
COMPANY**

Sales and Distributing Offices:
806 W. Washington Boulevard
CHICAGO

247 West 17th Street
NEW YORK

590 Howard Street
SAN FRANCISCO



BENJAMIN

Makers of Things More Useful

BISSELL'S *New Light-*

Lighter, Really Easy to Run, Greater

New Principles—

AN ANNOUNCEMENT of radical, even revolutionary improvements on an article that has already reached a leading position is of more than ordinary import. So this announcement of Bissell's New Light-weight Vacuum Sweepers is one to challenge your serious attention.

The new machines effectually overcome all objections of weight or difficult operation, and open the door to the big market for a vacuum sweeper that is light to handle, really easy to run, that has the cleaning efficiency of a good electric and is low in cost.

Here are some of the new features, (Patents Applied for):

The whole machine is shorter, lower and lighter but with the same nozzle width; the "Superba," for instance, is $1\frac{1}{2}$ inches shorter, $\frac{1}{2}$ inch lower and about three pounds lighter, while the remaining weight is better distributed, resulting in a more perfect balance. This and specific changes of construction outlined below, make the sweeper even easier running than the saving of sheer weight alone would accomplish.



This Shows the Angle and Action of the New Bail—It Changes the Downward Pressure to a Straight Forward and Back Motion

The new bail is a decided step from the beaten path. It changes the direction of the thrust on the handle from oblique to horizontal—straight forward and back. No effort is wasted either in futile pressure on the downward stroke or in a lifting action on the return stroke. In fact, it protects the user against her own misguided waste of effort by defeating a woman's natural propensity to press down on the handle. It is almost impossible to do that with this new bail. That means easy, even action of the sweeper at all times.

In the construction of the nozzle an old established principle of hydraulics has been applied to secure greater suction and easier air passage.

The bellows have been changed in a way that contributes to a greater suction as well as lessening operating resistance.

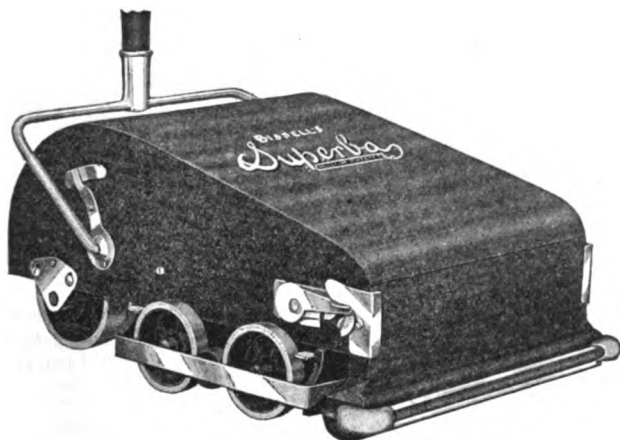
The dust receptacle in the new models is almost indestructible because of the new design of parts and method of assembling, which combines electric welding, lap joints and gluing—each reinforces the other. The edges are metal covered to prevent any fraying of the filter fabric and the whole is securely anchored to the nozzle.

weight Vacuum Sweepers

Suction Than the Average Electric

New Sales Possibilities

And it is not only in the principal parts and fundamental functions that great improvement has been made—there is hardly a detail that has not been changed for the better, as for instance, a nozzle lock of new design which is even more convenient and secure than previously; the vacuum box is so constructed as to further insure against leakage of air; simpler and better bail locks; “Nulo” oilless main bearings.



All in all, Bissell's New Lightweight Vacuum Sweepers are really the first vacuum sweepers that run nearly as easy as a carpet sweeper and clean fully as well as an electric. Such a machine will sell. Now the home without electricity or with the more slender purse, can enjoy the same cleanliness as its more fortunate neighbors, and without any great expenditure of energy either.

These new Bissell models are a revelation in lightness, easy running and cleaning ability, and wise merchants will not let any early prejudices stand in the way of looking into the possibilities of this new line without delay.

The new vacs make a wonderful demonstration—a slow stroke or two over the carpet on which dust has been sprinkled leaves a bright trail. In fact, these new Lightweight Vacs work best at a slow, easy gait—about thirty complete forward and back strokes a minute.

Bissell's New Lightweight Vacuum Sweepers will be advertised this spring in the leading National Periodicals and in the Rotogravure Sections of several Sunday Newspapers, each influencing a wide trading radius, beginning with April issues, many of which are on the newsstands by the middle of March.

Why not crystalize the resulting interest, active and passive, into sales by having the goods and letting your customers know it. New show cards, newspaper cuts and circulars with shipments of the new sweepers.

BISSELL CARPET SWEEPER CO.

Oldest and Largest Sweeper Makers

Grand Rapids, Michigan

New York (25 Warren St.)

Made in Canada, too.

Digitized by Google

**W. C. COLE**

President of the Missouri Retail Hardware Association, whose annual convention at St. Joseph, Mo., is sure to bring together a large number of merchants, not only in Missouri, but in adjoining states of Kansas, Nebraska and Iowa. It has been a long time since St. Joseph entertained a hardware convention, and the dealers, manufacturers and jobbers are going to do everything they can to make this the best convention Missouri has yet held.

**F. B. LOMAS**

President of the Iowa Retail Hardware Association. Iowa merchants are alive to the importance of this convention as never before, and President Lomas says it is going to be the best meeting that Iowa has ever had, and that means a great deal. He wishes us to urge the retailers of Iowa and adjoining states to be out in full force.

REMINGTON SALES POLICY

In a statement to the trade to open the New Year, C. L. Reiersen, vice-president of the Remington Arms Union Metallic Cartridge Co., has covered thoroughly the situation with that company and its pledges and policies for the coming year.

The company reaffirms its previously stated intention to adhere to the previous well-known policy in selling its entire product through the jobbing trade. In regard to filling orders the statement affirms that it can assure the trade that there will be sufficient arms to supply all demands during 1920.

Directly following the war the organization of the company necessarily was dissipated because of the tremendous fall off in its business after the war orders ceased. Now the organization has been built up again, and unless there is an unforeseen dearth of supplies in raw material the company is well prepared to handle its trade this year.

Prices for 1920 will be higher on practically all if not all models and have been announced by now. The prices on loaded shells and ammunition will be practically the same as those existing, with a guarantee against decline throughout 1920. The following is an extract from a definite statement from the company.

"1. We are not preparing and have not in contemplation any plans for the manufacture or distribution of any general line of hardware, the only new product now in process of manufacture, or even contemplated, being cutlery.

"2. We have no connection, or plans for any connection, with any organization of retail stores of any nature whatever in any line.

"3. We are on record with the National and Southern Hardware Jobbers' Associations and, through the latter first above referred to, with every jobber with whom we enjoy relations, to the effect that all

products of this company now being manufactured and any new lines to be manufactured in future suitable for distribution by hardware jobbers will be marketed in the future, as in the past, entirely through jobbing channels. We believe jobbers can distribute our product more economically and thoroughly than is possible through any other means, and it is our intention to co-operate to the fullest extent with our jobbing distributors towards securing the greatest possible volume of business on our product.

BE THE BEST OF WHATEVER YOU ARE

If you can't be a pine on top of the hill
Be a scrub in the valley—but be
The best little scrub by the side of the rill;
Be a bush if you can't be a tree.

If you can't be a bush be a bit of the grass.
Some highway some happier make.
If you can't be a muskie then just be a bass—
But the liveliest bass in the lake!

We can't all be captains, we've got to be crew,
There's something for all of us here.
There's big work to do and there's lesser to do,
And the task we must do is the near.

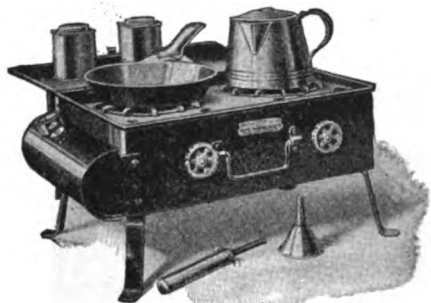
If you can't be a highway then just be a trail,
If you can't be the sun be a star;
It isn't by size that you win or you fail—
Be the best of whatever you are.

—Doug. Malloch.

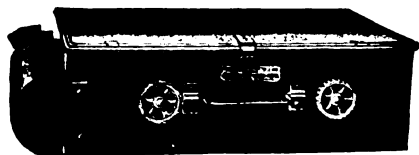
The only difference between the difficult and the impossible is that the impossible takes a little more time.

KAMP KOOK KITS

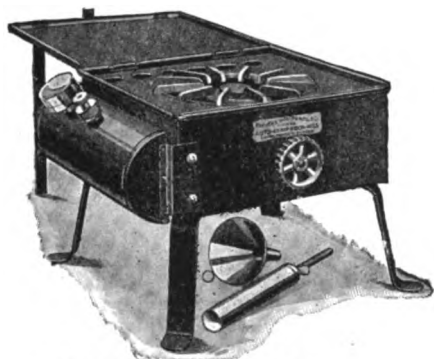
Dealers in High Class Sporting Goods



No. 2 and 3 Kit Open



No. 2 and 3 Kit Closed, equipment packed inside



No. 4 Auto Camp Kook Kit



4 Party Suit Case—6½x12x24—weighs 35 lbs.

find a highly satisfactory outing stove in this line.
We back you up in satisfying the customer.

MOST COMPLETE LINE EVER OFFERED

The No. 2 and 3 as shown in cut are two burner stoves with 6 and 8 inch grates respectively.

Furnished with powerful burners that will burn in any wind short of a sand storm. Provided with an approved pressure gauge on the tank.

SOLD EITHER EQUIPPED OR UNEQUIPPED

When folded up, all equipment packs inside.

No. 2, 5½x10x18, weighs 16 pounds

No. 3, 6x10x20, weighs 18 pounds

The No. 4, a single grate, but with same powerful burner as in the other stoves, is great hunter's special and picnic stove.

Size 9x9x4½ weighs 8 pounds.

The FOUR PARTY SUIT CASE is a Lunch Kit plus a fully equipped stove and is equipped exactly like the Thermos outfit with same kind of silver and enameled ware and can be sold at a profit in competition.

ASK FOR OUR DEALER'S PROPOSITION NOW

COMPLETE LINE FOR OUTING IS A MONEY MAKER FOR YOU

MANAGER OF GREATER
NEW YORK AND
EXPORTS

MR. C. C. NABET
103 Lafayette St., N.Y. City

JOBBERS

BROWNING BROS. CO.,
Ogden, Utah, for Utah,
Wyoming, Idaho, Nevada

PACIFIC COAST DIS-
TRIBUTOR

H. A. WATERMAN
1311 Figueroa St.,
Los Angeles

JOBBERS

W.A. PLUMMER MFG. CO.
San Francisco, Cal.

HOME OFFICE

PRENTISS-WABERS STOVE CO., 18 Spring St., Grand, Rapids, Wis.

NEW MILLERS FALLS PRESIDENT

Kingman Brewster, formerly vice-president and general sales manager of the Greenfield Tap & Die Corporation, Greenfield, Mass., has resigned to become president of the Millers Falls Company, Millers Falls, Mass.



KINGMAN BREWSTER

Mr. Brewster has been a prominent figure in the hardware and mill supply trade ever since he became associated with the Greenfield Tap & Die Corporation in 1918. Previous to this he was a successful lawyer in Springfield, Mass., having charge of legal work for a number of New England corporations. His active career as counsel for these interests led to his being made vice-president of the Greenfield organization and he immediately set about to complete the reorganization of the sales force and the building up of many essential merchandising features within the organization.

Mr. Brewster has attained unusual success for a young man. He is well under forty and possesses an untiring ability for hard work. He has a reputation for having chosen unusually good salesmen and many field representatives of the Greenfield Tap & Die Corporation owe their selection to his good judgment.

Mr. Brewster's advancement to become chief executive of a large industry is the direct result of his aggressive study of merchandising and manufacturing methods in the tool field. He has traveled extensively throughout the country, knows the trade outlets thoroughly and is well qualified to direct the merchandising interests of the Millers Falls Company, with which he is now associated.

It doesn't require much capital to carry always enough change to accommodate customers and others who want to get a "five" broken, and capital so used brings a return in good will and less items put on the books.

The year's net profit on the business will always be larger if you keep the stock down to the lowest efficient mark instead of up to the limit of what you can carry. Buy early and often.

TRADE LOSES LYMAN TREDWAY

A sudden and vital loss was suffered by the hardware trade last month when Lyman H. Tredway, president of Peck, Stow & Wilcox Co., died in Cleveland, after an illness of but one day. The cause of his death was heart disease, and his condition was not believed critical until a short time before he died.

Mr. Tredway had just rounded out an active career of forty years in the hardware trade at the time of his death, for his first connection was in 1879, when he started with the old Wilcox-Tredway Co., in Cleveland, as a packer, his father at that time being president of the company.



L. H. TREDWAY

Growing with the Cleveland concern, he saw its amalgamation with the Peck, Stow & Wilcox Co., and in 1911, at the retirement of his father, Mr. Tredway became president of the company. Although the direction of the hardware manufacturing business was Lyman H. Tredway's main activity for the greater part of his life, he found time for a variety of other connections and interests.

He was vice-chairman of the Federal Reserve Bank of the Fourth District at the time of his death, and also a director for the Superior Savings & Trust Co. and a trustee of Western Reserve University. He was the past president of the Cleveland Chamber of Commerce, and has been an officer and director of numerous Cleveland clubs and charitable institutions. He was a 33d degree Mason and a member of many clubs, societies and associations.

Mr. Tredway is survived by his widow and a son and daughter, both of whom are in school.

If you have goods in stock on which you must follow the market if it goes down, no man can honestly accuse you of profiteering if you follow the market when it goes up.

Don't send a cheap clerk with no tact out to collect bills. Collecting is a job that calls for the best intelligence if you are to retain the good will of the credit customers.

RAYDEX MANUFACTURING COMPANY

Announces

THAT ALL SALES OF
RAYDEX AUTOMOTIVE
PRODUCTS WILL BE
DIRECTED BY ' ' '

CHARLES F. U. KELLY, INC.

RAYDEX MANUFACTURING CO.

BRACKENRIDGE
PENNSYLVANIA.

CHARLES F. U. KELLY, INC.

1834 BROADWAY
NEW YORK CITY

The Air-Way Electric Cleaner

Ready for
Immediate Delivery!

See What the Air-Way Handle Does for Her!

Would milady like to quickly remove the dirt from all those hard exasperating places?

From the corners, under radiators—from portieres, walls, window frames, mouldings, pictures, mattresses and tufted furniture?

Then she simply picks up her Air-Way and uses the handle just like the illustration. The Air-Way is so light that a child can carry and operate it.

A Real Sales Opportunity No Other Cleaner Like It!

On rugs, carpets and floors she uses the Air-Way just like any other cleaner—but on the hard out-of-the-ordinary places the handle does the whole job for her.

No waiting to put on cumbersome attachments—not a bit of bother. She just turns the indicator arrow toward the handle and in a few minutes the Air-Way has cleaned the house.

There is no other cleaner like the Air-Way—none which makes such an instantaneous appeal to the housewife. Distributors and dealers who handle the Air-Way get into big profits quickly because they can make a demonstration which *immediately* marks the Air-Way as delightfully different from every other cleaner—and decides the sale on the spot.

Write or Wire for Details of Sales Plan at Once

THE AIR-WAY COMPANY,
TOLEDO, OHIO

Exclusive Distributors for Greater New York: Air-Way Vacuum Cleaner Co., 295 Fifth Ave.

Export Agents: American Overseas Engineering Co., Inc., 44 Whitehall Street N. Y. 75 Curtain Road, London, E. C. 2. 173 Rue De Provence, Paris.



Value of Demonstration

**Hardware Merchants Should Realize No Other
Line Offers Greater Opportunities**

WHAT is it that attracts the crowd to a street salesman? Nine times out of ten, it is not what he is saying, but rather what he is doing!

How much quicker will you stop to see a window display in which there is something moving, "something doing," than one in which the goods are merely placed in position, no matter how attractively arranged.

You have gone into a store to buy a collar or a tie, and did you notice the salesman, if he really was one in fact, deftly place the collar or tie in position to give you the effect of how it looks?

At the fair or circus, have you not been attracted by the street fakir, who was in action, even if it be no more than cutting a piece of paper with scissors?

Why is it that department stores find that displaying their goods over living models attracts more attention than over the mere papier mache forms?



The Salesman Jumped Up and Down Vigorously to Show the Power of the Springs.

Did you ever go into a furniture store to purchase a mattress and see the salesman jump up and down vigorously to show the power of the springs?

Did you ever purchase a fountain pen and fail to see the salesman demonstrate the quality of the feed by drawing long vertical lines?

Have you not noticed a salesman with nothing more than a piece of cloth, snap it to show its strength as a demonstration?

Isn't the orator or the preacher doing his utmost to "demonstrate" when, instead of reading his address, he is putting some action into his delivery, even if it be nothing more than walking up and down the platform?

Human nature is the same whether it is purchasing a tie, a pen, a suit, a bedspring, a plow or any article in fact. It is human nature to stop and see what is doing, or "how it will work."

The implement dealer is in a particularly fortunate position to be able to demonstrate practically every article he sells.

Does It Take Too Much Time?

But isn't it far better to take a little time to interest your customer and make a sale, than it is to spend half the time and let him walk out to buy somewhere else?

As a matter of fact, demonstration, or a lack of it, is responsible for the success or failure of far more merchants than you realize.

If you could have installed in your store or warehouse a sample of every article of merchandise you sell, and show your prospective customers just what it will do, what use it may be put to, how it will look, or what purpose it will serve, your sales would doubtless increase 50% and in some cases they would be doubled.

Use Your Knowledge of Human Nature

The average merchant does not really need to be told to what use his goods should be put. He knows.

We know one saw manufacturer that uses a figure operated by a clever mechanism to give the appearance of sawing a board, and although every hardware merchant and everyone who can see knows the uses to which a saw can be put, yet you always find a crowd around such a demonstration.

Other merchants show a hatchet or an ax stuck in a block of wood, and there are one or two live merchants whom we know, who, in making an ax or a hatchet sale, have a boy in their window using them on splitting blocks.

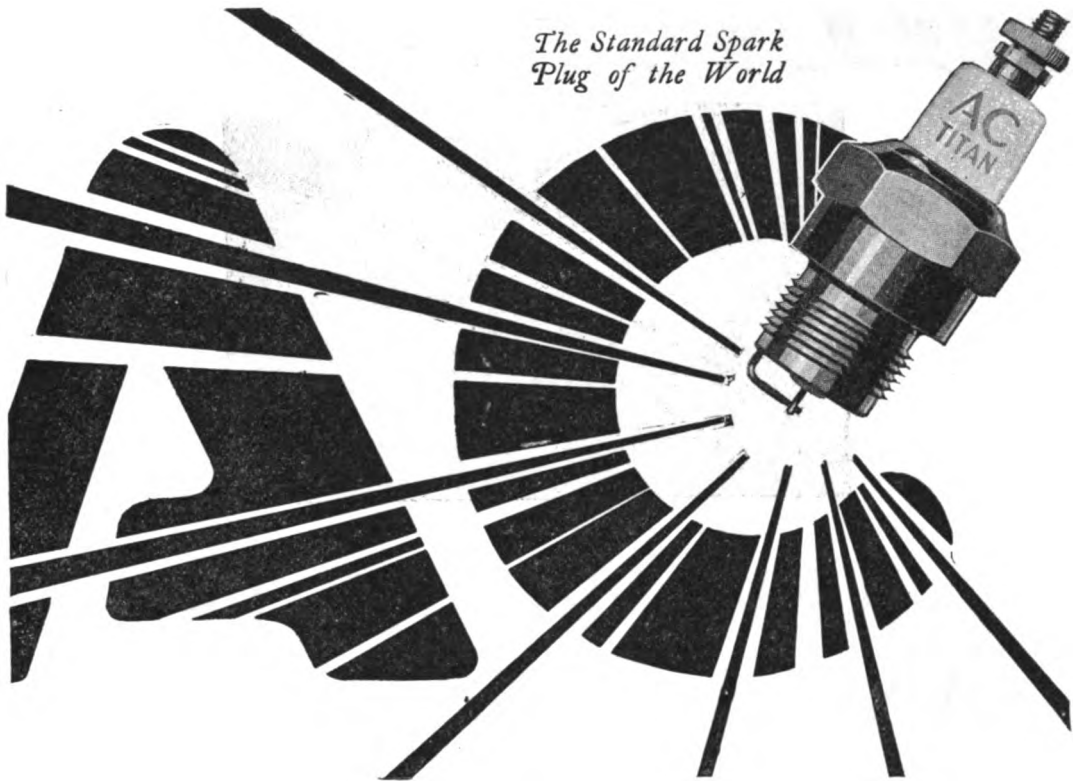
Silly, do you say? Yet is it silly if it draws the crowd, if it makes sales? It is true everyone does know, but simply because people "may know" is not sufficient to move your stock.

Why is it that stove manufacturers find it well to demonstrate to the women folk of their community the baking of bread or pies or cakes. Surely a woman who uses a stove two or three times a day knows what a stove will do, but nevertheless such demonstrations materially increase sales.

Study the Methods of Department Stores

Demonstrations are becoming more universal. People like to see "the thing in action," even though they know just as well as you what it is intended for.

A farmer, of course, knows just what a plow will do, and yet when a new plow is placed in the ground and he can see just how well the work is done, more often than not, he will not let the plow be taken away, although he may have something just as good. The newly

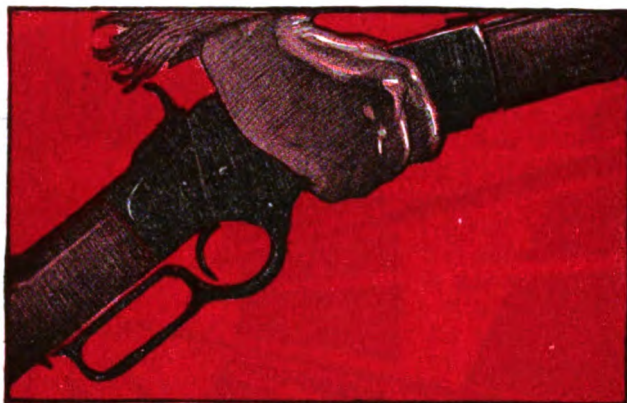


The old, old story of AC dominance was retold at this year's New York and Chicago Automobile Shows. A census taken of the passenger cars and motor trucks on display showed that more fine cars were equipped with AC Spark Plugs than with all other makes combined. The dealer takes no chances in stocking a line that has the endorsement of the leading automotive engineers of the country, or in recommending and selling spark plugs that are used as standard equipment on the leading makes of automotive vehicles. That line is the AC. Concentrate upon it. Write today for complete dealer information.

Champion Ignition Company, FLINT, *Michigan*

U.S. Pat. No. 1,186,727, April 12, 1916, U.S. Pat. No. 1,216,120, Feb. 12, 1917. Other Patents Pending

WINCHESTER



NEW PRODUCTS AND A NEW POLICY

by J. E. OTTERSON

PRESIDENT WINCHESTER REPEATING ARMS COMPANY

WHEN we decided to branch out into the manufacture of other lines of products, we were not satisfied that we ought to put the name Winchester on Cutlery—Tools—Skates—Fishing Tackle—Flashlights.

Here was a name which had come unblemished through fifty-three years of the cleanest kind of business dealings.

Some held that it would lower the prestige of this

name—that we would destroy its significance—if we applied it to more than one line of products. This was given no small consideration.

We wondered if it would not perhaps be better to put these new products out under a new name, such as “Eagle,” or “Victory,” or something similar.

We have finally decided to call them Winchester. And to make this name mean everything it now

means on Guns and Ammunition.

We will not put this name on any product until we are sure that the *quality* is such as to entitle it to be stamped with the name.

And so when an article is handed you with Winchester upon it, it will carry our assurance that it is up to Winchester standards.

When we decided to establish a series of local retail agencies, it was a very great question whether we should let dealers throughout the country put the name of Winchester on their stores. We determined not to give this privilege indiscriminately.

We have picked out a responsible dealer in each town and offered it to him. And we do not want him to take it unless he appreciates it, and takes the responsibility that goes with it.

If he feels that he can make the Winchester Store stand in his community for fair, honorable, clean-cut

business dealings, then we want him to come into this proposition.

On us rests the heavier responsibility of maintaining the prestige, significance, and high standing of the Winchester name in the actual *manufacture* of these new products.

It is with greatest confidence in Winchester artisanship, in Winchester methods and Winchester manufacturing *purpose*, that we have taken this momentous step.

In committing the Winchester organization to the making of these new products to bear the Winchester name, and in extending the use of that name to retail stores, I personally have assumed a great responsibility to the American people.

I feel this obligation keenly.

My confidence in receiving your approval is secure — knowing all that Winchester has done and can do.

WINCHESTER

painted appearance, the looks of the bright shiny surface, appeals to him in the same way, far more than the rusty, weather beaten one that he has lying around in some corner of his field.

Tractor manufacturers have recognized the value of demonstrations, and instead of one big demonstration, they are now coming to see that where they can give private or local demonstrations, where they can get a man's undivided attention and show just what it will do in his own field or orchard, that the sale is generally half made.

Sales Are Made by Suggestions

If the average merchant would go through his stock and take two or three articles each week and demonstrate them, even though it be such a simple thing as a boy whittling a stick, or chopping a block, or sawing a board, people will stop and look; it will remind them of things they need.

The boy whittling will at once suggest to the passer-by to feel in his pocket and see what his knife is like. The woman will instantly compare the work of her stove or old style washing machine with what the new models will do.

The farmer will feel that he could probably accomplish his work in less time and obtain larger crops by using the up-to-date implement, and so on throughout practically the entire list of what the hardware and implement merchant carries.

We have seen it proven time and time again, and yet the average merchant, because he is located in a small town where such things are not usually being done, feels that while these methods might be all right for large cities, yet it is not necessary in his own community.

That is all the more reason why he would obtain better results and get a name for himself of being progressive and up-to-date if he would put in effect this element of human nature, which is the same in the country town as it is in the larger town. It applies equally well in the small store as it does in the larger.

ROADS ALL GOOD—ONLY "DETOURS" ARE BAD

It was during a recent Congressional investigation that Commissioner Garfield remarked:

"Their findings remind me of an encounter I once had with an Illinois farmer. We had stopped at his place for dinner and I ventured to inquire how the roads were in his district.

"Fine," replied the farmer. "We've abolished bad roads."

"Big job, wasn't it?"

"Not at all. Wherever the going is 'specially hard, we don't call it a road. We call it a 'detour.'"



H. S. DANIELS

President of the Illinois Retail Hardware Association, extends through our pages an invitation and a welcome to dealers in Illinois and adjoining states to attend their annual convention and exhibit, to be held at Hotel Sherman, Chicago, February 17, 18, 19.

JUST BECAUSE IT'S SOMETHING NEW!

The success of any industry has always attracted ambitious "seconds" ones who hoped to get by on the coat tails of success—if, from their present endeavors, their eyes behold a flourishing industry, be it oil, gold or rubber, off they are on the new scent with a wealth of visionary, revolutionary and ambitious thoughts and ideas that are astounding.

The automobile industry is an example that is fresh in our memory—recall the countless contraptions thrown together feverishly with the one idea of getting in while the getting was good—putting on the market anything which at least resembled an automobile and would get them a share of the public's attention—and money.

Their success was short-lived—naturally—although undoubtedly highly profitable for themselves.

But is that keeping faith with the public—is it "devoting at least a portion of your time to the upbuilding of the profession in which you work" is it a square deal for the dealer who loyally recommended the product to his trade—or for that part of the public who invested in the product?

Today, rubber is the young giant among industries and, true to precedent, scarcely can you turn around but a new tire is being put upon the already bewildered market.

Their future—also true to precedent—is easily readable.

The Name Behind The Tire



IN '91, a lone prospector discovered gold in Cripple Creek Canyon, inciting the famous '91 rush for gold, which four years later, showed average findings of \$6,878,137 a year.

About this time, Gormulley & Jeffery discovered the golden opportunity that lay in the pneumatic tire, destined to revolutionize modern vehicle travel.

Stock a line that after a quarter-century of scientific advancement moves in the vanguard of American-made pneumatic tires.

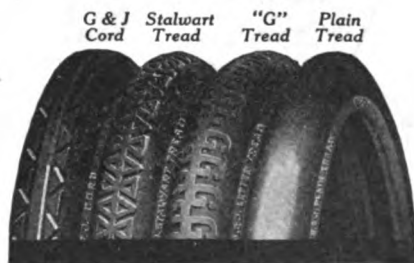
G. & J. TIRE COMPANY

1790 Broadway, New York

G & J DISTRIBUTORS

Baker-Hamilton & Pacific Co., San Francisco, Cal.
 Bailey-Lelby Co., Charleston, S. C.
 Barker-Jennings Hdw. Corp., Lynchburg, Va.
 Benton County Hdw. Co., Rogers, Ark.
 Berrold Rubber Co., Philadelphia, Pa.
 Chapin-Owen Co., Inc., Rochester, N. Y.
 Colladay Hdw. Co., F., Hutchinson, Kan.
 Cooper & Leonard, Bennington, Vt.
 Dennis Auto Supply Co., Richmond, Va.
 Donnan Hdw. Co., W. S., Richmond, Va.
 Drennen Motor Car Co., Birmingham, Ala.
 Drury & Kelley Hdw. Co., Cadillac, Mich.
 Fisher Bros. Paper Co., Fort Wayne, Ind.
 Fox Bros. Hdw. Co., Pine Bluff, Ark.
 Gladstone Tire & Supp. Co., New York City
 Gunby Co., L. W., Salisbury, Md.
 Harper & McIntire Co., Ottumwa, Ia.
 Hatcher Co., A. S., Macon, Ga.
 Heitmann Co., F. W., Houston, Texas
 Inter-Mountain Elec. Co., Salt Lake City, Utah
 Janney-Semple-Hill Co., Minneapolis, Minn.
 Keeler Motor Car Co., Williamsport, Pa.
 Leonard Hdw. Co., C., Petersburg, Va.
 Johnstown Auto Co., Johnstown, Pa.

James C. Lindsav Hdw. Co., Pittsburgh, Pa.
 Ludwig Tire & Vulc. Shop, Hagerstown, Md.
 Manhattan Oil & Linseed Co., St. Paul, Minn.
 Miller Bros. Hardware Co., Richmond, Ind.
 Monroe Hardware Co., Monroe, N. C.
 Murchison & Co., J. W., Wilmington, N. C.
 Myers, Geo. W., Harrisburg, Pa.
 Ohio Rubber Co., Cleveland, O.
 Post & Lester Co., The, Hartford, Conn.
 Russell Hdw. Co., McAlester, Okla.
 Schelly & Bro., C. V., Allentown, Pa.
 Semmes Hardware Co., Savannah, Ga.
 Shannahan & Wrighton Hdw. Co., Easton, Md.
 Stratton & Terstegge Co., Inc., Louisville, Ky.
 Sullivan Tire Co., L. E., Washington, D. C.
 Summers Hdw. Co., Johnson City, Tenn.
 Teague Hardware Co., Montgomery, Ala.
 Thomas-Ogilvie Hdw. Co., Inc., Shreveport, La.
 Toonley Metal & Hdw. Co., Kansas City, Mo.
 Trautwein Tire & Repr. Co., Brooklyn, N. Y.
 Wyeth Hdw. & Mfg. Co., St. Joseph, Mo.



Selling the idea to the motorist through Brake Lining

IN your capacity as technical advisor to the motorist, you have an opportunity to profit by the economy idea.

Take brake lining, for instance—you know one big feature of Johns-Manville Non-Burn Asbestos Brake Lining is economy.

Economy because Johns-Manville Non-Burn is made of Asbestos—the only material that is fit to stand the terrific heat and grinding wear of braking service.

Economy—not only in purchase price, but for the longest service per dollar that any lining can give under any conditions.

Play up this economy idea—it's a fact—backed by Non-Burn—the worthy representative of Johns-Manville Asbestos in the Automotive Field.

And as to profit—ask your jobber to show you what others, who handle Johns-Manville Non-Burn, are doing right now.



of economy at a profit

and Speedometers

NO matter how good a guesser a motorist is, he can't tell how many miles he rides for a dollar unless he has a speedometer.

Tell him so. Show him why he needs a Johns-Manville Speedometer on his Ford car to keep track of expenses, to check the speed and know the distance traveled.

Sell him the economy idea in a Johns-Manville Speedometer. Go after the Ford owners especially. The Johns-Manville Speedometer for the new Fords can be quickly attached to the instrument board—it's made to fit exactly. Mechanically it's a precision instrument,—yet a simple one, without a single unnecessary part. Even the gear elbow is replaced by a gentle curve in the cased drive shaft.

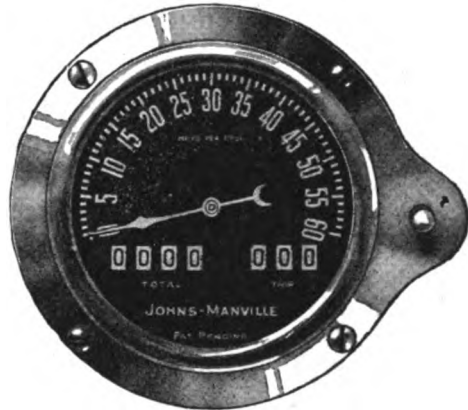
You certainly can talk economy to the man with a Ford,—and there's real profit in it for you.

Our Jobber-Dealer Sales Policy assures you real trade protection. Write for details.

Price complete, \$16.50
West of Denver, \$18.00

H. W. JOHNS-MANVILLE CO.
New York City

10 Factories—Branches in 63 Large Cities
For Canada, Canadian Johns-Manville Co., Ltd.
Toronto



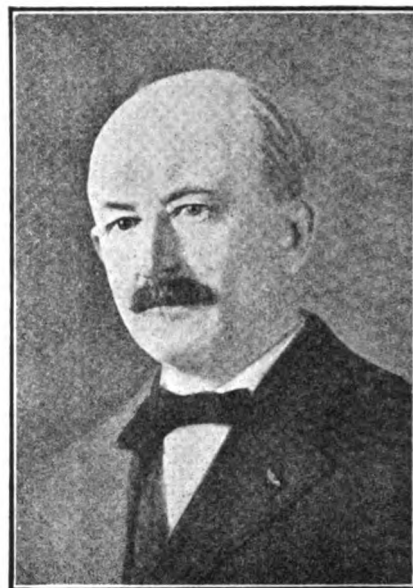
MANVILLE

EQUIPMENT



LEON D. NISH

Secretary of the Illinois Hardware Association, who promises that their convention in Chicago this month will be more than worth while. Secretary Nish and his corps of co-workers have been working for months on their program and convention arrangements, and the time spent at this convention will be one of the best investments a dealer can make.



C. N. BARNES

Secretary of North Dakota Retail Hardware Association, tells the **HARDWARE WORLD** that he has never seen as great an interest in the work of the association as at this time, and he has had a quarter of a century experience. He confidently anticipates the largest attendance they have ever had, and their membership covers more than 90% of the hardware merchants in North Dakota.

RESEARCH LABORATORY OF THE JOSEPH DIXON CRUCIBLE CO.

The superstitious folk of the middle ages experienced a wonderful feeling of romance from the magic of their alchemists and wizards—a feeling based on the mystery with which their activities were shrouded. Yet absurd as were their claims, the alchemists undoubtedly were the forerunners of the modern scientific chemists.

Nowadays schools, books and magazines have dispelled the old cloud of mystification from the work of scientists, and the results of research are felt alike by the farmer, the manufacturer, the housewife and others. But who can step into a laboratory without feeling that the little blue flames, the little but loudly roaring furnaces, the crucibles and tiny cauldrons, the wicked-looking bottles, the strange and demonlike odors, are very suggestive of the days of witchcraft and conjuring?

There is such a place of interest and study to be found in the newly established Research Laboratory of the Joseph Dixon Crucible Company. It is located close to the works, but far enough away to avoid the noise and dust and be free from the vibrations of the factories, which are so likely to disturb the accuracy of the delicate instruments.

The building is a large twenty-room house, the old-time manse of a Scotch Presbyterian church, wherein no cushions or heat or music were permitted, so they are reasonably sure that Old Nick was long ago exorcised, never to return.

In this very much larger and more complete laboratory, they shall be far better able to analyze all their clays, graphites, and other materials that enter into the Dixon crucibles by the Dixon Company. They shall also be able to make microphotographs of all materials that require microscopic study. In other words, they shall expect to have what they have started out to have—a complete research laboratory, wherein their staff of chemists will be able to study

and to produce results of great value to the Dixon Company to its world-wide clientele.

BISSELL COMPANY COOPERATES IN ADVERTISING

The Bissell Carpet Sweeper Co. issues every month or two to its dealers a large sheet showing proofs of cuts that can be obtained free from the company as well as suggestive reading matter and forms for advertising. This literature will be distributed free to any merchant who sells Bissell Sweepers on condition that the sweepers be not sold at any cut rate, and the cuts be used to advertise no other sweepers.

The name of the Bissell Carpet Sweeper must at least be mentioned in the advertising. Most of the cuts are designed so they will encourage the sale of household goods and specialties, as well as the sweepers in particular. Of course any dealer who handles Bissell Carpet Sweepers may know that the company is behind him not only in spirit, but in letter and in active service. Any Bissell dealer who does not already obtain this service, or any merchant who is interested in such a proposition should communicate with the Bissell Carpet Sweeper Co., Grand Rapids, Mich.

The E. A. Franz Hardware Co., Hood River, Oregon, are planning to build a large garage to be conducted in connection with their hardware and furniture business.

On its fourth birthday the Nogales Hardware Co., of Nogales, Ariz., is reported as one of the leading business houses in Nogales and a thoroughly up to date firm. They do considerable export business to the state of Sonora, in Mexico. A full line of house furnishings and implements are carried in addition to hardware.



PEERLESS RADIATOR

No. 11

This GUARANTEED RADIATOR is equipped with the indestructible Peerless Honeycomb Core, that is so efficient for the cooling of Ford engines.

PRACTICALLY FREEZE AND BOIL PROOF

All parts coming in contact with water are of brass. Radiator shell finished with two heavy coats of black Japan; also nickel-finish. Brass core in gray. Fits 1917 and later model Ford cars. Also Ford One-Ton Truck.

Increased manufacturing facilities have enabled us to add an exact duplicate of the Ford fender to our present line. Shipments February 1st.

Write for complete catalog of **PEERLESS PRODUCTS**
FOR FORD CARS; radiators, hoods, radiator and
hood combinations, fenders, tool boxes.

THE CORCORAN MFG. CO.

Address Dept. 14
CINCINNATI



ROY SMITH, Secretary

The annual convention of the California Retail Hardware and Implement Association will be held in San Francisco on February 24, 25 and 26. Secretary Smith promises a most interesting and helpful convention, and believes that if there was ever a time when the California dealers should attend a meeting, their February convention is the one. There are many matters affecting the welfare of the retail dealers throughout California, and he anticipates a very interesting and helpful meeting.



A. R. SALE

The veteran secretary of the Iowa Retail Association, advises us that they are going to have a most interesting and enthusiastic convention. Some months ago every bit of space in the building was sold, and he expected to have an annex exhibit. He adds that the Ladies' Auxiliary organized last year is making plans for a large attendance of the ladies.

HAD ENOUGH OF COLLEGE PRESIDENTS

Editor **HARDWARE WORLD**:

As I preserve all copies of the **HARDWARE WORLD** for future reference, in looking over some former issues, I came across an address published in your October issue delivered by President Nicholas Murray Butler, of Columbia University.

In reading this morning's paper, I noticed an announcement of his candidacy for President, and I have felt constrained to write him and have done so, telling him that the period for the election of college presidents as chief magistrates of the United States had gone by for at least the next twenty-five or fifty years, regardless of one's capacity, character or evident fitness.

We have had enough of the "idealism" of college presidents to last us for the next hundred years. What the country needs is a good, strong American and a business man to conduct the business affairs of the nation.

H. O. BOE.

TO MAKE SURE

"Were you very sick with the 'flu, Rastus?"

"Sick, sick! Man, Ah was so sick mos' eb'ry night Ah look in dat er casualty list for mah name."

MAKE YOUR 'PHONE PAY DIVIDENDS

If the dealers who sell paint were as active in soliciting orders as the grocers, there would be more paint sold. If you hang around your home long enough mornings you will hear your telephone ring. The grocer is on the other end. He wants to know if your wife "needs any groceries this morning." Perhaps she thinks she doesn't. But the grocer never takes "no" for an answer. He begins suggesting things: "We have a nice lot of cantaloupe this morning," he is saying. "And we just received some fresh strawberries—and we have some of the best country butter you ever tasted." And so on. He will read the whole list until he gets the wife started. Then he begins saying "and what else."

Now if the grocer can put this over, why not the paint dealer? You say it isn't "regular"—maybe that's true, but everything must have a beginning. Suppose you put one of your sales force on the telephone and try it out. Have the salesman call a dozen or more homes and tell the housewives about a new enamel or a new floor paint that is just about the best thing ever. See how it works.

—A. P. O. D.

Make your store look prosperous outside, and it will be the more prosperous inside.



MOSSBERG

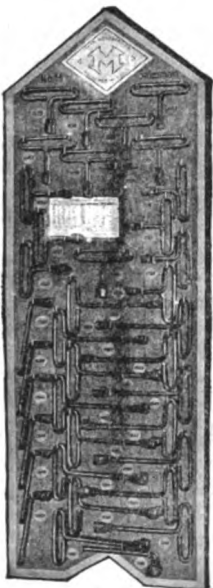
ALL STEEL Wrenches and Tools



A MOSSBERG Wrench for every need; adjustable, open-end, socket wrenches; socket sets (most complete), special wrenches for automobile, truck, tractor and Ford car equipment—A “Mossberg” for every requirement.

Hardware dealers stock the Mossberg line of **all steel** wrenches because the individual wrench or socket is strong and convenient—it is the result of long study of wrench needs. And this one line is so complete that it meets the needs of every customer; and special sets arranged for the garage man, the expert machinist, the motorist, the marine engineer, sell on sight.

Send for catalog and get acquainted with the various styles and finishes of the Mossberg line.



FRANK MOSSBERG CO.

Wrenchsmiths for 20 Years.

LAMB ST., ATTLEBORO, MASS., U. S. A.



**F. K. BECHERER**

Secretary of the Missouri Retail Hardware Dealers' Association, tells us that Missouri is really going to show just how enthusiastic and what a helpful meeting they will have at St. Joseph on February 17, 18 and 19.

THE MAN THAT STICKS

The man that sticks has his lesson learned;
Success does not come by chance—it's earned
By pounding away; for good hard knocks
Will make stepping-stones of the stumbling
blocks.

He does not expect by a single stride
To jump to the front; he is satisfied
To do every day his level best
And let the future take care of the rest.

For the man that sticks has the sense to see
He can make himself what he wants to be
If he'll off with his coat and pitch right in.
Why? Because the man that sticks can't help
but win!

BEFORE THE "NATIONAL" WAS INSTALLED

In Georgia they tell a story of a politician who was forever seeking to win the votes of his district to the end that he might be sent to the House of Representatives. In one speech this politician thought it might be well to make reference to his humble origin and early struggles. "Gentlemen," he said oracularly, "I got my start in life by working in a general store for \$3 a week, yet I managed to save money." At this juncture there came from the audience a shrill pipe: "Say, Bill, was that before the invention of cash registers?"

Those who do what they like seldom like what they do.

**C. W. LEMMERS,**

President of the Ohio Retail Hardware Dealers' Association, who wishes to extend through the **HARDWARE WORLD's** pages an earnest invitation and greeting to the retail merchants of the Buckeye state to be present in full force at their annual convention at Cincinnati, February 25, 26 and 27. Merchants from adjoining states will be equally welcome.

ROAD EXPERIENCE

The wind, from arctic coast afar, was blowing shrewdly, fierce and keen, and I was out in my closed car, consuming costly gasoline. I gloried in the wintry storm, I watched the snow drift with a smile; for I was cosy, snug and warm, and limousines are all the style. "Blow, blow," I said, "thou wintry wind, and shriek a fiercer, louder note, for I have winter badly skinned when I ride forth in my closed boat." And then a beastly tire went flat and I stepped out to view the wreck; the tempest blew away my hat and wound my whiskers round my neck. I toiled away with wrench and jack and shed a lot of frozen tears, and sprained my hocks and broke my back and froze my eyebrows and my ears. So I removed the busted tire and put another in its stead, and gathered wrench and jack and lyre and started townward, seeing red. I had not traveled half a verst, I had not gone a parasang, before another casing burst with raucous and resounding bang. And harder then the fierce winds blew, as I'd requested them to blow; and Father Winter sprained a thigh to show what spasms he could throw. I still have auto rides enough and still I burn the gasoline; but winter hears from me no bluff; I'm of a humble, chastened mien.

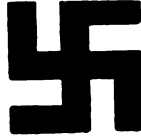
—Walt Mason.

An hour in the morning is worth two at noon, three in the afternoon and four at night.

THE BUFFUM TOOL CO.

LOUISIANA, MO.

High Grade Tools



for High Grade Workmen

TO MR. BUYER:

1920 CATALOGUE

Owing to conditions beyond our control our proposed issue will not be ready before about March 1st.

Pending this we refer to following new tool sets for your favorable attention through our agents.

Yours sincerely,

FRANK W. BUFFUM, Pres.

NEW GOODS

	LIST EACH
No. 208-C "Special" Chisel and Punch Set (8 tools).....	\$3.50
No. 394 "Special" Chisel and Punch Set (12 tools).....	3.50
No. 285-C "Reliable" Chisel Set (8 tools)	2.50
No. 313 "Special" Auto Punch Set (7 tools).....	3.00
No. 313½ "Reliable" Auto Punch Set (7 tools)	2.75

Furnished with a Canvas Roll

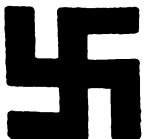
AJAX AUTO TOOL KIT

in a Canvas Roll, Consisting of

1/12 doz. No. 1018 Hammer, No. 2324 Wrench, No. 2015 Driver	LIST PRICE \$4.50
1/12 doz. Eng. Wrenches Ea. No. 2250-51-52, No. 1902 Cotter Pin Tool	
1/12 doz. No. 2377 Plier, No. 572 Hand Punch, No. 24 Cold Chisel	

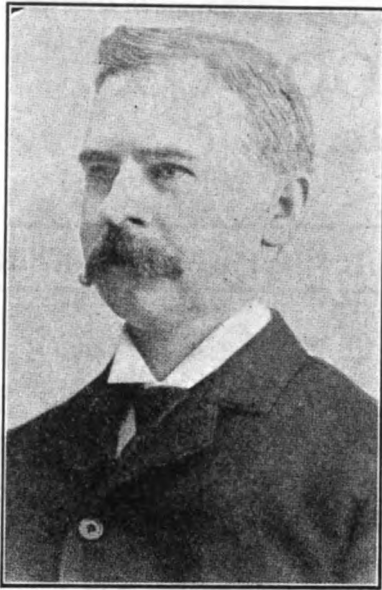
Write for Discount and Sample Tool Sets

PROMPT SHIPMENTS PROMISED



C. W. GAUSE CO., Western Sales Agents
693 Mission Street, San Francisco, Cal.





DEATH TAKES A. W. TREDWAY

Alfred Worthington Tredway, prominent jobber of hardware in Iowa, died at his home in Dubuque on December 30, 1919, and was buried on New Year's Day. Mr. Tredway at the time of his death, was president of the A. Tredway & Sons Hardware Co., jobbers of shelf hardware and vice-president of the John Ernsdorff Iron Co., jobbers of iron, steel and blacksmith supplies.

Beginning as a clerk with the firm of Andrew & Tredway (established in 1853), he was admitted to a junior partnership in 1878, and in 1889, with his father, Alfred Tredway, Sr., and two younger brothers, founded the succeeding corporation now operating as the A. Tredway & Sons Hardware Co.

This corporation, under Mr. Tredway's guidance, absorbed the Schreiber-Conchar & Westphal Co., and in 1902, by the organization of an affiliated corporation, bought out the heavy hardware business of the John Ernsdorff & Sons Co.

The death of Alfred Worthington Tredway, at the age of 66 years, has removed a man who, while not of greatly advanced years, had possibly been longer in active service in the wholesale hardware business in Iowa and the adjacent states than any other in that business, and his loss is keenly felt, not only by his immediate business associates, but by a wide circle of manufacturers and customers who have known him long and favorably.

If the service in your store is slow, for lack of pep or for lack of proper equipment, you cannot take care of as many customers. Speed up all you can without hurrying customers.

No one ever regretted speaking with kindly tolerance, but most of us have been sorry for hasty words which hurt.

Instead of complaining all the time about the high cost of living, let's get even from the other end by cultivating simpler tastes and habits.



GEORGE W. LEEDLE

President of the Michigan Retail Hardware Dealers' Association, which meets at Grand Rapids on February 10, 11, 12 and 13. Michigan dealers are planning the best convention they have ever held. Under the Secretaryship of Arthur J. Scott, the Association has steadily progressed until the Michigan Association is often held up as a model by which others may pattern. In fact, there is a commendable competition between associations to see just which may render the best and most efficient service to their membership.

CHAIN PRODUCTS COMPANY INTRODUCES NEW TOW CHAIN

Of the new auto accessories that have come to the attention of this department one of the handiest is an 18-foot heavy link tow chain recently introduced by a well known Cleveland concern.

To the motor car owner who has luckily escaped the need for a tow chain any such a product apparently will serve the purpose, but to the initiated the following items will be of more than ordinary interest:

First, the links are unusually heavy and strong and the hook at each end is drop forged.

What is more exasperating than to start your tow, only to have a link give way or one of the hooks straighten out or break clear off?

Second, both ends are covered so that the enamel of neither the car towing nor the car being towed are scratched by the links while coupling or uncoupling.

Third, each chain is packed in an individual bag, making it easy to handle and keeping any mud picked up off the other tools of your tool box.

The average motor car owner who has never needed a tow does not fully appreciate what embarrassment can follow the breakdown of his engine while many miles from home.

Most passers-by will gladly give a helping hand, but can he expect them to carry tow lines if he carries none himself?

The Bulldog tow chain is made of 10-0 Bulldog chain, 5-16 inch material with a tensile strength of 4400 lbs. It is 18 feet in length, with a drop forged hook on each end and the links on each end are covered to protect the enamel of both cars.

Dealers will find this tow chain a product with a world of sales opportunity.



"Big Business" Buys UNITED Spark Plugs

Owners of big truck fleets buy United Spark Plugs because they survive the hard work and abuse of truck service.

United Spark Plugs provide consistent ignition day in and day out—they serve. And truck owners want the "Lockt" terminal—for it gives a positive contact that no truck vibration can loosen.

There are many repeat orders of United Spark Plugs—"Big Business" buys them again and again.

United Spark Plugs are guaranteed—and you make a liberal profit on each sale.



*Made for a Purpose —
Consistent Ignition*

Heavy Duty, \$1.00 } RETAIL PRICE { Junior Type, 75c
for Trucks and Tractors } for Passenger Cars

Ask Your Jobber for the Plug in the Yellow Checkerboard Box

United Manufacturing & Distributing Company
Lake Shore Drive and Ohio Street, Chicago, Illinois

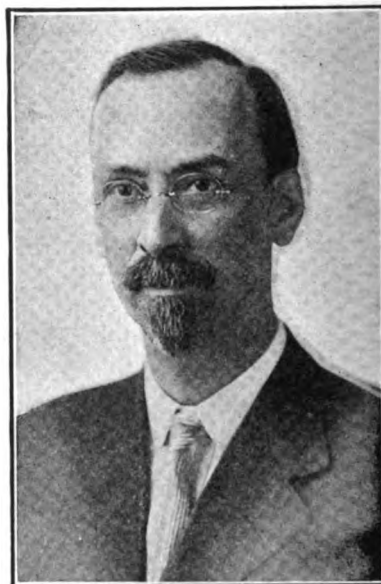
Pacific Coast Representative
A. C. RIDDELL
Marvin Bldg., San Francisco, Calif.
Higgins Bldg., Los Angeles, Calif.

Southern Representative
BLOCK AUTOMOTIVE CO.
Charlotte, North Carolina

UNITED SPARK PLUGS

**F. J. THIELMAN**

President of the Minnesota Retail Hardware Association, whose motto is: "It can be done." The Minnesota Association is one of the strongest organizations of the country.

**H. O. ROBERTS**

Secretary Minnesota Retail Hardware Association. Minnesota Conventions are always worth while, and February 17, 18, 19 and 20 will witness one that it is expected will set a new record. Secretary Roberts is a veteran in the work.

DENVER JOBBERS ACTIVE

With the opening of the New Year the Jobbers' Association of Denver began an active and aggressive campaign to divert buying throughout the mountain territory radiating for 1000 miles into Denver.

The slogan, "Denver the jobbing center of the West," has been taken by the Association, and under the direction of Frank A. Bare, president of the Tritch Hardware Co. and president of the Association, the campaign is in full swing. Co-operative meetings of all salesmen in all lines are being held and the general object is to divert the trade into the houses working from there.

L. J. MUELLER PASSES AWAY

Louis J. Mueller, Sr., president of the L. J. Mueller Furnace Company, died last month at the age of 82 years. Mr. Mueller had been active up to the time of his death, which was sudden and unexpected.

Mr. Mueller was born in New York City in 1837, where he secured his early education, following which he learned the tinner's trade. He went to Milwaukee in 1855. There engaged in business, later expanding when Mr. Mueller began, in a small way, to manufacture furnaces.

During the last thirty-five years the Mueller Furnace Company has manufactured furnaces and boilers exclusively, and has grown to such proportions that approximately 500 men are engaged in the manufacture of furnaces in that plant.

Mr. Mueller is survived by his widow and four sons: Paul, Arthur, Louis, Jr., and G. C. Mueller.

CHARLES E. BELL PASSES AWAY

The trade of the northwest will learn with sincere regret of the death of Charles E. Bell at Seattle last month. Mr. Bell has been an employee of the Schwabacher Hardware Co. for the last fifteen years,

and his loyalty and valued service have earned the hearty respect not only of his employers, but of the entire trade in the northwest. His loss is hard to reconcile and his place cannot be filled.

KRAKAUER-ZORK COMPANY ANNOUNCED

Word has been sent to the trade from El Paso, Texas, over the hand of J. Krakauer, the new vice-president and general manager, that henceforth the Krakauer-Zork Co. has been adopted as the new corporate name of what was formerly Krakauer, Zork & Moye, Sucs., Inc.

This long, unwieldy name was adopted in conformity to the Mexican law, for the company maintains a branch in Chihuahua, Mexico. The change is merely one in form, and the famous Krackajack Service will continue to be noteworthy in the Southwest.

A CHRISTMAS WISH

Among the scores of beautiful and touching Christmas cards received at the office of the **HARDWARE WORLD**, none strikes a more harmonious note than that from the Vaughan & Bushnell Mfg. Co., Chicago, Ill. Its text is as follows:

"1869-1919. The spirit of the season prompts us to wish for you and yours a happy and prosperous New Year. As we complete fifty successful years in business, the executives of this company are deeply and sincerely grateful for the loyal and friendly co-operation accorded us by our many friends in the business world and wish to take this opportunity to express our appreciation.

"Friendly business is more than friendship—it is fellowship.

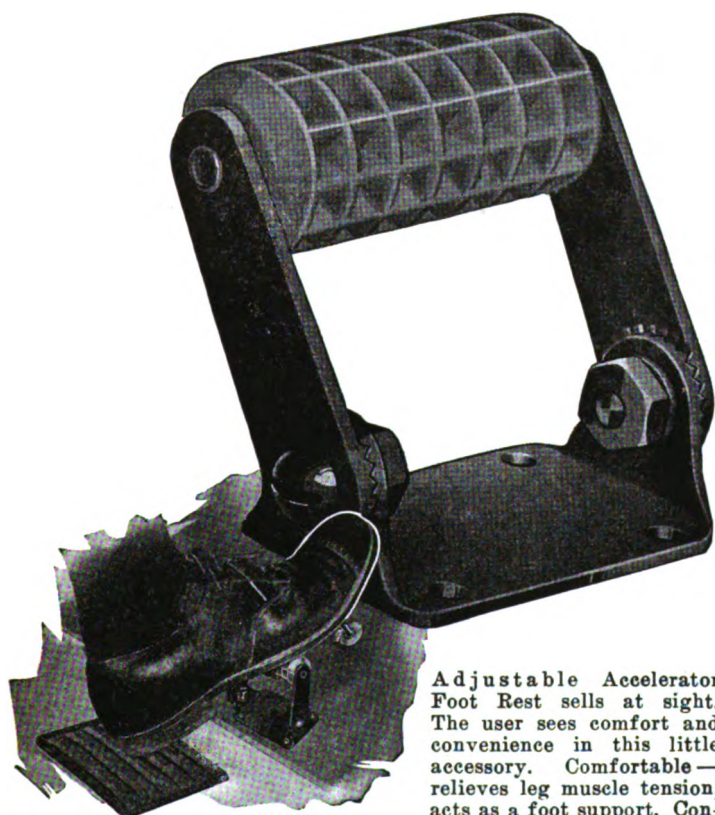
"**VAUGHAN & BUSHNELL MFG. CO.,**
"Chicago, Ill."

Stanwood Products

Good Selling Accessories

To the big majority of merchants and jobbers, Stanwood Products need no introduction—their high quality, their reliability, their serviceableness—their demand, have made a lasting impression.

Others seeking the "better grade" of automobile accessories, such as the Stanwood Equipment Company manufactures—Rubber Safety Step Plates, Rubber Heel Plates, Rubber Pedal Plates, Leather Hand Pads for automobile doors, Adjustable Accelerator Foot Rests, will appreciate their high quality, design, materials and workmanship which means the best.

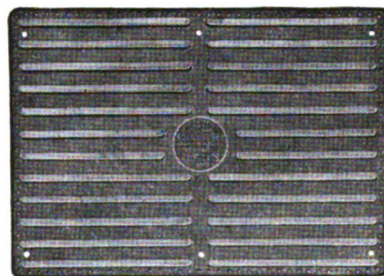


Adjustable Accelerator Foot Rest sells at sight. The user sees comfort and convenience in this little accessory. Comfortable—relieves leg muscle tension, acts as a foot support. Con-

venient—prevents unintentional acceleration over rough roads. Price each \$1.60, list.

Send for a Catalog showing the line of Stanwood Products. A copy will be mailed upon your request.

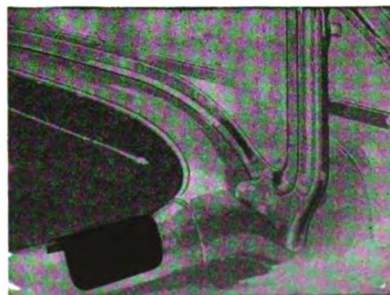
Stanwood Equipment Company
307 Plymouth Court, Chicago, Illinois



Safety Step Plates for running boards add to car refinement, assure firm footing, and save wear and tear on running board linoleum. Made in various styles, rubber vulcanized to metal plates and also solid rubber segments inserted into metal rubber covered plates. Type B, \$2.65, List; Type C, \$1.60, List; Ford Type, \$1.60, List.



Accelerator Heel Plate furnishes a stable position for heel when operating the pedal. Prevents wearing a hole in the floor covering. May also be used as toe and heel guard on running board. Made of rubber vulcanized to a metal plate. Price 85c each, List.



Conformable Hand Pads add a pleasing appearance to car. Prevent finger marks and wear on finish of car. Made of leather in various grains. Price each, 90c to \$1.80, List.

**JOHN R. VESTRE**

President North Dakota Retail Hardware Association, who wishes the **HARDWARE WORLD** to urge upon merchants in the Dakotas, and everyone else who can get there, the importance of attending their annual convention on February 11, 12, 13, at Grand Forks. Their exhibit will be larger and better than ever before, and their program will be especially helpful and beneficial to every retail merchant.

A. J. STRANG

President of the Wisconsin Retail Hardware Association. President Strang has much reason to be proud of the position which the Wisconsin Association occupies, but he modestly takes little credit to himself, feeling that the work that has been done in previous years by those who have preceded him, as well as by that "wheel-horse" P. J. Jacobs, who is more than a whole team in himself, has placed Wisconsin among the associations that are ever alert to promote the interests of the dealers within her borders. He wishes us to extend, through our pages, a hearty welcome to the merchants in Wisconsin and adjoining states.



The Estes Hardware Co. has established itself at Porterville, Calif., with a large stock and bright prospects.

W. H. Cameron has bought the interest of W. H. O'Brien in the White-O'Brien Hardware Co., at Emmett, Idaho.

The Jones-McCord Hardware Co. have filed papers of incorporation at Baker, Ore. Norman Elliott is president, Floyd T. Jones, vice-president; Harvey McCord, secretary, and S. O. Correll, treasurer. The capital stock is \$50,000. The new incorporation succeeds the business of the pioneer hardware man, William Caldwell, and its members are all prominent and successful business men.

JOHNS-MANVILLE IN IOWA

H. W. Johns-Manville Co. announces the removal of its Des Moines office to more modern quarters at 213 Ninth street on January 2. W. B. Roberts, Des Moines manager, says that the new location will give him better facilities than ever for serving Iowa with Asbestos and Magnesia, Electrical, Automotive Equipment and allied Johns-Manville products.

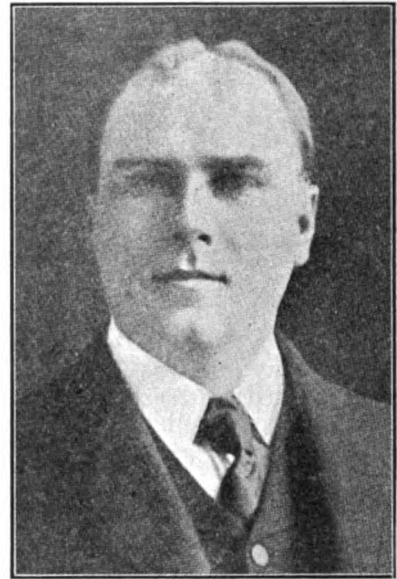
TIRE REPAIR SCHOOLS NEXT

In the opinion of some of the country's more prominent tire men, the time is not far distant when it will be practically as necessary for the tire repair man to produce proof of training and study under competent authority as it is for the dentist, doctor or lawyer to show evidence of having completed a prescribed course in his profession.

Already there are being operated in Akron, Ohio, such tire repair schools for the accessory and garage service men in the country who want the benefit of the best training available for their special business.

The students in such schools first become thoroughly acquainted with the details of tire construction before being actually trained in the repairing work. Repair stocks, fabrics of all descriptions, air bags, vulcanizing machines and methods, common sources of tire trouble, etc., are among the subjects taken up. The instructors in these schools are thoroughly experienced tire men from both factory and retail business standpoints. They are also assisted by others equally well trained in the work.

The course may be completed in a month, but no diploma is granted without evidence of knowledge of familiarity with tires and repairing.

**H. H. ELLIOTT**

As announced elsewhere the convention of the California Retail Hardware Dealers' Association will be held at the Palace Hotel, San Francisco, February 24, 25 and 26. This is the annual meeting at which the election of officers will take place. The California Association have found it advisable to hold quarterly meetings in various parts of the state and in that way keep in touch closely with local problems and maintain the interest of the merchants in the work in which they are engaged.

GROWTH OF MARSHALL-NEWELL

Attention has recently been focussed on the Marshall-Newell Supply Company, of San Francisco, a firm whose progressive strides in recent years deserves mention. G. F. Newell and J. H. Marshall, president and secretary of the firm, are well known to hardware men of this state and have built up their business by steady work and honest dealing.

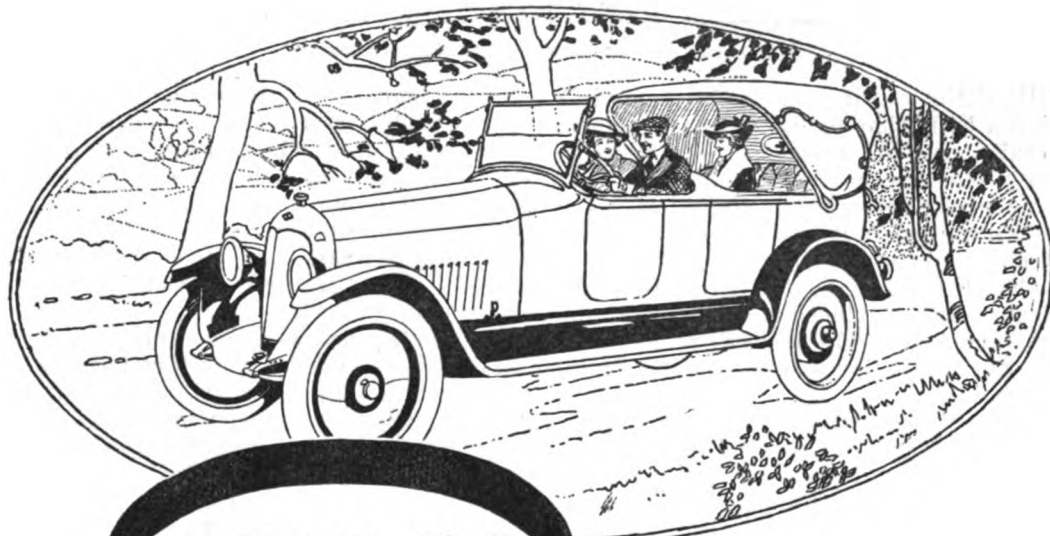
In the spring of 1918, they moved into larger quarters at the corner of Spear and Mission streets, having grown out of their previous place of business.

The present year has found them still growing. They have recently erected a warehouse near their present location. They have also opened a first-class and up-to-date builders' hardware sample room on the second floor of the Hobart building in San Francisco, the outcome of their efforts in selling the Yale & Towne Manufacturing Company's line of locks, builders' hardware and chain blocks. This sample room is for the convenience of local architects and clients, who may be building, and give the item of hardware its proper attention.

The "Acme Quality" paint line, which paint appears on the shelves of almost every hardware store and auto supply house, the quality of which is well known, is another addition to this house, and which affiliation it is expected will add much to the volume of sale of "Acme" paint in the state, as well as helping to expand the firm of Marshall-Newell Supply Company.

The Charles Ilfield Co., of Albuquerque, N. M., announces the opening of a branch house at Gallup, N. M. The company has purchased the store, business and warehouse equipment of Edward Hart, hardware merchant in Gallup, and will enlarge the building.

The Test of Daily Use



RUSCO Brake Lining and Clutch Facings

The test of daily use proves the excellence of the Rusco weave. Motorists who once use Rusco reline with it. They know that it has a grip that is reliable today, tomorrow and every day.

Guaranteed For One Year

Profit by Rusco's increasing demand. It makes goodwill and bigger business.

The same holds good of **Rusco Top Straps, Tire Straps, Fan Belts, Radiator and Hood Lacings, Anti-Squeak Webbing.**

The Russell Manufacturing Co.

Home Offices and Factories

519 Russell Avenue, Middletown, Connecticut.

New York City,
349 Broadway.

Detroit,

18 Alexandrine Ave. East.

Chicago,

1438 Michigan Ave.

Atlanta,

60 So. Forsyth St.

San Francisco, Cal.

Western Distributors, John T. Rowntree, Inc. Los Angeles, Cal.

Salt Lake City, Utah.

Seattle, Wash.

Denver, Col.

Southwestern Distributor, Ware Sales Co., Dallas, Texas

38 Factory Buildings

Established 1830

25,000 Shuttles



Greatest Merchandising Need

Education of Store's Sales Force in Selling Points and Arguments

(By John J. Commons, a Traveling Salesman)

WHILE I'm waiting for the buyer or killing a little time before train time I generally find it interesting—occasionally instructive—to observe the methods of clerks in making, or attempting to make, sales.

I call on the hardware and house-furnishing goods trade, and careful observation and many heart-to-heart talks with the merchants and their clerks, have convinced me that two things are necessary before the average retailer will "get anywhere," as far as prestige and profits are concerned.

These two things are:

- 1—The stocking of advertised goods.
- 2—A more careful training of the sales force in selling points and arguments—in other words, in salesmanship.

They Don't Really Know the Stock

It is unfortunate that the average clerk has only a superficial knowledge of the goods he sells. This is particularly true regarding certain high-grade merchandise handled by the hardware and house-furnishing goods dealers.

In a certain large store where well-known brands of builder's hardware, edge tools, cutlery, lawn mowers, refrigerators, paints and kindred lines are carried, I was waiting for the manager to return from the phone.

He had been called there to explain to a complaining customer that an oil stove should not be condemned because it suddenly developed a tendency to smoke—especially since it had been used twelve months with entire satisfaction. The manager spent fully fifteen minutes in an endeavor to convince the customer that possibly the syrup which, she acknowledged, had boiled over and run into the burner, was probably the cause of the trouble. So I had an opportunity to "size up" a few of his clerks.

A man came. He looked like what we used to call a "tight one." He had the air of a man in fear of beings slugged from behind. It developed, however, that he wasn't exactly in fear of his life, but he did want a lawn mower. I think he was a man of fair intelligence, but he wasn't inclined to talk much—possibly he hoped by being close mouthed to get a better bargain.

Clerk Just Said: "Something?"

A clerk approached with no more salutation than the one word "something?" The prospect said nothing, but advanced toward a raised platform where a dozen or more lawn mowers were on display, and by his apparent interest in the machines indicated that he was

"in the market." But still he refused to commit himself! One mustn't appear too anxious, you know. Better be sort of disinterested. It's also better to be a little mean to the clerk, too—makes 'em quote you a lower price. But finally the man whose front yard needed a hair cut for several weeks, admitted, grudgingly to be sure, that he "wanted to see what they had in lawn mowers."

And they had some good ones. Two different kinds of lawn mowers that have had thousands of dollars spent in advertising them in the newspapers and magazines. I just happened to know the sales points of one of the mowers, and when the clerk did nothing more than tell the price of the goods, I could hardly resist the temptation to take that prospect in hand and show him what a really good mower should be—and WAS—in the case of at least two machines on that platform.

Clerk "Pulled a Boner," for True

That customer could afford a good mower; of that I was certain. Yet he was allowed to buy a fourteen-inch mower, with only three blades in the reel, no ball bearings—not one single solitary thing to recommend it except its low selling price!

What's the probable result of such a transaction?

Of course any venture into the land of prophecy always entails some risk, but I do not think I am taking any long chances when I predict that the unknown, because unadvertised, low-priced mower would never thoroughly please the user; and that sooner or later repairs would be needed and not be available.

Judging by the appearance of the machine it would very likely get dull easily. The handle was light and poorly braced. In fact, it was just the kind of merchandise that makes a customer try some other store next time.

How much better it would have been for both merchant and customer if that clerk had been posted on the merits of the better machines! The owner of that store had several fine cash registers to protect his cash, yet he was allowing many dollars to escape before they ever left the pocket of the customer, if I may put it this way.

Might Have Pleased Customer and Also Made Better Profit

That same clerk in the same time consumed in selling a "cheap" mower, could have sold one that would have pleased the customer in every particular, and at the same time made



Is Your Ford full of Rattles?

A foolish question to
80% of the three mil-
lion Ford owners whose
cars are not equipped
with



Anti Rattlers

Are you one of the 2,400,000?

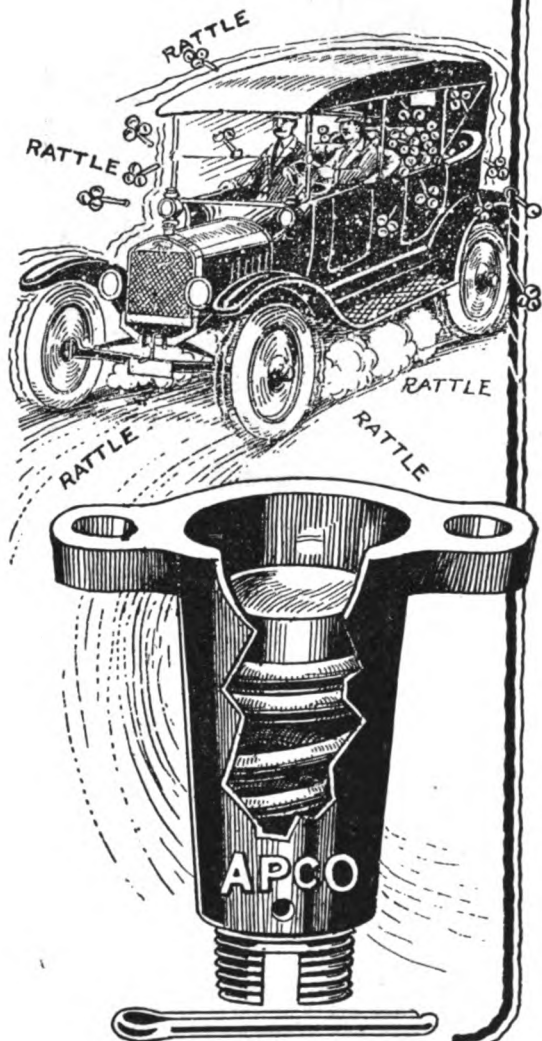
If you are, don't put this down
until you have written your
name and address on the margin
of the page, and mailed it with a
dollar bill for a complete set of
the most necessary items ever
offered to the Ford owner, or
better still, ask your dealer, but
be sure *Apco* is on the outside
of the box, it means quality
on the inside.

*This is just one of the twenty-five items
we make, and every single item helps to
make the Ford, more car.*

APCO MFG. CO.

PROVIDENCE, R. I., U. S. A.

Largest Exclusive Manufacturers



LOOK FOR THE NAME



THE MARK OF MERIT

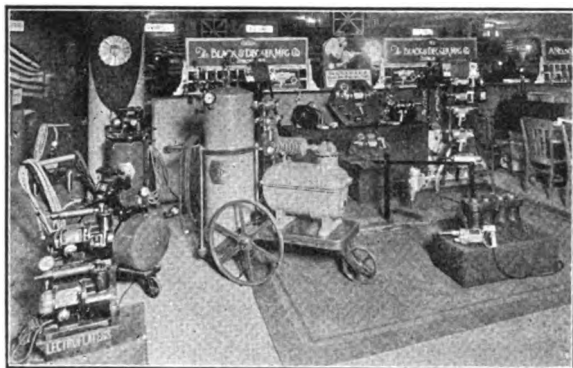
more money for the merchant. And this is saying nothing about the desire a merchant should have to make customers repeaters.

Does This Happen in Your Store?

What are you going to do about it? Could such a thing happen in your store? Why not stock nationally-advertised lines and then get the boys together one evening a week and coach them on the goods that deserve a little salesmanship? Why not ask a clerk to "sell" an article to you, the proprietor, before he attempts to sell it to a customer—a customer that you can't afford to lose through the sale to him of anything that will not give satisfaction.

BLACK & DECKER AT SHOWS

In accordance with its invariable custom of being right with the leaders in the industry, the Black & Decker Mfg. Co., Baltimore, Md., are exhibiting a full line of air compressors, lectro-flaters, electric



Black & Decker Auto Show Display

drills and valve grinders at both the New York and Chicago automobile show this winter.

These devices will be shown at work and also at rest, and there will be cross-sections to show the operating principle to the attendants at the show. The display racks on which the Black & Decker valve grinders and drills will be shown are the same as are being given to the company's stock jobbers for displaying these goods effectively in their stores.

?

I am the face of the store,
Mirrorlike I reflect the character,
Of the store and the merchant.
I am the retailer's most potent advertising
asset.

I can be the best.
I can be the worst.
Which will you make me?
Some merchants neglect me.
When treated right I mean an efficient store.
Every passerby appreciates me.
I come in contact with the masses and classes.
I give the "punch" which secures conviction.
I put across the "human interest appeal."
I individualize your product.
I create desire, demand and the sale.
I work for you twenty-four hours a day.
Treat me right and I know no sickness.
I am working with and for you all the time.
I AM YOUR WINDOW DISPLAY

ANOTHER OF SANTA BARBARA'S BIG FOUR

In a recent issue of the **HARDWARE WORLD** we described one of the attractive, progressive hardware stores of Santa Barbara, Calif. This growing city is fortunate in having four enterprising hardware merchants, and merchants nowhere work together more in harmony than here, where competition is very keen.



J. A. POTTER

Modern in every respect, progressive, receptive to new methods and ideas of display and service is the Boeseke-Dawe Co., of which J. A. Potter is president and manager, and E. S. Hicks secretary and treasurer.

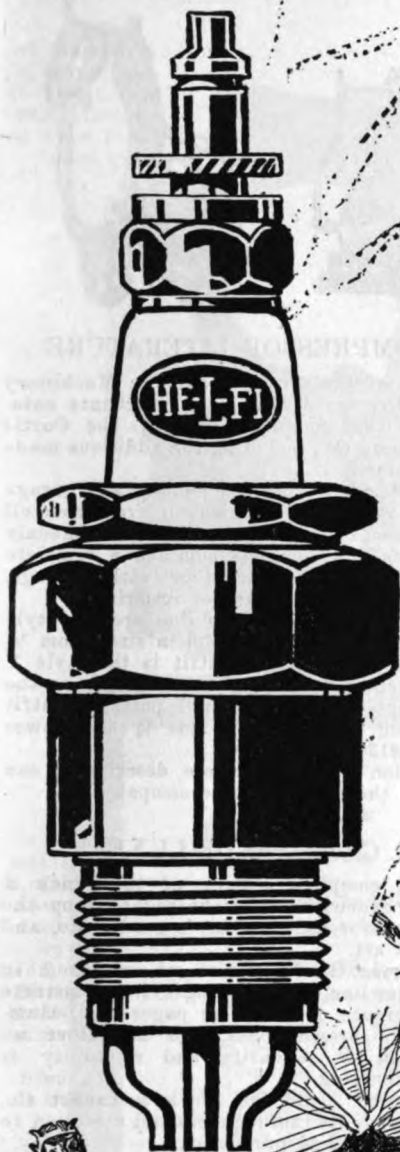
The history of the Boeseke-Dawe Co. dates back over fifty years to 1866, but none of those who gave the concern its name are now connected with it. The old name, however, is so well established and sound, with a reputation for years of valued service, that when Mr. Potter purchased the business several years ago he considered the name distinctly an asset.

All of Mr. Potter's boyhood was spent in a hardware store in Iowa, and he had visions and dreams then that he hoped some day to bring to reality.

It was at Brawley, in the famed Imperial Valley, we believe, that he established the Brawley Hardware Co., and in the four years he was there he had the opportunity of putting into effect some of his own ideas. Yet he wanted larger opportunity. Disposing of his business there, he purchased the half-century-old business of the Boeseke-Dawe Hardware Co.

He at once began to make improvements, new display windows, new arrangement of stock, new methods and conveniences were instituted. Improved service to customers came with better lines of merchandise, staple commodities that the merchant can guarantee because the factories are back of him. With associates who knew the business and took a vital interest in it, he formed an accommodating sales organization, and employed a first class window trimmer. These associates were all animated with the spirit of J. A. Potter and one cannot blame Mr. Potter for the justifiable pride which he takes in his business and organization.

He is still making improvements and will continue to do so for all time. Before long, when the present changes have been completed, we hope to show another attractive western establishment, and perhaps before many months we will add the remainder of the quartet of hardware establishments that make the trade of Santa Barbara's Big Four eagerly sought after.



HEL-FI Spark Plugs

true to their purposes,
deliver a constant, blis-
tering hot spark — re-
duce carbon troubles —
enable a saving of gaso-
line and give the motor
a fair chance to produce
its full efficiency.

"THERE IS A
HEL-FI
FOR EVERY MOTOR"

THE HEL-FI COMPANY, BELVIDERE, ILLINOIS, U.S.A.



LEATHERMET NAILS

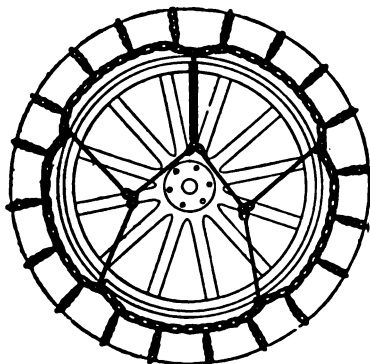
UPHOLSTERING NAILS

in a wide range of sizes and styles, and made to match any shade of upholstering or leather in plain or Spanish effects.

Complete Line With
Prices Shown in
Catalog. Write For It.

THE BREWER-TITCHENER CORP.
CORTLAND, NEW YORK

SAVE YOUR FENDERS Merchant's Anti-Skid CHAIN TIGHTENER



Loose chains slap against fenders, marring and bending them and creating an infernal racket. Merchant's prevent this by gripping the chain at five points, giving an easy tension all around. Saves chains. Saves tires. A wonderful little accessory. Price per pair \$1.00. M. H. Merchant Corp. 236-8 Emma St. Syracuse, N. Y.

Exclusive Distributors, Gray-Heath Co., 1440 Michigan Ave., Chicago

LANE'S Steel Wagon Jack

NO CAST METAL
NO WOOD

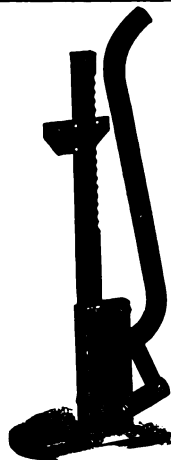
Strong—Light—Compact

Substantial Profit
to the Dealer

Have you Catalog and
Latest Prices?

LANE BROS CO.

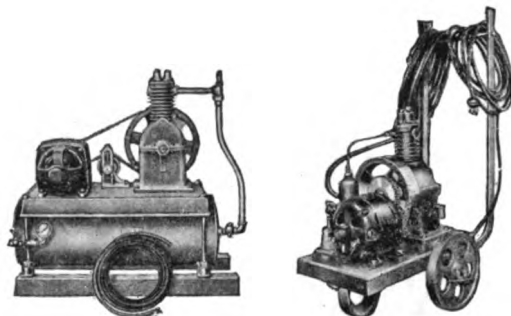
River St., Poughkeepsie, N. Y.



Little Bess was complaining that her stomach felt bad, and her mother said: "Perhaps it's because it's empty, dear. It might feel better if you had something in it."

Shortly afterward the minister called. In reply to a question as to his health, he said that he was well, but that his head felt rather bad that day.

"Perhaps it's 'cause it's empty," spoke up Bessie. "It might feel better if you had something in it."



CURTIS COMPRESSOR LITERATURE

At the offices of the Curtis Pneumatic Machinery Co., St., Louis, Mo., are available to merchants catalogs illustrating the complete line of the Curtis Pneumatic Machinery Co., including the additions made for the 1920 season.

The insistent demand from the jobbing and garage trade for outfits which will furnish air free from oil have made the compressors of the Curtis Co. keenly demanded, and the new booklets combine a complete description of every model, together with fittings, specifications, extras and advice for ordering.

Two important additions to the line are the style V outfit, which is a stationery model in sizes from 1/4 to 3 horsepower. Another new outfit is the style Y motor-driven machine to supply the demand on the part of the garage man for a small portable outfit for direct pumping to supply. It has 1/4 horsepower and is priced at \$130.00.

Full information and a complete description can be obtained from the offices of the company.

B. & D. CATALOG DE LUXE

The new and complete catalog of the Black & Decker Mfg. Co. cannot help but be regarded by the trade as a triumph for the company's good taste, and of the publisher's art.

It is thorough in its description of each item in the Black & Decker line, and fine engravings illustrate each device in minute detail. The pages are beautifully decorated in brown tones, and altogether an elegant impression of solidarity and reliability is conveyed by the catalog.

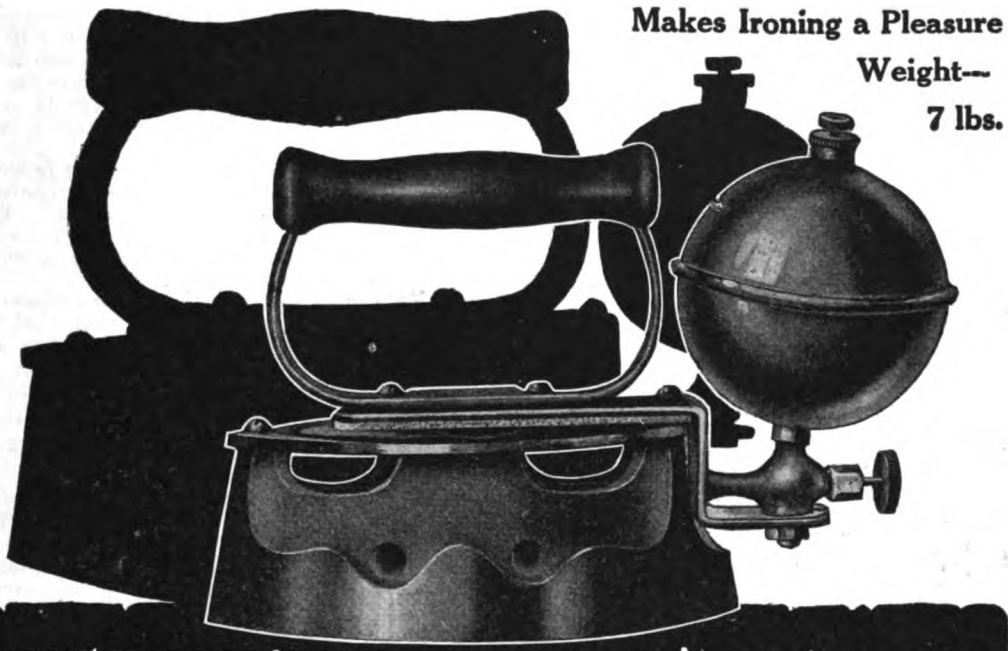
In no better way could the Black & Decker Co. bring before the trade its thoroughness and attention to careful detail and finished production.

Any merchant who does business with garages, machine shops, or other users of air compressors, electric drills, or valve grinders should certainly provide themselves with a copy of this catalog from either the Chicago, San Francisco or Seattle offices of the Black & Decker Mfg. Co., if not from the company direct.

HERE'S A LIVE STORE PAPER

Bullock's Hardware Store, at York, Neb., is certainly to be congratulated, if not envied, for the house organ, "The Whetstone," which has most happily come into the hands of the **HARDWARE WORLD** recently.

It is a four-page paper, printed in newspaper style, and issued periodically by these wide-awake merchants. In it are store locals announcing changes in the organization or in the store, items of community interest, which have to do particularly with hardware, announcement of specialty lines which Bullock's is handling, and jokes and personals. It is a readable paper, and we feel sure meets a real want in the community. We would commend such a paper to other merchants, who want to befriend themselves with the customers in their community.



Makes Ironing a Pleasure
Weight—
7 lbs.

Ask Your Jobber

(or his salesman) to tell you about the big profits live dealers everywhere are making with the famous self-heating "COMFORT" TWO-POINT IRON

TWO POINTS—a pointed heel and a pointed toe.

There you have the secret of the "COMFORT'S" wonderful popularity and success.

Every housewife who has ever used a sad iron knows how great a convenience is this feature of the COMFORT.

Thousands of COMFORT Gasoline Irons are sold every month by dealers in house-furnishings, hardware, furniture, farm implements, sewing machines, electrical household utilities and general merchandise. Every buyer of a COMFORT Iron sends other customers to your store.

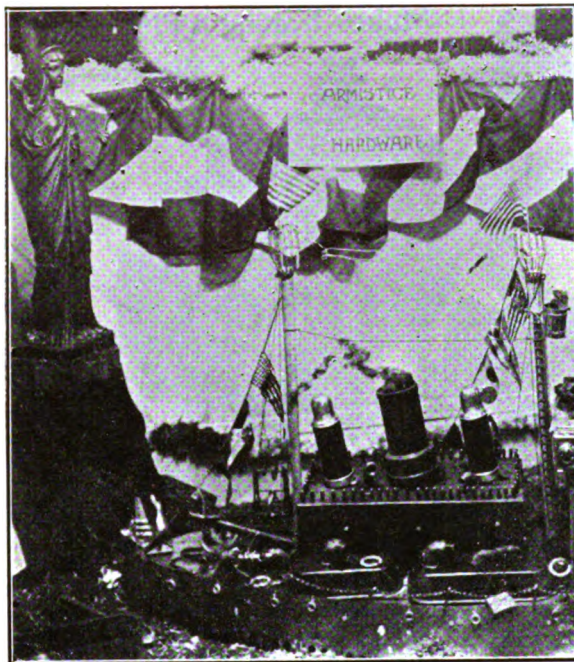
Don't miss this opportunity to increase your 1920 profits from \$500 to \$2,000, or more. Right now is the time to place your order and get ready for the big demand that always comes with the passing of winter.

COMFORT Irons earn big profits for the dealer and are easier to sell than close-profit staple merchandise. Our advertising dealer helps make it easy. Mail your jobber an order today. Show the COMFORT in your window. It sells itself.

NATIONAL STAMPING & ELECTRIC WORKS, Manufacturers - Chicago, Illinois.

COMFORT TWO POINT IRON

PATRIOTIC DISPLAY FROM IDAHO



The **HARDWARE WORLD** is privileged to present herewith the armistice day window of John Hoene, dealer in hardware, farm operating equipment and automobiles at Cottonwood, Idaho. The main feature of the window was a battleship made entirely of hardware, and it is reported by Mr. Hoene that it was a great drawing card.

Resource and ingenuity were used in shaping tools from the shelves into this appropriate symbol of armistice day, as is evident from the photo. The window was trimmed by Al Herboth, of the Hoene Hardware Co. and it is only typical of the reputation he has attained as a window trimmer.

Mr. Herboth set a statue of the Goddess of Liberty in the left background to show that what had been a

war-like scene a year ago, was now best symbolized by the Figure of Peace. Some idea of the ingenuity used in making the battleship is evident from the fact that vacuum bottles were the funnels, electric lamp protectors the crow-nests, pipe fitting the broad-side guns, screw-eyes the port holes, and a self-basting roaster the forward turret.

A. M. Eckman and W. R. Lock have taken over the Larson Hardware Co., at Yakima, Wash., and expect to do a brisk year's work.

The Brawley Hardware Co., Brawley, Calif., will erect a new reinforced concrete building to give them facilities for carrying an increased stock.

Hygrade Window Displays

A standard window display is one item of the advertising material which we are glad to send to any dealer to help him sell

Hygrade Lamps

This attractive display is purposely made very simple so as to be easy to set up. It can be arranged to fit any size and shape of window and can be used with additional material if desired.

A Hygrade window display, backed up by vigorous newspaper advertising in which Hygrade advertising cuts and Hygrade ready-made advertisements play a prominent part, will help bring lamp business.

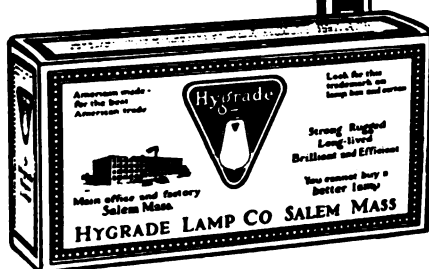
Shall we send you the display?

HYGRADE LAMP CO

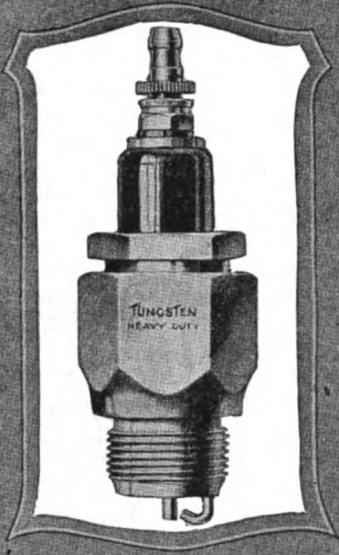
GENERAL OFFICE
AND FACTORY



SALEM MASS



Have you had your copy of the folder of Hygrade advertising material?



Experience Tells

TUNGSTEN

TRADE MARK REGISTERED

SPARK PLUG

Always on the job



TUNGSTEN MFG. CO.
MARSHALLTOWN IOWA

New chart of plug sizes for cars, trucks, and tractors, and sample cut-out plug gladly sent to all dealers on request.



FOR EVERY MOTOR NECESSITY

SEND FOR CATALOG NO. 250

WALDEN-WORCESTER, Inc.
Worcester, Mass.

GET FULL MEASURE OF SPRING WEAR



HIGGINS SPRING & AXLE CO., Dept. 241 Racine, Wis.

NO BOLT — NO HOLE — NO HUMP — NO JOLT

VICE-PRESIDENT MARSHALL AN EX- AMPLE NOT TO FOLLOW

The country has been amazed from time to time at some of the "epigrams" and speeches of Vice-President Marshall, and have looked in vain for some virtue that they could hold up as an example for the youth of the country to follow. But when the Vice-President of the United States proudly boasts of the fact that he never did a day's work in his life, and that he would not spend a day in the coal mines of the country for \$10,000, he is the only "statesman" who has ever occupied such an office that the youth of America should be warned against emulating.

Such talk from men in high places has tended more to create the spirit of bolshevism and anarchy in this country than can be counteracted for many years.

HE PICKED HIS WORDS

"Say, Daddy," said little 10-year-old Harold at the dinner table, "what is an 'entree' that you and Ma speak so much about? Is it something which comes in on trays?"

"No, Harold, my son, it is something which comes in between."

"Oh, yes, Daddy, I know, toothpicks."

SAID THE BARBER

"Did I ever shave you before?"

"Yes, a few weeks ago."

"I don't recollect your face."

"No, it's all healed up now."

FRANK A. BARE'S 600 DINE

Frank A. Bare, president of the Tritch Hardware Co., Denver, Colorado, had the distinction of presiding over a recent banquet given by the Denver Jobbers' Association to their sales representatives. The Denver Manufacturing Association and the Denver Credit Men's Association co-operated in giving this banquet, and the representatives of some 75 different manufacturing and distributing companies were present, numbering 600 in all.

Mr. Bare introduced during the evening no less distinguished men than Hon. Oliver H. Shoup, governor of Colorado, and Mr. Charles C. Gates, president of the Gates Rubber Co.

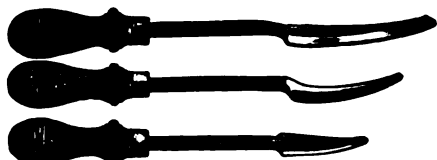
MOUND



TOOLS

FOR THE AUTOMOBILE

STANDARD FOR 20 YEARS



Bearing Scrapers

Carbon Scrapers

Chisel Sets

Send for Catalog

Pry Bars

Cotter Pin Extractors

Mound Tool Rolls

Offset Screw Drivers

THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.

REAMERS



For Repair of
FORD
Automobiles

Are You Meeting
Your Share of the
Great Demand for
These Tools?



TAPER



PLUG



BOTTOMING

CARRIED BY ALL
LEADING
JOBBERs

*Write for Your Copy of Our
Catalogue No. 5-A*



ALVORD REAMER & TOOL CO.
MILLERSBURG, PA.

BRANCHES

309 Broadway	- . .	New York, N. Y.
26 North Fifth Street	- . .	Philadelphia, Pa.
190 North State Street	- . .	Chicago, Ill.
693 Mission Street	- . .	San Francisco, Cal.

TWO BOKO PRODUCTS

THAT are going big throughout the entire country.

Boko Products are backed by a strong guarantee. Highest quality of material and workmanship is responsible for their universal popularity. Dealers are urged to anticipate requirements.



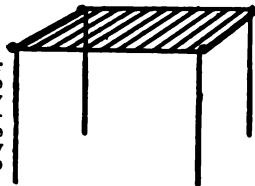
FOLDING
STEEL STOOL

AN excellent grate for cooking over a flame or coals. Made of heavy steel rods electrically welded. When not in use can be folded up. It occupies very little space. Made in two sizes.

No. 1110, 10x14, \$.75
No. 1112, 12x24, \$1.15

WHENEVER an extra seat is needed—in the car or around a camp fire—this strong, durable and comfortable stool is ideal. Folds flat into a space of 7½x10 inches. All steel frame, heavy canvas seat and weighs only two pounds.

No. 1100
List Price \$1.25



FOLDING
CAMP GRATE

Manufactured by
THE DEFIANCE WELDING CO.,
Defiance, Ohio

Sales Management

BAILEY-DRAKE CO., Inc.
1120 Michigan Avenue, Chicago, Illinois

TAX PROBLEMS AND ANSWERS

By Peter H. Wagner, C. P. A.,
Certified Public Accountant and Tax Specialist.

In this article the discussion will encompass the necessary methods to be pursued by the individual after he has ascertained that he is required to file a return under the Revenue Act of 1918 as passed by Congress to effect the year 1919 and subsequent years. This has been made easier for the taxpayer, as all the laws and the amendments thereof have been brought up to date.

It is proposed now to indicate what income is and what receipts are exempt from taxation.

Income is defined as the total gains, profits and income derived from every source, less the deductions allowed. The net income of any individual, however, is computed on the basis of his annual accounting period of his fiscal year or calendar year as the case may be, in accordance with the method of accounting employed in keeping his books. Should it not clearly reflect such income, the computation should be on such basis as the Commissioner of Internal Revenue shall determine. There are two basis upon which an individual may file his returns.

1. A cash basis.
2. Accrual basis.

Cash basis represents the total receipts of cash for the accounting year of income from all sources less expenses incurred and actually paid out in cash.

The accrual basis represents all income of the current accounting period whether actually received in cash or not, less all incurred expenses whether actually paid in cash or not.

The gross income of a taxable person includes gains, profits and income derived from:

- (a) Salaries, wages, compensation for personal service of whatever kind and in whatever form paid.
- (b) Professions, vocations, businesses, trade, commerce or sales, or dealings in property, whether real or personal.
- (c) From interest, rent dividends, securities, or the transaction of any business carried on for a gain or profit, and income derived from any source whatever.
- (d) Gains or profits from property acquired by gift, bequest, devise or descent, but not the value of same.

If the property so acquired is subsequently sold at a price greater than the fair market value on the date received, or the fair market value on March 1, 1913, if received prior to that date, the gain in value is held to be income and subject to tax under the provisions of the federal income tax law. As an illustration of the above:

Suppose John Doe received through a bequest one hundred shares of stock of a corporation. The fair value of this stock on March 1, 1913, was \$10,000. The year 1918 John Doe decides to sell his stock and receives cash or its equivalent to the extent of \$12,000. For taxation purposes, therefore, his profit is the difference between \$10,000 (the fair value of the stock on March 1, 1913,) and \$12,000 or \$2,000.

It should be noted here that dividends received from a domestic corporation, although included as income, still is not subject to normal tax. It must, however, be included as income for the purpose of calculating the additional tax, also known as the sur-tax, which will be discussed later. Dividends received from a foreign corporation whose income is derived within the United States is to be treated as indicated above; dividends received from a foreign corporation whose income is not derived within the boundaries of the United States is not taxable at all.

The following income is exempt from the provisions of the law and is not to be included in the return of income.

1. The proceeds of life insurance policies paid upon the death of the insured to individual beneficiaries or to the estate of the insured.



No More Squeaking
Sagging or
Breakage

When the
Car is
"Better"
Spring
Equipped

They Do Stop Breakage

With opening order of twelve "Better" Springs, the above attractive display rack is furnished FREE.

This rack, which is compactly made of iron, displays "Better" Springs to such an advantage that dealer sales are greatly facilitated, as experienced wherever used.

Graphiting between leaves assures a two years' lubricating service. "Better" Springs are guaranteed, without restriction, for 1 year against sagging and breakage. Do not squeak or sag and match any other springs on car in load depression.

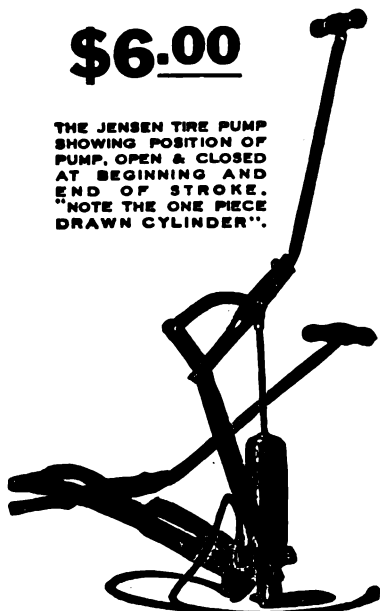
Write for Nearest Jobber's Address

NEW ERA SPRING & SPECIALTY CO.
1196 HAMILTON AVE., GRAND RAPIDS, MICH.

This is the **NEW JENSEN**

\$6.00

THE JENSEN TIRE PUMP
SHOWING POSITION OF
PUMP, OPEN & CLOSED
AT BEGINNING AND
END OF STROKE.
"NOTE THE ONE PIECE
DRAWN CYLINDER".



The easiest sold hand pump in the market. Does four times the work of other pumps with much less effort and equals a power pump in efficiency. It is strong, powerful, durable, economical and unrivaled in ease of operation. Has greater value than any other pump. Fitted with a 1-piece drawn cylinder which makes it absolutely air-tight and increases the efficiency of the appliance.

Dealers everywhere find it easy to sell. Get our very liberal discounts.

THE W. H. HOWELL CO., Geneva, Ill.

GET ACQUAINTED WITH **LONG HENRY**

Designed to give the Ford car the most durable and efficient Spark Plug that money can buy.

Long Shell; Extra heavy Insulator and Electrode.

Long Hex; Any wrench fits it.

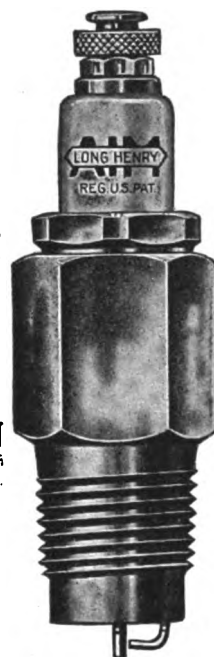
Long Base; Puts the spark down into the heart of the gas.

"The Spark Plug that Brings Repeat Orders"

**AUBURN IGNITION
MFG. CO.**

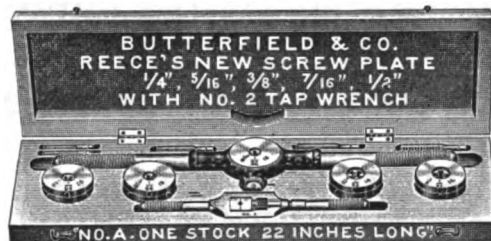
RICHMOND, INDIANA.

Western Representatives
MITCHELL MFG. CO.,
593 Market St.
San Francisco, Cal.

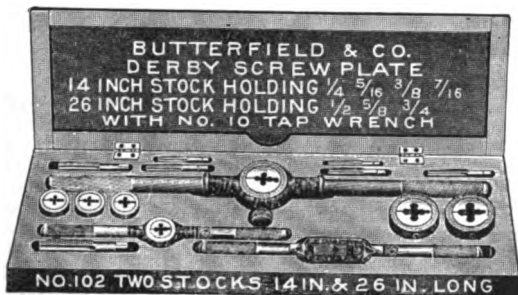


Butterfield "Reece's" Screw Plate

Requires 50% less power, cuts faster, more accurate and will outwear any other manufactured. Dies are easily removed for sharpening and can be adjusted to .001 of an inch.



The "World's Standard" Screw Plates



Butterfield "Derby" Screw Plate

Without question the best and most popular Round Die Screw Plate on the market today.

BUTTERFIELD & CO., Inc.

Derby Line, Vt.

Chicago Store,

11 South Clinton St.



Service—

that is what the user requires of an ignition battery—not only long service but the right kind of service. High amperage is an important item of service—so is rapid recuperation after use and very slow deterioration when idle.

THAT IS WHAT YOU GET FROM THE

Red Seal Dry Battery

**“THE GUARANTEE PROTECTS YOU”
AGAINST YOUR NOT GETTING SERVICE**

Ask Your Dealer

Manhattan Electrical Supply Co., Inc.

New York Chicago St. Louis
17 Park Place 114 S. Wells St. 1106 Pine St.

604 Mission St. San Francisco

Factories: Jersey City, N. J.; Ravenna, Ohio;
St. Louis, Mo.

MOTOR MERCANTILE COMPANY

Wholesale



Exclusively

AUTOMOTIVE PARTS EQUIPMENT AND SUPPLIES

Distributors for

Motul and Cyldene Oils,
Gearese and Copesse
Columbia Storage Batteries
Stanley Self-Oiling Springs
Johnston Curtain Windows
Kay Bee Spotlights
Fafnir Bearings
Zenith Carburetors
Reliable Jacks
Lenox Hack Saw Blades
“Dri-Kure-Retarder” Vul-
caniser
Edison Mazda Lamps
Rives’ Pedal Pads

“Genemotor” Ford Start-
ing and Lighting System
Arrow Grip Truck Chains
Aluminite Solder
Gitts Oil Cups
Ford “Ever-Safe” Brake
Shoes
Raybestos, Non-burn and
Thermoid Brake Linings
Chase Auto Top and Up-
holstery Materials
“Rie-Nie” Winter Fluid
Vulcaniser Tools, Sup-
plies and Equipment

And a Complete Line of Mechanics’ Tools and Garage
Equipment

New 1919 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY

115-117 South West Temple Street, Salt Lake City

2. The amount received by the insured, as a return of premiums paid by him under life insurance, endowment or annuity contracts, except where such payment exceeds premiums paid by the insured as in the case of an endowment policy.

3. The value of property acquired by gift, bequest, devise, etc., (but the income from such property shall be included as income.)

4. Interest on (a) The obligation of a state, territory or political subdivision thereof or District of Columbia. (b) Securities issued under the Federal Farm Loan act of July 17, 1916. (c) The obligations of United States or its provisions. (d) Bonds issued by the War Finance Committee.

In the case of bonds of the United States issued after September 1, 1917, and bonds issued by the War Finance Corporation, the interest shall be exempt only if and to the extent provided in the respective acts authorizing the issue thereof. Every person owning any of the obligations, securities or bonds enumerated in paragraph (4) shall submit a statement with his return in such form or with such information as the Commissioner of Internal Revenue may require.

5. Amounts received through accident or health insurance or under workmen’s compensation acts as compensation for personal injuries or sickness.

6. Income derived from any public utility or the exercise of any essential governmental function and accruing to any state or territory of the United States.

7. So much of the amount received by a person in the military or naval forces of the United States as salary in any form from the United States for active services, as does not exceed \$3,500.

For further explanation it is necessary to state that the interest derived on the first issue of Liberty Bonds three and half is totally exempt, but all other issues (made after September 1, 1917,) are taxable in accordance with the terms under which they were issued.

Thus if a taxpayer holds bonds of the second and third issues, interest on an aggregate of \$5,000 bonds is exempt, while if he holds bonds of the fourth issue also, then the interest on bonds, the principal of which does not exceed \$30,000 is exempt from tax. The interest on bonds of the second and third is exempt up to one and one-half times the amount of bonds of the fourth issue not to exceed an aggregate principal amount of \$45,000.

As set forth in the above explanation, it is possible for a taxpayer to secure exemptions on Liberty Bonds to a total of \$110,000 principal amount as follows:

Fourth issue	\$ 30,000.00
Second and Third.....	45,000.00
First converted into Fourth.....	30,000.00
Original exemption on second.....	5,000.00
Third and Fourth.....	

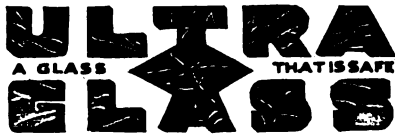
Total.....\$110,000.00

Finally, the law allows an exemption in the nature of a deduction from taxable income the sum of \$1000 plus \$1000 if the person making the return be the head of a family or a married person living with husband or wife and \$200 additional for each dependent person.

AIR-WAY BY BOTH OCEANS

In announcing its newly established factory branches, the Air-Way Co., Toledo, Ohio, certainly proves that it is straddling the United States. In New York the Air-Way Vacuum Cleaner Co. has been established at 295 Fifth Avenue, and in Oakland, California, the L. H. Bullock Co., at 1538 Broadway, has been appointed a factory branch for the new and important vacuum cleaner.

Two export agencies have also been established through the Overseas Engineering Co., 44 Whitehall Street, New York, and at 75 Curtain Road, London, E. C. No. 2. A branch has also been located at Paris, France.



(TRADE MARK)

- prevents terrible injuries from broken windshields and closed car windows in auto accidents.
- cannot shatter even when smashed—practically indestructible.
- get Ultra Glass—avoid risks.

GLASS FOUNDERS CORPORATION
Milltown, New Jersey

Pacific Coast Distributors

The Western Agencies Company
285 Minna Street, San Francisco, California



The Efficiency Cotter

This Is an Age of Specialists



When sick, you consult that physician with special training on your particular ailment. He is a specialist.

When you want a man to handle a new line, you choose carefully, and select one with more than ordinary knowledge of the merchandise. He is a specialist.

When your Flivver refuses to go another foot you call up one of Mr. Ford's assistants. Another specialist.

THE OHIO WIRE GOODS MFG. CO.
AKRON, OHIO

Specialists in the Manufacture of Cotters

Western Representative

J. M. JACKSON,
320 Market Street,
San Francisco, Cal.

Other Branches:

180 No. Market St.
Chicago.
29 Murray St., N. Y.
Nashville, Tenn.

Ready for the Big Re-Lining Month?

During February, thousands of Ford transmissions must be given the needed re-lining in preparation for the season's start.

The hardware dealer or garageman who displays prominently this

Universal Unit Display Rack

has the better chance—to get his share of that business and part of the other fellow's. Coupled with the handy Ford set of **Universal Transmission Lining**—which it holds right up before the eyes of every Ford owner entering your establishment—it makes the combination that leads to biggest sales.

To any dealer who will write us on his letter-head, giving the name of the jobber through whom he regularly buys, we make this

FREE OFFER

of One Universal Unit Display Rack and One Full Package of Universal Transmission Lining which retails at \$1.25

Write that letter today

STAYBESTOS MFG. CO.

The Modern Factory

5547 Lena St., Germantown, Philadelphia

Equipped to make all widths up to six inches.

HARDWARE CONVENTIONS IN PROGRESS

As we go to press with this issue, a number of retail hardware associations are holding their conventions. The attendance this year on the whole is larger, and the interest in the work of the associations is more active than in any preceding year.

Many of the conventions are being held at practically the same time, and the proceedings are of such length that it is impossible for a publication issued once a month to publish in detail the proceedings of these conventions and the many interesting addresses that are delivered, but we shall have occasion from time to time to refer to the work of the associations and the results accomplished in our subsequent numbers.

The retail merchant who does not attend his convention is missing far more than he realizes, for it is here that he rubs shoulders with other successful merchants and obtains information that it is not possible in any other way.

J. Vickers Chown, a pioneer California hardware man, passed away recently at his home at Oakland, Calif. Mr. Chown is known as the manufacturer of Chown firebrick and the inventor of an electric oven. Recently he has been engaged in the development of a process for reducing iron ore without using coke. He was a native of Kingston, Oregon, and leaves a widow, three sons and a daughter.

APCO VALVE GRINDER

The Apco Manufacturing Company of Providence, R. I., has just brought out a new Valve Grinder for Ford cars that will appeal to both the expert repairman and the owner who does his own repairs.

Although low priced, it possesses several distinctive and unique features, among which might be mentioned the following:

In grinding valves the Apco Grinder holds the Valve firmly, so that it may be raised from its seat. It is



fitted with a universal joint which makes possible the grinding of the last valve and the revolving disc under the handle prevents the hand slipping down. The grinder is well finished, weighs one pound, measures twelve inches over all and retails for fifty cents.

This is another member of the large family of Apco products described in the new catalog which is now ready for distribution.

Don't grumble about conditions which you consider especially burdensome. Probably these are no worse for you than for other people. If the situation can be remedied, set about remedying it. If it cannot, make the best of it—the cheerful best—and sooner or later the tide will turn.

The Gila Supply Co. is a new enterprise at Globe, Ariz. They will carry a complete stock of shelf and heavy hardware. P. H. Grant, an experienced hardware man, will be in charge of the store.

THERE ARE NO BETTER
WRENCHES MADE THAN

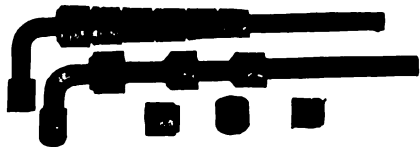
“HEXALL”

TRADE MARK REG. U. S. PAT. OFFICE

“SELL” your trade on “HEXALL” Socket Wrenches. It will pay you, for when they are in the market the second time, they will ask for “HEXALL” by name—a highly profitable business to have.

“HEXALL” Socket Wrenches deserve their popularity. Handles are drop-forged; sockets are made from the bar on automatic machines, broached and case-hardened. Each wrench passes the critical eye of experts for flaws in material and workmanship. So, when a “HEXALL” reaches you, it is as perfect mechanically as human skill can make it. Thus is the broad guarantee that we

place upon every “HEXALL” our bond of faith with you and a challenge to the skill of the master-workers who make “HEXALL.”



“HEXALL” Socket Wrench No. 5—Hexagon Set—8 Pieces



“HEXALL” Ratchet Socket Wrench No. 2 Hexagon Set—11 Pieces

“BREAK ANY SEDGLEY WRENCH AND WE REPAIR IT—NO CHARGE”

The same class of trade that buys “HEXALL” Wrenches also buys the “BABY” Hammerless Revolver in addition to your general trade. It slips so easily into vest pocket, bag or grip—measures only 4 inches overall,

weighs but 6 oz. yet it gives absolute protection, shooting 6 positive fire, 22-caliber, short rimfire cartridges. It has folding trigger, interchangeable parts, one-piece main and trigger spring.

R. F. SEDGLEY, Inc. Est. 1897 2311-13-15 N. 16th St., Philadelphia, Pa.

Pacific Coast Representatives: McDonald & Linforth, San Francisco, Cal.

Hardware Dealers ATTENTION!

One-third of all the tire pumps in use today will need new hose for replacement during the year of 1920.

Rose Tire Pump Hose



Rose Tire Pump Hose is 24 inches long, 17-32 outside measure, 3-16 inch hole, one end fitted with connection for attaching to tire and the other end fitted with heavy steel hose band, for attaching to the tire pump.

Packed 6 in carton, 6 cartons to the case
List, each\$.75

Rose Tire Pump Hose require no selling effort except to place in the case where they can be seen. They net the dealer a handsome profit.

The customer can attach the hose in from two to three minutes with the aid of a screwdriver.

Get down the want book this minute and give your jobber an order for Rose Tire Pump Hose.

If your Jobber cannot furnish you, let us know and we will see that you are supplied.

J. H. HANEY & CO.
HASTINGS, NEBR.

Manufacturers of
Rose Tire Pumps, Rose Grease Guns.
Rose Tire Pump Hose and Rose Fil-A-Gum
Grease Bucket

(Ask your Jobber about the Grease Bucket that fills the grease gun.)

There is an OWEN QUALITY TIRE for Every Truck and Motor Need

OWEN CORD TIRES are built for the motorist or truck owner who demands maximum resiliency and thousands of miles of "no trouble" service.

They represent the latest developments in cord tire construction and are made in either the ribbed or non-skid treads.

Try one
and you are
sure to
run on
OWEN
TIRES
forever



The Owen Tire & Rubber Co.
2336 Euclid Ave., Cleveland, O.

109 New Montgomery St.,
San Francisco, California

HUSBANDS SHOULD APPRECIATE THIS

"I have called," said the agent of the automatic housecleaning apparatus, "to try to interest you in our method of cleaning house. We have a machine here that will do all your work."

"Will your machine wash the outside of the upstairs windows?" exclaimed the woman.

"No, but—"

"Will it wash, stretch and iron the curtains; take them down and put them up again?"

"No, but—"

"Will it paper the little room in the hall and clean the wallpaper in the bathroom?"

"No, it is not intended—"

"Will it prevent my husband from walking across a clean floor with his dirty shoes?"

"No, madam, but—"

"Will it take down the parlor stove and put up the ice chest?"

"No, but we are prepared—"

"Will it wash the winter bed clothes, put camphor in my furs, make my daughter help with the dishes, keep my husband from grumbling about the good meals; persuade him to do the gardening, keep the dog out of the parlor, prevent callers from coming in to tea, paint the kitchen floor, gild the gas fixtures and the picture frames, hang new portieres, carry the ashes out of the cellar and find time to make

new dresses for three girls and summer night-shirts for my husband?"

"No madam, of course our machine has limitations."

"Limitations! Of course it has. Every machine has, but man expects a woman to have none. Limitations, indeed! If I had any limitations it wouldn't be long before this house would go to ruin. It will be a long time before you men'll make a machine to take a woman's place or do half the work. Good day."

The Reliable Hardware Co., of Chandler, Ariz., is now established in its new and handsome quarters. A spacious warehouse is located in the rear of the building. The Reliable Hardware Co. expect to cater extensively to the women, and have established a large housefurnishing department to which is attached a ladies' rest room.

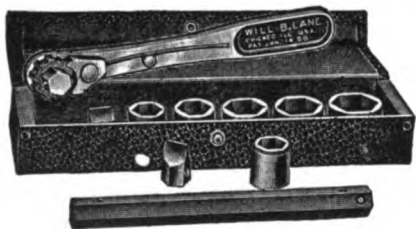
William Akers, of the Akers Hardware Co., Rosalia, Wash., reports that his branch at Oakdale, Wash., faces a bright prospect for a big year. Business in that place is fine, and they expect to have plenty of stock to handle the trade this year.

J. L. Dempsey has purchased the hardware portion of the business of Lee Morris & Co., Clarkson, Wash. For some time he has had charge of the hardware department.

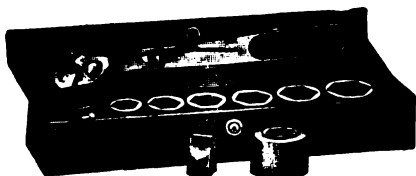
The wideawake hardware merchants of Southern California report unusual activity for the Orange Clipper Club, an association of the dealers in Riverside, Redlands, San Bernardino, Colton and Ontario, Calif. The club holds monthly meetings at one of these towns.

Lane's "Unique" Ratchet Wrench Sets

FOR MACHINE SHOPS, GARAGES, MOTORISTS AND MECHANICS OF ALL TRADES. ENTIRELY MACHINE MADE



Ford Set
7-inch Handle, 6 Sockets and Extension Bar.



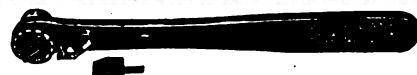
Standard Set
7-inch Handle, 7 Sockets

CARRIED
BY JOBBERS
IN
ALL PARTS
OF THE
WORLD

MANUFACTURED
ONLY BY



Super Unique Set
9-inch Handle, 15 Sockets and Extension Bar.



Off-Set Ratchet Screw Driver
6-inch Handle, 2 Interchangeable Bits

WILL B. LANE - 180 North Dearborn Street, Chicago

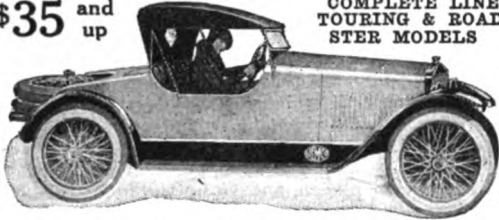
OUR WRENCHES HAVE SOLD FOR 10 YEARS WITHOUT CHANGE OF CONSTRUCTION

Pesola & Dornan are putting an addition to their store at Fort Bragg, California, in order to give them increased facilities.

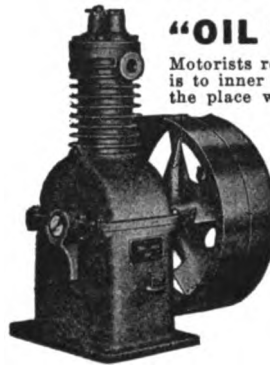
Hutchins & Chivers have formed a partnership at Lewisville, Idaho, where they will handle full lines of groceries and hardware.

STYLISH FIDELITY BODIES

Just the Thing to Make Old Fords Sell.
\$35 and up
 COMPLETE LINE
 TOURING & ROAD-
 STER MODELS



DEALERS WRITE FOR PRICES
 AUTO SUPPLIES—WHOLESALE ONLY
 NEW ENGLAND MILLS CO., 1027 West Van Buren Street, Chicago



"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pne. Mch. Co.
 1512 Kienlen Av., St. Louis
 530-L Hudson Term., N. Y.

Mr. Hardware Dealer Here's a Live One

The EWALD FOOT ACCELERATOR For Ford Cars



A Source of Real Profit to the Hardware Merchant

Because the Ewald Foot Accelerator is a ready seller to every Ford car owner. It fills a real need and want and is an absolute necessity to good driving.

Nearly every other car manufactured is factory equipped with a foot accelerator and over 50,000 Ford car owners have so felt the need of foot accelerators that they have equipped their cars with the Ewald Foot Accelerator.

The Ewald Foot Accelerator allows the driver to control the speed of the engine entirely with the foot pedal as shown in the illustration above. It will save gas and will eliminate wear and tear by doing away with unnecessary racing of the engine. It adds a greater flexibility of speed control and leaves the hands free to operate the wheel, brakes and horn, making safety first more sure.

Manufacturers
ROMORT MFG. CO.
 Oakfield, Wis.

PRICE 75 CENTS
 Write today for full particulars.

Sales Dept.,
THE ZINKE CO.
 1319 Michigan Ave.,
 Chicago, Ill.

NEW DUNHAM, CARRIGAN & HAYDEN CO. CATALOG

A complete revision and new edition of the 2500-page catalog of Dunham, Carrigan & Hayden will be distributed to the trade about the first of February. This new catalog has been published at tremendous expense, and includes a revision and the latest changes in list prices on the complete line of hardware, auto accessories and sundry goods carried by this great western institution. Seventy-five hundred copies of the catalog have been issued and nearly all mechanical work has been done at the company's quarters.

STAR EQUIPMENT SALES CONVENTION

Officers, department managers, salesmen and factory officials for Hunt, Helm, Ferris & Co. have returned to their duties for the year refreshed, reformed and inspired from the recent sales convention held by the company at Harvard, Ill.

During the few days of session the factory was inspected by the visiting salesmen, the merits of each new and proposed addition to the Hunt, Helm, Ferris & Co. line of barn equipment was explained, and sales points covering every item and feature covered thoroughly.

B. B. Bell, secretary, treasurer and general manager of the company, presided at the sessions, and led the discussion. As the result of the session we look to see sales of Star barn equipment increase materially and the satisfaction produced by the buyers to be likewise completed.

WINCHESTER WILL FOSTER TRAP-SHOOTING

Trapshooting will receive more attention by the Winchester Repeating Arms Company in 1920 than in any previous year in the history of that wonderful organization.

The remarkable drawing powers of the Winchester team that toured Pennsylvania, Ohio, Michigan, Indiana, Wisconsin, Illinois, Missouri, Tennessee and Kentucky, touching 31 cities, in the fall of 1919, caused the Shooting Promotion Division, under the management of J. Mowell Hawkins, a celebrated and most popular shooter, to plan for a series of these trips in 1920.

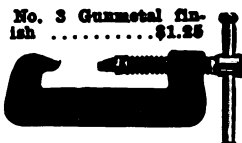
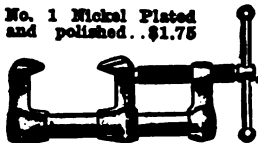
It is the present plans of the Promotion Division to have three team trips—at different seasons of the year, each one in different territory and touching practically every point in the United States. It is likely that one trip will be through the east, another through the middle west, and the third on the Pacific Coast.

Besides the team trips, the Topperwein's will give exhibitions in various parts of the country. The team trips will be so arranged that Mr. and Mrs. Ad. Topperwein will be able to be among those present. The Topperwein's will again feature the Winchester exhibition on the Million Dollar Pier, Atlantic City, New Jersey, during ten weeks in midsummer. They shot before more than a half million people last summer, giving about 200 exhibitions.

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated
and polished...\$1.75

No. 3 Gunmetal finish
.....\$1.25



Easy to operate. Fits any spring. All dealers, or sent prepaid
Spring Leaf Lubricator Co., 1608 Forest Ave., Ann Arbor, Mich.

VACUUM FURNACE DISTRIBUTORS

Alexander & Kuhn, with offices at 523 Monadnock Building, San Francisco, have been appointed Pacific Coast factory distributors in the states of Oregon, Washington, California and Nevada for the Vacuum Pipeless Furnace, manufactured by Morrill-Higgins Co., Omaha, Neb., with a foundry at Belleville, Ill.

The new Pacific Coast distributors are anxious to get into contact with the hardware dealers, building contractors, plumbing supply houses and building supply people, or other good, live merchants, who can handle an agency for the Vacuum furnace.

This Vacuum furnace is pipeless, for old as well as new houses, and burns either hard coal, soft coal, coke or wood, and can be equipped to burn gas or oil. It is said to embody the most advanced and practical ideas in heating plants, and to be the ideal furnace for a new home.

Any merchant in the territory in which Alexander & Kuhn are the representatives, can get in touch with them at their San Francisco office.

YOST WASHER UNUSUALLY ATTRACTIVE

Live wire dealers the country over are finding a ready sale for the Yost Gearless Washer, manufactured by the Yost Gearless Motor Co., Springfield, Ohio, and announced elsewhere in this issue.

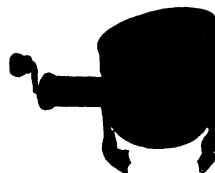
There are several particularly interesting features in connection with the handling of the Water Motor Washing Machine, and those not familiar with its features should lose no time in familiarizing themselves with the machine and the sales policy of the company.

The Water Motor Washing Machine is said to do everything that the electric machine will do except operate the wringer, and this particular feature is scarcely worth the difference between the price of the water motor washer and the price of the electric or other power driven machines.

The handling of this machine offers a quick turnover to the merchant and attractive profits are available to alert business men. In view of the large campaign that is going on the country over for labor-saving devices in the home, the dealer in the water motor outfit should be able to take advantage largely of those countless homes where an electrically driven outfit is not within the means of the owner.

Further detail may be secured from the company direct.

The Jones-McCord Hardware Co., at Baker City, Ore., have purchased the stock and store of the Caldwell Hardware Co. and will begin improvements at once to give greater facilities. They expect to expand the business materially during the coming year.



GENUINE HUNTER'S SIFTER

The Standard for a
Quarter-Century

Sectional View
Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO.

Bender Street

Hamilton, Ohio



BISSELL'S NEW LIGHT SWEEPERS

In their New Year's announcement to their customers, the Bissell Carpet Sweeper Company announces some new lightweight models in vacuum sweepers. There is a decided reduction in weight, especially in the "Superba" model, which the manufacturers say is about three pounds lighter than the old machine.

Besides reducing the actual weight, other changes in construction have been made which tend to greater ease of running than the saving of weight alone would accomplish. Chief among these improvements is the bail which changes the downward thrust of the handle to a straight forward and back motion at a considerable saving of energy; new nozzle construction and new bellows construction, which increases the suction with less operating resistance. From the manufacturers' description it appears that they have been quite radically improved throughout.

The Bissell Company have always been progressive in improving their products and when they make an announcement of this kind it should be worth looking into.

THE DIFFERENCE WHEN "PA" AND "MA" IS SICK

When Ma is sick, she pegs away;
She's quiet, though, not much to say;
She goes right on a-doin' things,
And sometimes laughs, or even sings.
She says she don't feel extra well,
But then it's just a kind o' spell.
She'll be all right tomorrow, sure,
A good old sleep will be the cure.
An' Pa he sniffs an' makes no kick,
For women folk is always sick.
An' Ma, she smiles, let's on she's glad—
When Ma is sick it ain't so bad.

When Pa Is Sick

When Pa is sick he's scared to death,
An' Ma an' us just holds our breath;
He crawls in bed, an' puffs and grunts,
And does all kinds of crazy stunts.
He wants "Doc" Brown, and mighty quick,
For when Pa's ill he's awful sick.
He gasps an' groans, an' rolls his eyes.
Ma jumps an' runs, an' all of us,
An' all the house is in a fuss.
An' peace an' joy is mighty skeerce—
When Pa is sick it's something fierce.

UPS AND DOWNS OF LANGUAGE

"Did you call Edith up this morning?"
"Yes, but she wasn't down."
"But why didn't you call her down?"
"Because she wasn't up."
"Then call her up now and call her down
for not being down when you called her up."

"POWERFUL SICK"

In the bright sunlight on a railroad station in Georgia slept a colored brother. He snored gently, with his mouth ajar and his long, moist tongue resting on his cheek like a pink plush necktie. A Northerner climbed off a train to stretch his legs, unscrewed the top of a capsule and dusted the grains of quinine on the surface of the darkey's tongue. Presently the negro sucked his tongue back inside his mouth and instantly he arose with a shout and looked about him wildly.

"Mistah," he said, "kin yo' tell me whar I kin fin' a doctah?"

"What do you want with a doctor?"

"I'm powerful sick."

"Do you know what's the matter with you?"

"Sutt'inly I know wut's de mattah with me—mah gall's done busted."

ATKINS ADVERTISING SERVICE

E. C. Atkins & Co., of Indianapolis, have issued an attractive booklet, showing the advertising service with which they co-operate with retail merchants. This booklet should be in the hands of every dealer who is interested in increasing his sales and extending his trade on saws. It includes electrotypes and advertising carefully prepared for the use of the retail dealer, and also attractive window display features and trims, counter displays, cut-outs for advertising, etc.

R. F. SEDGLEY INCORPORATES

R. F. Sedgley announces that his business has been incorporated under the name of R. F. Sedgley, Inc. "Baby" Hammerless Revolvers and "Hexall" wrenches will be manufactured under the name of R. F. Sedgley, Inc., under same management and standards as formerly.

M. B. Karns is the new manager for B. Weil & Sons at Turlock, Calif. He is an experienced hardware and implement man and his friends and business associates are confident of his success in his new position.

North Bros., of Phoenix, Ariz., have purchased the hardware store of Ataway & Phelps. The business will be conducted by the new firm on practically the same lines as in the past.

The Woodlake Hardware Co., of Woodlake, Calif., announce that they will erect a new building to take care of their growing business. They expect a busy year in 1920.

W. C. McCandliss, who has had charge of the wholesale department of the Imperial Valley Hardware Co., at El Centro, Calif., is now manager of the store at Imperial, Calif., succeeding Victor Landford, who has accepted a position with a hardware firm at Santa Ana, Calif.

SINK GARBAGE CANS



Herewith we show a modern and improved sink garbage can, manufactured by the Rochester Can Co., Rochester, New York.



As is evident in the illustration, this can will prove a veritable boon to the modern housewife. It is made of heavy galvanized iron, reinforced at the top with a wire hoop over which the iron is curled. The bottom is double seamed and it is equipped with durable ears and heavy bailing handle. The one-piece cover is perforated so that surplus water may be poured off the refuse before it is

emptied into a larger receptacle. There is no dripping on the floor while it is being carried to a garbage can, and the cover will keep away flies.

PROGRESS IN EASTERN OREGON

Indicative of the condition of trade in general, and more specifically of the results of the Basche-Sage Hardware Co.'s method of doing business at Baker, Oregon, word comes from the company that they have just closed the most successful year in the history of business, showing an increase of 33 1-3% over the 1918 business.

They are naturally proud of this increase, and the Basche-Sage Co. are making arrangements to have the business of 1920 show a like increase over the past year's activity. An exclusive automobile accessory house will be opened in Baker by the company about March 1. These progressive merchants feel certain that the accessory business should be handled through the hardware houses where possible.

About 450 progressive hardware dealers of Southern California visited Torrance recently for the purpose of investigating the Torrance Window Glass Co.'s factory and the Llewellyn Iron Works.

The Fritsch Hardware & Furniture Co., Sedro-Woolley, Wash., has incorporated under the name of Fritsch Hardware Co., Inc. The company has been enlarging its stock and expect a banner year in 1920.

DO YOU KNOW PALCO ALUMINUM?

The hardware dealer who is passing up sales on Palco aluminum hot water bottles, syringes and can-teens is not keeping these products off the market at all, but is simply refusing the attractive profit and sales satisfaction that involves carrying them.

It is reported by H. J. Gute & Co., Pacific Coast representatives for the Worcester Pressed Aluminum Co., who manufacture this line, that already this year over 100 gross pieces have been sold. Some of this business has gone to live hardware dealers, but it has been the experience of the distributor that only about one out of a dozen hardware men will buy these, and as a consequence they let a good selling item go to competitive merchants.

It is only by taking advantage of an especially good item like the Palco bottle that the live hardware dealer can expect to compete with his aggressive rivals in the drug, sporting goods and department store business. Further information can be obtained from H. J. Gute & Co., whose announcement appears elsewhere in our pages.

David L. Gregg, who several years ago, sold his hardware store to L. W. Bosserman, at Tropic, Calif., has purchased half interest in the establishment and hereafter the firm will be known as Gregg & Neale.

Gregory & Chamberlain, of Seattle, Wash., will move their stock of paints and hardware to a new building, to give them facilities for carrying an increased stock.

John Guidinger and Charles Towle have purchased the hardware and furniture business of Charles Berberich, at Hollister, Cal., and henceforth will conduct it in new quarters, and with a new lease on life.

Charles H. Teaff, representing the Simmons Hardware Co., in China and Siberia, reports that the Siberian population are buying a large amount of American hardware, particularly mechanics' tools and cutlery.

Short & Letsinger have opened the former business of the A. R. Remick hardware and furniture store at Kelso, Wash., under bright auspices.

The Barrett-Hicks Hardware Co., Fresno, Calif., has purchased a 75-foot frontage on I Street, adjoining its present location, and plans to remodel its plant at the cost of \$30,000 in addition to the \$80,000 paid for the real estate.

O'Neal & Pettinger have purchased the former business of A. H. Wolford at Banks, Ore., and will conduct an up-to-date hardware, furniture and phonograph store.

Carl G. Clarke and Leslie & McVicar have purchased the former business of the Livermore Hardware Co., Livermore, Cal., and henceforth will conduct a hardware and implement, electrical and plumbing supply store under the name of the Valley Hardware Co. It will be connected with the Valley Garage of that place.

Seattle newspapers recently quoted the hardware merchants as saying that in the near future nails will be sold somewhat as sugar has been sold by the grocery merchants, only in connection with some other order. The nail shortage is becoming more and more acute in the hardware trade.

The Tum-A-Lum Lumber Co., at Atalia, Wash., has taken over the stock of the Quality Stores and will handle everything in the hardware line in that vicinity henceforth.

GOLD MEDAL SALES HELPS

Chock full of information, data and leads for increasing the sale of Gold Medal Camp Furniture during the coming summer season, the New Dealers' Helper Folder of this company has come to our hands.

Of particular interest and benefit to the trade should be the lithographed cardboard cut-out, reproduction of which is included herewith. A camping scene is illustrated, showing tents, furniture and a cooking outfit in use.

The company's support of its dealers is notable in the furnishing of slides for movies, booklets, folders, catalogs and a great number of electrotypes to be used in connection with the dealer advertising.

The Gold Medal Camp Furniture Co. also carries its own advertising in the leading sporting and outing papers.



COLUMBIAN ROPE CALENDAR

The trade was thoughtfully and artistically enriched last month by the Columbian Rope Co., when its new calendar for 1920 was mailed.

Typical of the usual publicity standard of the Columbian Rope Co. the new calendar depicts "Flying Cloud," a clipper ship of the old days, whose record of 89 days from New York to San Francisco in 1871 has never been surpassed.

The background and border of the calendar are in beautiful brown tones, and it is a wall decoration that would fit in the most elaborate surroundings.

Frank A. Kelsey, manager of the Hoene Hardware Co., Cottonwood, Idaho, recently left on an extended eastern trip, which will take him to many different factories and mercantile establishments.

A. V. Fortier and W. Rafter have purchased the stock of the Edison Hardware Co., at Edison, Wash., from J. W. Kinleyside, and they will continue the business.

A. E. Pouch, of Los Angeles, is now manager of the hardware store of McClellan & Larkin, of Baldwin Park, Calif.

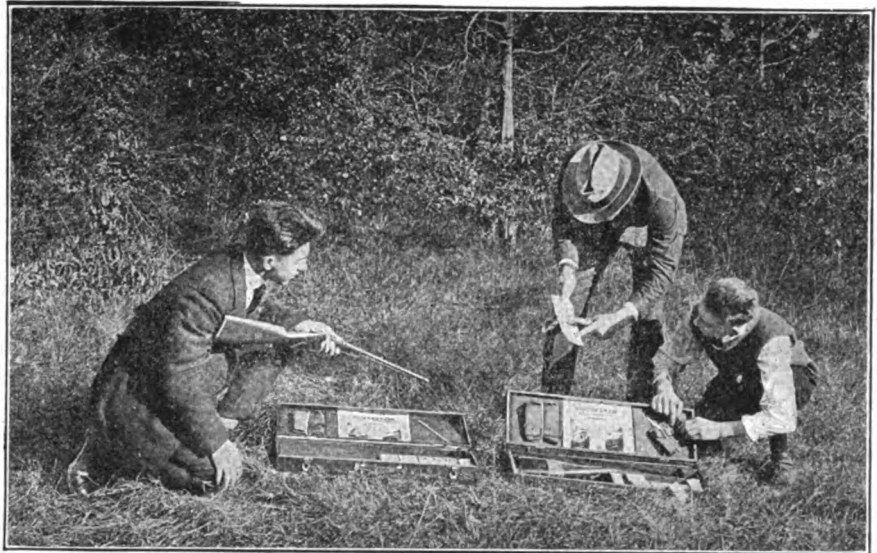
FIRST AMERICAN BOLT ACTION SHOTGUN

Dealers will be interested in the appearance on the market of the first American-made shotgun making use of the bolt action. This is a new Winchester product made in the very serviceable .410 caliber size and is a fine piece of gun construction both in workmanship and appearance. The bolt action is of the most approved military "upturn and pull back" type, extremely simple to operate and accurate in functioning.

This gun is designed for use on the midget clay targets, where it offers a wealth of sport at economical expenditure; in small bird and game shooting, where its hard-shooting qualities are exceptionally attractive, and for shooting by women and young people where its light weight and very slight recoil make an admirable gun.

It is a two-piece take-down gun that is taken apart by the simple unscrewing of a small thumb-screw under the forearm. It has a 24-inch round barrel made of highest grade gun steel carefully bored and tested under the severest of excess loads for strength and shooting qualities. The breech is featured by a wide, roomy opening which allows plenty of room for loading with ease and quickness. The gun is cocked by pulling rearward on the firing pin.

This new gun is being offered with both straight and pistol grip black walnut stock. Over all the gun is 44½ inches long. It has a length of trigger pull of 13½ inches and the drop at comb is 1¼ and at heel 2¾ inches.



Enjoying the Winchester Junior Rifle Corps Range Kit.

MORE PAINT PROFITS FOR THE DEALER

Too Many Shades Make Shelf Warmers

(By J. E. Hatt)

The dealer in paints and varnishes today is confronted with a greatly increased cost of doing business over normal conditions existing before the world war. Items such as rents, salaries, trucking expense, freight, printing and every active item of business expense have greatly increased in volume over conditions of even a few months ago.

This increase in many cases is considerably larger in percentage than the corresponding increase in sales value of paints and varnishes. Obviously, therefore, it requires a greater percentage of margin on these sales in order to meet this condition. Dealers, undoubtedly, are thinking seriously of this situation and to those interested it is desired to point out at least one attractive possibility to assist in meeting this condition. The point referred to is reduction of the number of items carried in stock for the supply of his trade.

Manufacturing statistics show that approximately 85 per cent of the total sales in gallons of house paint is made on eight colors and outside white. This represents less than one-third of the total number of shades offered generally by manufacturers and points conclusively to the great desirability of the dealer confining his purchases to fewer items.

It is likewise desirable in a great many lines to confine his purchases to certain specific sizes in the various lines with an idea of minimizing the number of shades and sizes which he has in stock.

A properly assorted stock so selected will afford ample merchandise with which to supply the demand of his trade and will materially reduce his investment in these products. This reduction will materially reduce his investment or interest charges, and if utilized to advantage, will increase his annual turnover in proportion to his investment thereby increasing greatly the margin on that investment in his paint and varnish business.

It is not necessary, except in some unusual cases, for a dealer to stock, say thirty shades of house paint, together with three whites and black. In practically every case a great many of these shades are sold, similar at least one to another. Half of them, as a maximum, would provide every type of shade required. He should display from a wall a sign or short color card showing only the shades in stock and in doing this call will not be made for other than those shown, except in unusual and extreme cases.

This reduction of number of items further tends to increase the total number of packages of each shade sold and thereby makes it possi-

ble to keep a fresh, clean stock at all times, with the contents of the package in prime condition for use. It eliminates dead and slow-moving stock on the shelves which is sometimes closed out at a loss and it tends to concentrate the number of items to a point where it is easily possible for clerks and employes to become familiar with the items themselves, which in turn simplifies stock keeping and improves the service to the dealer's trade.

To put a stock in this condition first requires a reduction in the number of shades carried and this is not difficult to accomplish in many ways. Where only a few gallons of a color remain, it is possible to recommend to a prospective customer that he prime his job with one color and finish it with another of a similar shade. In this manner shades that are to be discontinued will be used up. Also, afterward, in case a job comes to hand which requires more gallons of a given paint than are on hand, this same feature can be employed of priming with one color and finishing with another, which will enable a dealer to supply the materials out of stock immediately, with a consequence of satisfactory service to his customer and obviate the possibility of a delay in receipt of additional materials from the manufacturer. Incidentally, this method insures the application of two full coats to the job. In certain spots on practically every building, it is possible, where using two coats of the same shade, for streaks, cornices, etc., to be overlooked with the second coat.

The most important point regarding the situation that the dealer confronts in his paint department is the question of decreasing his investment in that department without any decrease in sales, reducing the amount of space required on the shelves and in the stockroom, cutting down the possibility of slow moving and dead stock, reducing his insurance risk and increasing the proportion of profits in relation to investment on this department.

This makes it possible for a dealer to more completely finance his business himself; to be less dependent upon his banks and his manufacturer for credit favors; reduces his handling charge of stock, simplifies his purchase records and in every way contributes to the greater efficiency and proportionate gain from his business.

With a constantly increasing value of every package of paint, it is of extreme importance that these suggestions have serious consideration by the merchant interested in improving his investment position. This plan, if followed out in a wide-spread way, would, in due course, return a similar benefit to the manufacturer, and the jobber, with the attendant result that the cost of doing business in all of these lines would be materially reduced.

URGES REAL STANDARDIZATION

Editor **HARDWARE WORLD**:

Your request for me to speak out after I had timidly mentioned my silent approval or disapproval on the many articles on salesmen, selling and merchandise and have seemed to have held back with my silent criticism rather than to question or point out the defect and poor methods now existing, or submit a better plan or article at the angle that I see or understand them.

I may be all wrong—but—the advertisement on the cover of the October issue brought several things to my mind which I think the hardware dealers should demand from the manufacturers, and that is a little more standardization of many items of which we now have in what we may call "double standards."

This particular item referred to was hose and hose goods, and that line needs a little jar to straighten this line of goods to a better standard. To start the argument, lets begin on garden hose. Why should we have three sizes of this hose, as 1/2-inch, 5/8-inch and 3/4-inch? Then no standard diameters. By that I mean in reality that these three sizes vary in diameters from 1/2-inch to about 15-16-inch, according to the manufacturers of the hose. This makes trouble in getting the couplings to fit right, owing to the difference in the outside diameters of pressed brass couplings and cast brass couplings; then more trouble to fit the hose band. For example, where you should use a 3-ply band you may have to use a 4-ply band or perhaps a size larger and this may cost more, but you must stand this little extra and not the customer.

Still in connection with garden hose is the hose bibb—the 5/8-inch size. Have you ever noticed the diameter of this sized bibb on either side of the valve? On several that were cut that had been found defective by sand holes, ranged from 5-16-inch to about 9-16 inch in diameter, according to the makers. Since there are no 5/8-inch size of W. I. pipe made, the most of the 5/8-inch hose bibbs are a 1/2-inch size with a 3/4-inch iron pipe thread.

Of course it may be all right for the manufacturers to make their hose oversize to insure an ample supply or flow, but what would be the use to install 3/4-inch pipe in your house or garden and then buy a 5/8-inch hose bibb only to lose your efficiency or quantity of water desired or necessary. You might just as well buy 1/2-inch pipe and save the money. Eliminate the 5/8-inch hose bibb.

At present the hose manufacturers have their own standard diameters on hose, possibly no two alike. I think the hose manufacturers should adopt a standard diameter on each size of hose and that to follow iron pipe size, although iron pipe sizes are not actual diameters. For instance:

	Actual I. D.
1/4-inch iron pipe measures.....	.364-inch
1/8-inch iron pipe measures.....	.270-inch
3/8-inch iron pipe measures.....	.494-inch
1/2-inch iron pipe measures.....	.623-inch

The same standard should apply to rubber water hose, air, steam, fire and deck hose, which also varies in many cases and should follow iron pipe sizes.

At present we have several "standard" hose thread hose couplings as, Chicago, Boston, Pacific Coast and iron pipe thread hose couplings; which causes much consternation. If iron pipe thread were adopted would prevent many errors and much trouble. A contractor was installing a water system and tapped a 6-inch main for 3/4-inch I. P. thread corporation cocks, through an error in shipment he received some with hose thread. It was some distance to the supply house and it took time to make the change besides having made a good customer sore.

Another instance is aboard ship, which was equipped with Pacific Coast hose thread couplings, on hose and

valves. She moors alongside a pier to take on water, then finds that the dock is equipped with iron pipe thread valves; so this delays the vessel until the mate sends a man to the store to purchase a hose nipple or bushing, whichever is required, to fit.

Then another thing, the difference in the size of hose gaskets or washers in iron pipe thread hose couplings and hose thread couplings, which makes it necessary to carry two stocks of gaskets. Another misfit is the 5/8x3/4-inch hose or garden valve.

The wartime finish on many items have cheapened the appearance and selling points; the cap screw is one, let's demand a finished product.

Considerable credit is due the parties who started the "hardware graveyard" by acting as pallbearers in burying the "V" thread, and the sooner they put the 1/2 inch-13 thread in the morgue, then another trouble-maker will have passed.

Everybody likes to slam the mail-order house, but there is another enemy in the field that ought to be curbed, and of which I would like to slam, including the sleeping hardware dealer, wholesaler and manufacturer.

Yours truly,
Seattle. LAUREL R. KEMOE.

CALENDAR COMES WITH PROMISE

The Youngstown Sheet and Tube Co., of Youngstown, Ohio, has mailed to the trade a calendar for 1920, illustrating its various processes of manufacture and industry. In a statement accompanying this calendar the following bright outlook for the future is predicted by the company:

"The industrial and commercial skies will brighten with the growth of understanding that real peace and prosperity can come only through productive effort on the part of each individual in his chosen field of labor."

CALDWELL SELLS HOOVER BALLS

The Caldwell Sales Company, of San Francisco, with branches in Seattle and Los Angeles, have renewed their relations with the Hoover Steel Ball Company, Ann Arbor, Mich., whom they have represented for several years past. The Hoover Steel Ball plant is the largest producer of steel balls in the world, making all sizes, from that size used in the elbow of a typewriter arm up to those of 4-inch diameter, a size used in crude oil relay stations.

J. W. Kinleyside reports that he has disposed of his stock of hardware and implements at Edison, Washington, to the William M. Rafter Co., who will continue the business at the same place.

Two new men are now calling on the trade in the interest of H. J. Gute & Co., western factory representatives for the Manning-Bowman Co., and other household and specialty lines. Heber K. Gute is now working with the California trade and George E. Eldredge is representing the house in the northwest.

Merle J. Wightman, of Seattle, Wash., has invented an automatic stoker and a furnace device which enables one to use cheap, soft coal in the furnace. Mr. Wightman claims for his inventions that they revolutionize home heating by increasing efficiency, both through the use of low grade coal and the simplifying of home heating by making the care of the furnace almost automatic.

George L. Geus will open a hardware and auto supply business at Berkeley, Calif., to be known as the Geus Hardware & Auto Supply Co. He has put in a new stock of hardware, cooking utensils, oil heaters and paint, as well as a full line of auto supplies and specialties.

NOTHING BETTER THAN "PERFECT"

If Better Goods Were Possible, Ludlow-Saylor Would Make Them

The Ludlow-Saylor Wire Co., St. Louis, Mo., founded in 1856, incorporated in 1875, are one of the largest manufacturers of woven wire cloth. Part of their product is sold to the retail hardware dealer from coast to coast, but distributed through the hardware jobber. Their trade name is the "Perfect" and is familiar not only to the hardware trade but to the buying public as standing for the best of its kind. Their slogan is: "If better screen cloth were possible, Ludlow-Saylor would weave it," which is applicable to their entire product.

Their Window Screen Cloth is manufactured in Golden Bronze and Galvanized 12, 14, 16 and 18 mesh, Painted Black 12 and 14 mesh, in 100 lineal feet rolls, even inch widths 2 to 4 feet inclusive.

Their Hex Poultry Netting, Galvanized Before Woven is made in all standard assortment of widths, meshes and wires.

Galvanized Hardware Cloth, Galvanized After Woven, is made in $\frac{3}{4}$ " to $\frac{1}{8}$ " mesh in standard widths, meshes and wires.

They are also one of the original manufacturers of Fly Traps, covering a complete line for outside use around stores, dairies, meat markets, shops and so-forth, their idea being to get the fly before he gets in the house.

They dominate the field with their justly celebrated Double Crimped Wire Cloth used in mining, milling and other separating operations and their cement cloth is sold to prac-

tically all the manufacturers of Portland Cement in this country and in many of the large plants throughout the world. Such screens as the above are sold directly to the mines or mills and are frequently made to individual specifications. Much of their product is standard, so they can carry in stock a wide and varied assortment of these grades.

A large plant, favorably located in the heart of the Mississippi Valley, the gateway of the great Southwest, on their own private switch, connects them with all the great railroad centers at that point, so that their position is both favorable for receiving raw material and for shipping the finished product.

They have a capacity for an annual output of 20,000,000 square feet of Window Screen Cloth, 120,000 bales of Hex Poultry Netting and 12,000,000 square feet of Double Crimp Wire Cloth for mining and concentrating plants.

They will shortly have ready for distribution their new catalog No. 46, which is a complete wire cloth treatise and indispensable to the wire cloth dealer or user.

The Seattle Hardware Co. is said to have purchased a triangular plot lying south of its present holdings at First Avenue South and King Street, Seattle, at an estimated price of \$100,000.

The John Smith Implement Co., Walla Walla, Wash., has taken over the business of the Walla Walla Implement Co. and are erecting a new building to give them the necessary facilities.

W. H. Richardson and H. I. Monk have purchased controlling interest in the Thompson & Son Hardware Co., Harrington, Wash. The firm will be incorporated and some stock will be taken by the former owners.

STATE SEAL IN HARDWARE

Great interest was manifested at the recent convention of the Oklahoma Retail Hardware & Implement Association in the state seal of Oklahoma done in hardware as part of the exhibit of the Simmons Hardware Co.

At the close of the convention the seal was turned over to the Association, and they raffled it off, every member who registered having a number. Swann Bros., Maysville, Oklahoma, were the lucky winners of the seal, and they now have it on exhibition at their store. In making the seal 1293 separate pieces of hardware were used in addition to 15 yards of brass safety chain.



Articles are described
fully in following pages,
Ready for immediate
shipment.



ANNOUNCING TO
Retailers, Jobbers and
Manufacturers

The First Sale of General Supplies
BY THE

U. S. WAR DEPARTMENT

The Surplus Property Division, Office of the Quartermaster General of the Army, offers for sale by negotiation the merchandise listed and described in the following pages. Informal bids on this merchandise will be accepted at any of the offices named in this advertisement until 3:00 P. M. (Eastern time) February 11th. No special bid form is necessary. No deposit is required. See the last page of this section for complete instructions. Included in this offering are the following articles:

Anvils
Feed Boxes
Horse Brushes
Ash and Garbage Cans
Can Openers
Cleavers
Dye Outfits
Files
Handcuffs
Metallic Handles
Pick Axe Handles

Steel Helmets
Meat Hooks
Branding Irons
Wagon Jacks
Camp Kettles
Candle Lanterns
Railroad Lanterns
Bake Pans
Field Ranges
Spades
Spurs

Stencil Outfits
Stocks and Dies
Mason's Trowels
Bacon Cans
Wire Brushes
Hair Brushes
Shovels
Aluminum Canteens
Meat Grinders
Curry Combs

No Red Tape in Bidding

**SEE LAST PAGE OF THIS
SECTION FOR INSTRUCTIONS**

War Department General Supplies

**BIDS CLOSE
FEBRUARY 11**

Item No. 1

390 Anvils, Blacksmith

All steel, cast steel face hardened, new. Made with hardie hole and pritchel hole. Manufacturer, Columbian Hardware Company, Cleveland, Ohio. Location, New York. Approximate weight, 75 lbs.

Minimum bid considered, 10 anvils.

Item No. 2

1610 Anvils, Blacksmith

Wrought iron body, faced with cast steel put on in one solid piece, new. Made with hardie hole and pritchel hole. Manufacturer, Columbus Forge & Iron Company, Columbus, Ohio. Approximate weight, 75 lbs.

Minimum bid considered, 10 anvils.

Item No. 3

4,300 Feed Boxes

Made of galvanized sheet iron, each box pressed from one piece. Approximate dimensions: Width, top 11", bottom 8"; length, top 14½", bottom, 12"; depth center, 7". Top edges of ends and sides are turned over on ¼" round iron with eye or loop 1½" long projecting at each corner. Bottom corners are rounded. A strong, serviceable container. Location, Atlanta, Ga.

Minimum bid considered, 2 gross.

Item No. 4

87,000 Feed Boxes

Same as described under Item No. 3.

Location, Chicago, Ill.

Minimum bid considered, 2 gross.

In Bidding Mention "General Supplies" and Item No.

Item No. 5

100,000 Brushes—Horse

Oval, back ¾" thick, made up of two layers of tan sole leather with insertion of ground pressed leather 3/16" thick; all machine sewn with waxed thread, 7 stitches to inch. Brush equipped with back hand-strap of tan sole leather, 1¼" wide, securely riveted on by two rivets on each side. Bristles are black, good quality, ¾" long, five tufts to inch. Brush measures, mixed lots, 7" long by 4½" wide, with 9 rings of bristles; and 8¾" long by 4¼" wide, with seven rings of bristles and center line. Location, Chicago, Illinois.

Minimum bid considered, 6 gross.

Item No. 6

67,500 Brushes—Horse

Brush measures 6½" long, 4" wide, with eight rings of bristles. (For description see Item No. 5.) Manufacturer, Herbert Brush Manufacturing Company. Location, New York.

Minimum bid considered, 6 gross.

Item No. 7

54,700 Brushes—Horse

(For description see Item No. 5.) Location, Atlanta, Georgia.

Minimum bid considered, 6 gross.

No Red Tape in Bidding

**SEE LAST PAGE OF THIS
SECTION FOR INSTRUCTIONS**

War Department General Supplies BIDS CLOSE FEBRUARY 11

**Here are timely goods for
Spring Selling**

26,350

**Ash or Garbage
Cans**

Item No. 11

**4,900 Cans, Ash or Garbage,
With Covers, New**

Size 20"x26", extra heavy corrugated galvanized iron. Heavy band at top, water tight, drop handles. Manufacturer, National Enameling and Stamping Company. Location, New York. Minimum bid considered, 100 cans

Item No. 8

**1,000 Cans, Ash or Garbage
With Covers, New**

Size, 21"x27½", corrugated galvanized iron, water tight, drop handles. Manufacturer, Cincinnati Can Company. Location, Atlanta, Georgia.

Minimum bid considered, 100 cans

Item No. 12

**4,900 Cans, Ash or Garbage,
With Covers, New**

Size 18"x21". Extra heavy corrugated, galvanized iron. Heavy band at top, water tight, drop handles. Manufacturer, National Enameling & Stamping Co. Location, New York.

Minimum bid considered, 100 cans

In Bidding Mention "General Supplies" and Item No.

Item No. 9

**1,000 Cans, Ash or Garbage,
With Covers, New**

Size 18"x27½", corrugated galvanized iron, water tight, drop handles. Manufacturer, Cincinnati Can Company. Location, Atlanta, Ga.

Minimum bid considered, 100 cans

Item No. 13

**1,000 Cans, Ash or Garbage,
New**

Size 18"x25", corrugated galvanized iron, water tight, drop handles. Location, Chicago, Illinois.

Minimum bid considered, 100 cans

Item No. 10

**2,000 Cans, Ash or Garbage,
With Covers, New**

Size 18"x25", corrugated galvanized iron. Water tight, drop handles. Manufacturer, Cincinnati Galvanizing Co. Location, Chicago, Illinois.

Minimum bid considered, 100 cans

Item No. 14

**11,550 Cans, Ash or Garbage,
No. 4 With Covers, New**

Pail bail handle, 10 gallons, galvanized iron, plain surface, rolled strap, top handle on cover. Diameter 14", depth 16". Manufacturer, Atlantic Stamping Company, Rochester, New York.

Minimum bid considered, 100 cans

No Red Tape in Bidding SEE LAST PAGE OF THIS
SECTION FOR INSTRUCTIONS

War Department General Supplies

BIDS CLOSE
FEBRUARY 11

PPULL folks into your store with a big sale of Can Openers. Here Uncle Sam offers you more than a million and a half of these handy articles, used in every home. Remember, they are ready for immediate shipment.

In Bidding Mention "General Supplies" and Item No.

Item No. 15

13,400 Can and Bottle Openers, With Corkscrew, New

Made of steel, 6" long. "Yankee" brand. Has cutting can opener, bottle cap remover and corkscrew. Manufacturer, Taylor Manufacturing Company, Hartford, Connecticut. Location, New York.

Minimum bid considered, 1200

Item No. 16

209,700 Can Openers, New

Cast iron, coating brown shellac, 6" long, with cutting blade 1" long, riveted on. Location, New York.

Minimum bid considered, 900

Item No. 17

200,000 Can Openers, New

Cast iron frame, steel cutter on side, fastened by two iron rivets, length over all, 5 $\frac{5}{8}$ ". Manufacturer, Grey Iron Casing Co., Pittsburgh, Pa. Location, Philadelphia.

Minimum bid considered, 900.

Item No. 18

1,143,743 Can Openers, New

Galvanized cast iron, 5 $\frac{1}{2}$ " long, loop handle, blade 1" long, riveted on. Manufacturer, Arcade Manufacturing Co., Freeport, Ill. Location, New York.

Minimum bid considered, 720

No Red Tape in Bidding

SEE LAST PAGE OF THIS
SECTION FOR INSTRUCTIONS

War Department General Supplies

BIDS CLOSE
FEBRUARY 11

Item No. 21

12,000 Die Outfits for Marking Leather, New

Outfit consists of 36 solid brass dies $2\frac{1}{2}$ " long, $\frac{3}{8}$ " square, giving imprint $\frac{3}{8}$ " high, full set alphabet "A" to "Z," figures 1, 2, 3, 4, 5, 6, 7, 8, period and comma. All enclosed in solid wood case, hinged top, compartments cut into solid wood for reception of dies. Box is painted olive drab. Outside measurements, 8" by 4" by 3" high. Dies weigh four lbs. nine ounces, with box six pounds, one ounce. Location, New York.

Minimum bid considered, 24 outfits

Item No. 22

10,000 Die Outfits for Marking Metal, New

Outfit consists of 37 steel dies, $2\frac{1}{2}$ " long, $\frac{1}{4}$ " square, giving imprint to character $\frac{1}{8}$ " high. Full set alphabet "A" to "Z," figures 1, 2, 3, 4, 5, 6, 7, 8, period and comma. Has solid brass tapping hammer and flat solid brass anvil. All enclosed in solid wood case, hinged top, compartments cut into solid wood for the reception of dies and accessories. Box painted olive drab, outside measurements, 8"x4"x3" high, Location, New York.

Minimum bid considered, 24 outfits.

In Bidding Mention "General Supplies" and Item No.

Item No. 19

33,000 Cleavers, New

Weight 2 lbs., made of 1 piece of forged steel, full polished, ground and sharpened. Handles polished walnut, riveted to tang with three wire rivets. Length of cutting edge, 8", length of handle, 6". Trade mark "Village Blacksmith." Manufacturer, Washington Cutlery Co., Watertown, Wis. Location, Chicago, Ill.

Minimum bid considered, 288

Item No. 23

3,200 Die Outfits for Marking Metal, New

(Description same as Item No. 22.)

Location, Philadelphia, Pa.

Minimum bid considered, 24 outfits.

Item No. 24

10,000 Files, Flat Bastard, New
Standard 14" flat bastard files. Manufacturer, G. & H. Barnett Co., Philadelphia. Location, Philadelphia, Pa.
Minimum bid considered, 864.

Item No. 20

13,300 Cleavers, New

(Description same as Item No. 19.) Location, Chicago, Ill.

Minimum bid considered, 288

Item No. 25

8,000 Pair Handcuffs, New

Nickel-plated "Mattatuck" Brand. Location, Boston, Mass.

Minimum bid considered, 250 pair.

No Red Tape in Bidding

SEE LAST PAGE OF THIS
SECTION FOR INSTRUCTIONS

War Department General Supplies

BIDS CLOSE
FEBRUARY 11

Item No. 26

23,000 Handles, Metallic Tinned New

Made of $\frac{1}{4}$ " round iron, tinned and shaped as drop handle for tubs or ash cans. Handle has rounded 3" grip, standing $1\frac{5}{8}$ " away from holding clip, which is also heavily tinned and shaped to hold handle in channel. Clip has four rivet holes, two above and two below channel. Four tinned rivets go with each handle. Manufacturer, National Enameling & Stamping Company.

Location, Baltimore, Md.

Minimum bid considered, 2,000 handles.

Item No. 41

7,000 Meat Hooks

Black iron 7" hooks for hanging meat on racks. Location, New York.

Minimum bid considered, 500.

Item No. 42

4,000 Meat Hooks

Galvanized iron 7" hooks for hanging meat on racks. Location, New York.

Minimum bid considered, 500.

Item No. 43

1,500 Irons, Branding

Hook $\frac{3}{4}$ ". Manufactured by Handlan-Buck Mfg. Co., St. Louis, Mo. Location, St. Louis, Mo.

Minimum bid considered, the lot.

Item No. 57

3,300 Spurs, Model 1911, New

Nickel plated officers' spurs, without straps. Manufacturer, A. Biermann Mfg. Co., Chicago, Ill. Location, Chicago, Ill.

Minimum bid considered, 250 spurs.

In Bidding Mention "General Supplies" and Item No.

Item No. 44

2,900 Wagon Jacks, New

Made in malleable iron and steel. Two-ton capacity. Height over all, when lowered, 26", when extended 31". The crane working on the front of main support is fitted with cogs and adjustable foot. The dogs are made of best grade malleable iron, the base is $5\frac{1}{2}$ "x $7\frac{1}{2}$ " and the weight 33 lbs. Handles are wood, 21" long and $1\frac{1}{2}$ " diameter, hickory and ash. Manufacturer, William E. Pratt Mfg. Co., Chicago, Ill.

Location, Chicago, Ill.

Minimum bid considered, 100 jacks.

Item No. 45

40,000 Camp Kettles With Covers New

30-quart capacity. Of black sheet iron, seamed and locked. Heavy rolled hoop at top, $\frac{3}{16}$ " diameter. Cover flat piece sheet iron 18 "x $14\frac{1}{2}$ ", edges smoothed and enameled without handle. Diameter of base 12", of top 14", height 13". Manufacturer, National Enameling & Stamping Company. Location, New York.

Minimum bid considered, 300

Item No. 46

2,000 Camp Kettles With Covers

(For description see Item No. 45.) Location, Chicago, Ill.

Minimum bid considered, 300.

No Red Tape in Bidding

SEE LAST PAGE OF THIS
SECTION FOR INSTRUCTIONS

War Department General Supplies**BIDS CLOSE
FEBRUARY 11**

Get the boys with a sale of regular Army Steel Helmets—the “tin hats” that went over the top to victory—128,500 of them here.

Item No. 34**8,000 Steel Helmets, Model 1917
New**

Complete with lining and hat band and chin strap. Location, New York.

Minimum bid considered, 100.

Item No. 37**9,500 Steel Helmets, Model 1917
New**

Complete with lining and hat band and chin strap. Location, Omaha, Neb.

Minimum bid considered, 100.

Item No. 38**8,000 Steel Helmets, Model 1917
New**

Complete with lining and hat band and chin strap. Location, Newport News, Virginia.

Minimum bid considered, 100.

In Bidding Mention “General Supplies” and Item No.**Item No. 35****6,000 Steel Helmets, Model 1917
New**

Complete with lining and hat band and chin strap. Location, San Francisco, California.

Minimum bid considered, 100.

Item No. 39**20,000 Steel Helmets, Model 1917
New**

Complete with lining and hat band and chin strap. Location, Sam Houston, Texas.

Minimum bid considered, 100.

Item No. 36**2,000 Steel Helmets, Model 1917
New**

Complete with lining and hat band and chin strap. Location, Chicago, Ill.

Minimum bid considered, 100.

Item No. 40**75,000 Steel Helmets, Model 1917
New**

Complete with lining and hat band and chin strap. Location, Philadelphia.

Minimum bid considered, 100.

No Red Tape in Bidding

**SEE LAST PAGE OF THIS
SECTION FOR INSTRUCTIONS**

War Department General Supplies

BIDS CLOSE
FEBRUARY 11

Nearly a third of a million Pick-Axe Handles ready for immediate shipment.

Item No. 27

140,000 Pick Axe Handles, Railroad, New

Standard 36" railroad pick axe handles, approximately 96% being classed as seconds, are clear, straight grain run of timber, mixed woods. Approximately 80 per cent hickory and balance ash, oak and maple. Location, Washington, D. C.

Minimum bid considered, 864.

Item No. 54

500 Field Ranges, No. 1

Made of heavy sheet iron, reinforced with flat rim bars, for camp kitchens. Equipment consists of 6 boilers, 2 bake pans, 1 cleaver, 1 dipper 1 qt., 1 dipper 2 qt., 2 meat forks, 1 meat grinder, 5 butcher knives, 1 meat saw, 2 basting spoons, 1 butcher's steel. Location, Chicago, Ill.

Minimum bid considered, 6 outfits.

Item No. 61

500 Mason's Trowels, New
Philadelphia pattern 11" bricklayers' trowels. Manufacturer, Marshalltown Trowel Co., Marshalltown, Iowa. Location, Chicago, Ill.

Minimum bid considered, the lot.

In Bidding Mention "General Supplies" and Item No.

Item No. 28

3,000 Pick Axe Handles, Railroad, New

(For description see Item No. 27.) Location, Sam Houston, Texas.

Minimum bid considered, 864.

Item No. 29

6,000 Pick Axe Handles, Railroad, New

(For description see Item No. 27.) Location, Atlanta, Ga.

Minimum bid considered, 864.

Item No. 30

124,000 Pick Axe Handles, Railroad, New

(For description see Item No. 27.) Location, Chicago, Ill.

Minimum bid considered, 864.

Item No. 31

14,000 Pick Axe Handles, Railroad, New

(For description see Item No. 27.) Location, Chicago, Ill.

Minimum bid considered, 864.

Item No. 69

15,400 Meat Grinders, New

Similar to No. 3 Universal. Large size, 23/8" cutting surface, one coarse, two medium, one fine cutter. Height, 11 1/2", length cylinder 4 1/2". Location, Chicago, Ill.

Minimum bid considered, 216 grinders.

Item No. 32

8,000 Pick Axe Handles, Railroad, New

(For description see Item No. 27.) Location, Philadelphia, Pa.

Minimum bid considered, 864.

Item No. 33

8,000 Pick Axe Handles, Railroad, New

(For description see Item No. 27.) Location, Chicago, Ill.

Minimum bid considered, 6 gross.

No Red Tape in Bidding SEE LAST PAGE OF THIS SECTION FOR INSTRUCTIONS

War Department General Supplies

**BIDS CLOSE
FEBRUARY 11**

Item No. 55

35,000 Spades "D" Handle, New

Made of solid steel, secured on ash handle by 9" strapped shank with three rivets. Blade is 7" wide, 12" long. Blade is square point, unpolished, protected from rust by coat of lacquer. "BUCK" brand. Manufacturer, Hubbard & Co., Pittsburgh, Pa. Location, New York City.

Minimum bid considered, 288.

Item No. 56

3,000 Spades "D" Handle, New
Plain back railroad spade, unpolished. Solid steel shank. Handle 26" long. Manufacturer, Wyoming Shovel Co., Wyoming, Pa. Location, Chicago, Ill. Minimum bid considered, 288.

Item No. 52

50,000 Bake Pans, New

Made of No. 22 (U. S. gauge) steel, No. 5 wire rolled in top with four No. 5 market wire handles, one on each side. Inside measurements, 4½" deep, 15½" wide and 17½" long, at top. Location, Chicago, Ill.

Minimum bid considered, 288.

In Bidding Mention "General Supplies" and Item No.

Item No. 65

2,500 Shovels. Long Handle, Square Point, New

Shovels are strap shanked and unpolished. Manufacturer, Wyoming Shovel Company. Location, Chicago, Ill.

Minimum bid considered, 216 shovels.

Item No. 53

160,000 Bake Pans, New

(For description see Item No. 52). Location, Chicago, Ill.

Minimum bid considered, 288.

Item No. 70

134,000 Curry Combs, New

Made of soft sheet steel .0375 inches thick, cold tinned terne plated, dimensions 3"x4¾", 5 toothed bars, one smooth edged bar projecting ⅝" from base. A hoof hook is superimposed on back at one end, hook of spring steel untempered 3/32" thick, ⅜" wide, till around turn of hook; 3½" long, hook point rounded to right angle and extending 1⅜". Hoof hook swivels on one corner and closes securely on back of comb. Combs are equipped with back hand straps made of olive drab webbing 2" wide, extra heavy, 2⅞ oz. per yard.

Minimum bid considered, 864 curry combs.

Item No. 66

1,000 Shovels. Long Handles, Round Point, New

Shovels are strap shanked and unpolished. Manufacturer, Wyoming Shovel Co. Location, Chicago, Ill.

Minimum bid considered, 216 shovels.

No Red Tape in Bidding **SEE LAST PAGE OF THIS SECTION FOR INSTRUCTIONS**

War Department General Supplies

**BIDS CLOSE
FEBRUARY 11**

**Lanterns for candles
and Lanterns for oil, ready
for immediate delivery.**

Item No. 47

7,000 Lanterns, Folding for Candles, New

Made of galvanized iron, strongly constructed, collapsible. Will hold commercial or army lantern candle. Manufacturer, Stonebridge Manufacturing Company, New York City. Location, Washington, D. C.

Minimum bid considered, 200 lanterns.

Item No. 48

20,000 Folding Lanterns for Candles

(For description see Item No. 47.) Location, Philadelphia, Pa.

Minimum bid considered, 200

Item No. 49

30,000 Lanterns, Railroad Type New

Complete with globe. Manufacturer, Adams & Westlake, Chicago, Ill. Location, Chicago, Ill.

Minimum bid considered, 288.

Item No. 50

9,500 Lanterns, Railroad Type New

Complete with globe. Manufacturer, Adams & Westlake, Chicago, Ill. Location, Chicago, Ill.

Minimum bid considered, 288.

Item No. 51

4,900 Lanterns, Railroad Type New

Complete with globe. "Casey" model. Manufacturer, Keystone Lantern Co., Philadelphia, Pa. Location, New York.

Minimum bid considered, 288.

In Bidding Mention "General Supplies" and Item No.

Item No. 58

16,000 Stencil Outfits, New

Outfit consists of 2 sets thin sheet brass stencils, with marking brush and 1 lb. black paste, in strong wooden box, mortised corners, shellac finish, measuring outside 2 inches deep, $7\frac{3}{4}$ " long, $6\frac{3}{8}$ " wide, slide top. Stencils consist two sets alphabet "A" to "Z," figures 1 to 0, character "&" and three periods. The characters of one set are $\frac{1}{2}$ " high on strip 2" in height. The characters of other set are 1" high on strip $2\frac{1}{2}$ " in height. The edges of sections are clip flanged for connecting in word-building. Location, New York.

Minimum bid considered, 70 outfits.

Item No. 59

42 Sets Stocks and Dies, Blacksmith, New

Little Giant No. 50-55, U. S. Standard thread, 15 sizes. $\frac{3}{8}$ ", $7/16$ ", $\frac{1}{2}$ ", $\frac{5}{8}$ ", $\frac{3}{4}$ ", $\frac{7}{8}$ ", 1", $1\frac{1}{8}$ ", $1\frac{1}{4}$ ", $1\frac{1}{2}$ ", $1\frac{3}{4}$ ", 1 $\frac{5}{8}$ ", 1 $\frac{3}{4}$ ", 1 $\frac{7}{8}$ " and 2". Collets $2\frac{3}{4}$ " for sizes 1" and smaller. Collets $4\frac{1}{2}$ " for sizes $1\frac{1}{8}$ " and larger. Two stocks 26" and 52". Two adjustable wrenches No. 6, $14\frac{1}{2}$ "; and No. 8, $40\frac{1}{2}$ ". Manufacturer, Greenfield Tap & Die Corporation. Location, Chicago, Ill.

Minimum bids considered, 6 outfits.

Item No. 60

500 Stocks and Dies, Blacksmith New

"Little Giant" No. 40 U. S. Standard Thread, sizes $\frac{1}{4}$ ", $5/16$ ", $\frac{3}{8}$ ", $7/16$ ", $\frac{1}{2}$ ", $\frac{5}{8}$ ", $\frac{3}{4}$ ", $\frac{7}{8}$ ", 1", $1\frac{1}{8}$ " and $1\frac{1}{4}$ ". Collets $2\frac{3}{4}$ " for sizes $\frac{3}{4}$ " and smaller; 4" for sizes $\frac{7}{8}$ " and larger. Two stocks, one $23\frac{3}{4}$ " and one $41\frac{1}{2}$ ". Two adjustable screws, No. 6, $14\frac{1}{2}$ ", and No. 7 $\frac{1}{2}$, 31". Manufacturer, Greenfield Tap & Die Corporation. Location, Chicago, Ill.

Minimum bid considered, 6 outfits.

No Red Tape in Bidding **SEE LAST PAGE OF THIS SECTION FOR INSTRUCTIONS**

War Department General Supplies

BIDS CLOSE
FEBRUARY 11

Item No. 64

32,800 Hair Brushes, New

Commercial style. Entire body one piece maple, $\frac{3}{8}$ " thick. Smoothed edges, polished surface. Handle $4\frac{1}{2}$ " long, $1\frac{7}{8}$ " wide, on grip. Body $4\frac{3}{4}$ " long, $2\frac{3}{8}$ " wide. Bristles, grey, black, $\frac{3}{4}$ " long, of 4 ring and center row, 5 tufts to inch. Set with composition glue paste. Manufacturer, Mohawk Brush Company, Albany, N. Y. Location, New York.

Minimum bid considered, 864 brushes.

Sell a Hairbrush to every razor customer—here are 184,000 good brushes, some "commercial style," some "military."

Item No. 63

4,000 Brushes, Bristle (Tube Cleaner) New

Made for cleaning pistol barrels, test tubes, etc., of twisted wire, 8" long, with bristles about $3\frac{1}{2}$ " along the wire, forming round brush about 1" diameter. Bristles, black. Location, Sam Houston, Texas.

Minimum bid considered, 2,000.

In Bidding Mention "General Supplies" and Item No.

Item No. 68

152,000 Military Hair Brushes New

Oval, $5\frac{1}{8}$ " long, $2\frac{3}{8}$ " wide, wood back $\frac{5}{8}$ " thick, smooth, round edge, polished and oiled finish. Bristles medium stiff, black. $\frac{1}{2}$ " long, 5 rings and center row, in aluminum base, 5 tufts to inch. Face slightly convex surface. Die marked "U. S. ARMY" one side. Manufacturer, Florence Mfg. Co., Florence, Mass. Location, Boston, Mass.

Minimum bid considered, 6 gross.

Item No. 67

300,000 Aluminum Canteens, New

Made of pressed aluminum alloy, with cork attached by chain. Model 1910. Approximate weight, 8 oz. Without covers. Manufacturer, Landers, Frary & Clark Aluminum Co. of America, and Aluminum Goods Mfg. Co. Location, Philadelphia.

Minimum bid considered, 450 canteens.

Item No. 62

140,000 Bacon Cans, New

Can consists of body and cover, made of No. 25 gauge sheet steel, heavily tinned, 7" long, $2\frac{1}{2}$ " wide, 3" deep, corners rounded. Cover fits body snugly with about $\frac{3}{8}$ " lap, meeting flange. Manufacturer, Aluminum Goods Manufacturing Co., Manitowoc, Wis. Location, Sam Houston, Texas.

Minimum bid considered, 864 cans.

No Red Tape in Bidding **SEE LAST PAGE OF THIS SECTION FOR INSTRUCTIONS**

War Department General Supplies

BIDS CLOSE
FEBRUARY 11

Inspection— Goods are sold "as is" at storage point. Samples of practically all articles are displayed at Zone Supply Offices and at the Surplus Property Division, Munitions Building, Washington, D. C.

Negotiations— No special form is required for the submission of a bid. Bids may be made by letter or telegram.

All bids must be submitted by 3:00 P. M. (Eastern time) February 11th. They should be addressed to the Zone Supply Officer at the nearest address: Army Supply Base, Boston, Mass.; 461 8th Avenue, New York City; 21st Street and Oregon Avenue, Philadelphia, Pa.; Coca Cola Building, Baltimore, Md.; Transportation Building, Atlanta, Ga.; Army Building, 15th and Dodge Streets, Omaha, Neb.; Ft. Mason, San Francisco, Cal.; 17th and F Streets, N. W., Washington, D. C.; Newport News, Va.; Jeffersonville, Ind.; 1819 West 39th Street, Chicago, Ill.; 2nd and Arsenal Streets, St. Louis, Mo.; Audobon Building, New Orleans, La.; San Antonio, Tex.; New Cumberland, Pa.; Columbus, Ohio; or to Surplus Property Division, Munitions Building, Washington, D. C.

Bids must be for goods at point of storage, as set forth in the specifications of materials advertised.

Each lot offered is identified by a number. Bids should include the lot number or numbers on which the bid is made. Bids may be made for any quantity greater than that stipulated as minimum bid which will be considered, or for the total quantity in any lot. In bidding stipulate price bid per article (for example, one hairbrush) instead of for total quantity. No bid stipulating "all or none" of any lot will be considered, unless that bid is the highest. No deposit is required with the submission of a bid.

Notification— Successful bidders will be notified by mail on or before February 16, and advised of the quantity awarded to each. A deposit of 10% of the amount due under each award must be made immediately upon receipt of notification.

Delivery— The articles offered are for spot delivery. Purchasers will be permitted to leave stocks which they may acquire in government storage for a period of 30 days after receipt of notification. Goods, so held, will be held subject to purchasers' risk.

Important— The War Department reserves the right to reject any part or all of any bid or bids. Inquiries relative to sales conditions or stocks offered should be addressed to the nearest Zone Supply Office.

Action— Take advantage of the extremely unusual opportunities presented in this advertisement. Give careful consideration to each item listed in this and succeeding sales. Every item listed is available for immediate delivery.

SURPLUS PROPERTY DIVISION

Office of the Quartermaster General, Director of Purchase and Storage, Munitions Building, Washington, D. C.

In Bidding Mention "General Supplies" and Item No.

AMERICAN WASHING MACHINE IN AEGEAN

The American washing machine has penetrated the ancient Greek island of Mitylene in the Aegean Sea. A Nebraska Red Cross woman recently exhibited the working of the modern American washing machine at the Red Cross warehouse before a crowd of several hundred interested women. They saw her put several soiled garments into a tub with a cake of soap and some water, then clamp down a top and start turning a crank. In ten minutes she announced the clothes were clean. Several in the crowd snickered.

But when the clothes were pulled out, white and clean, there was a babel of Greek amazement, and the women fought to examine the machine and to turn the crank at the second demonstration.

Have you not some "Greeks" in your community to whom you might make a similar demonstration?

ON THE JOB

The kirk was in urgent need of repair and Sandy McNab, a very popular member, had been invited to collect subscriptions for the purpose.

One day the minister met Sandy walking irresolutely along the road. The good man at once guessed the cause.

"Sandy," he said, earnestly, "I'm sorry to see ye in this state."

"Ah, well, it's for the good o' the cause," replied the delinquent, happily. "Ye see, meenister, it's a through these subscriptions. I've been down the glen collectin' fun's, an' at every house they made me tae a wee drappie."

"Every house! But—but surely, Sandy, there are some of the kirk members who are teetotalers?"

"Ay, there are; but I wrote tae those!"

BROKE AGAIN

'Twas the night before pay-day
And all through my jeans,
I was searching in vain
For the price of some beans.
But nothing was doing,
The milled edge had quit,
Not a penny was stirring,
Not even a jit.
Forward, turn forward,
O Time, in your flight!
Make it tomorrow
Just for tonight!

Treat the store visitor well who comes in to get money instead of to spend it. You may go out collecting some day yourself.

Farmers and Owners of Cars are Prospects

YOU who have in the past handled vehicles and wagons and have lost that profitable trade to the Motor Vehicle, are in a position to get the old volume and more back in handling "Utility Trailers" and without the necessity of giving service or having an expensive service department as is required where you sell motorized vehicles.

Every farmer in your community is a prospect for a Utility Trailer of some sort. Every motor truck running over your highways is necessarily a prospect for a Utility Trailer, if he is to compete with others using them, they bring truck operating cost down to a point where the profits are satisfactory, and truck operating brought out of the Red Ink.

Utility Trailers are motorless auxiliaries to the truck or passenger automobile, bringing you a clean profit when sold and a profit that is yours, not to be later paid out in shop costs of free service as in motorized vehicles.

We have some good territory open, write us for our proposition to dealers.

UTILITY TRAILER SALES CO., of Southwest
1302 Young St., Dallas, Texas

LOS ANGELES TRAILER CO.,
1328 Palmetto St., Los Angeles, Cal.

Plumbing and Heating

The bell foundries would be running double shifts if it was a law that every fool wore a bell.

What is the biggest job you are capable of tackling and putting across successfully? Do it then! Yes, you can, too.

If you find it advisable to shorten the hours your clerks work, shorten some at night and some in the morning, instead of cutting down the hours the store is open.

To keep strong and sweet, to bend circumstances to your will, to overcome, and to retain your faith in humanity—all this is proof of manhood which is eternal because it is a spark of the Divine.

When you advertise don't make your copy all from the "you" and "I" angle if you would have it sincere. Blend the "you's" and the "I's" and the result will be more convincing from every standpoint.

The man who is skilled in the conduct of his own business and who has confidence in himself goes quietly about the management of his affairs. It is the greenhorn who toots and honks noisily at every corner.

If you have made a success in some line, or if you have developed a special capacity for doing some one thing well, other people will find out about it. If you start to tell them they are likely to doubt it. That is to say, if you tell them at all, let it be by deed rather than by word.

Don't worry. It is a sign of mental weakness—of inability to reason, or of plain cowardice. The man who worried for fear his patronage would fall off, and lest the time might come when he couldn't pay taxes on his home and so lose it, is in the insane asylum. And the business is gone and the house, too. Not because there was any need for it, but because he persisted in worrying.

MESSAGE TO THE MASTER PLUMBERS OF THE UNITED STATES

(By Frank B. Lasette, of New York City, President of the National Association of Master Plumbers of the United States.)

There should be no doubt in the minds of those master plumbers who are patrons and students of the "Trade Press" and other publications of the trade, as to the great value and mission of the National Association of Master Plumbers of the United States and its kindred state and local associations. I have reference, of course, particularly to non-members, or those who for one reason or another—or for no reason—have thus far remained without the fold of our organization. I cannot conceive of any such doubt in the minds of our members, many of whom have participated in the annual conventions of the trade, and all of whom have had access to the printed proceedings of these conventions and other association literature for years back.

Every calling of man has its problems, and they affect for good or ill everyone therein engaged, so that after all, whether we realize it or not, what affects one, concerns all. Progress is nothing more or less than a struggle against obstacles, and as these are overcome, one by one, does that, which we are pleased to term civilization, move ever forward. True, some men—perhaps many men—succeed in spite of difficulties, and such men naturally become the torch bearers, or leaders, in the van of life's varied processions.

So, we find the successful business men in the forefront of all movements for trade advancement. They know too well the handicaps and hardships of individual initiative and the inestimable value and urgent need of co-operative effort, if the greatest good to the greatest number is to be the more readily attained, that is to say, with the least effort and greatest success. That is what organization is for, it has no other object. In other words, it is the joining of all hands interested in a common pursuit for the attainment of a common purpose.

Master plumbers, who make a practice of reading the trade publications, cannot but know what organization is doing for them and the

Announcement

Beginning January 1, 1920, my business will be conducted under the name of

The M. L. Kline Co.

There will be no change whatever in the personnel of the organization, which will be directed as heretofore entirely under my management and ownership.

In making this change we feel it will eliminate, to a great extent the delays and inconveniences which have been occasioned our customers in having mail or telephone calls directed to me personally, which are intended for the various departments of our company.

M. L. KLINE

GET
THIS



Ask for No. 3591

C. W. B. CORNELIUS CO., Inc.

Manufacturers of

PLUMBING SPECIALTIES

209-211 Tehama St., San Francisco

Dependable Tanks



If you desire the best, choose our

"Copper Brazed" Construction

Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO.
Pittsburgh, Pa.

38 SOUTH DEARBORN ST., CHICAGO, ILL.
Factory, Oakmont, Pa.

Garden Hose Valves OF Recognized Quality

Which command repeat orders for you



Sizes 1/2" to 2 1/2" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.

uplift of the plumbing business, and this is to say nothing of what has been accomplished in behalf of the public good, in the way of advanced sanitation. Those who do not read the trade papers, are more or less in the dark in this respect, and such, in the main, are those who cannot see any benefit in association membership. They have simply remained in the dark, have not kept pace with the times.

I dare say, if those of a skeptical disposition would but give a little thought to the reports of the recent Atlantic City convention of the National Association of Master Plumbers, and the important business transacted there, they would want to become a part of an organization that is engaged in such urgent work, that is doing so much for them and the business upon which their very livelihood depends. They would want to share in the labor as well as the fruits of plumbing progress, for I have confidence in man and believe that most men desire to be just and want to engage in some of the lifting—that they do not wish to be found among the leaners.

I will not at this time attempt to review the many excellent results of the Atlantic City convention. I will content myself with referring briefly to but one item, the naming of a committee to bring about, if possible, a standardization of plumbing and heating materials—a committee to confer with like committees of the manufacturers of various kinds of said materials, with the above object in view. At this writing it appears that there is much sentiment among manufacturers in this regard, and there is reason to believe that standardization is bound to come—that it is not very far off.

This is a big subject, a wide field, one which cannot be justly dealt with in a brief message like this. My object in mentioning the matter is principally to arouse the master plumbers to its importance, and to suggest that they follow the trade publications closely in order to keep in touch with the movement as it progresses. Already considerable has been published of the progress thus far made, though the work is only in its early infancy, and reports will be given out from time to time as the work advances. By the time the next convention comes around, it is hoped that something of a definite nature will have been accomplished.

Surely the non-members will be able to realize what standardization of plumbing and heating systems and fixtures, piping and fittings, plumbers' brass goods and the thousand and one articles of the trade will mean to the trade; the great saving in time and expense, to say nothing of the reduction of annoyance to a minimum. As this will benefit the entire trade, it should prompt every non-member to affiliate with the local master plumbers' association of his city, or if there is no local association in

his town, then he should apply directly to the National Association of Master Plumbers.

I cannot but believe that every live master plumber will want to be able to say that he is supporting such excellent activities as the foregoing with his membership. I am gratified to be able to say that some are beginning to see the light and are applying for membership. This is a hopeful sign, and I am confident that these applications will continue to flow in until we have every desirable master plumber enrolled and a united trade harmoniously working for the common good.

NOW IT'S THE M. L. KLINE CO.

Under a new corporate name the M. L. Kline Co., the wholesale business in plumbing, mill and steam supply conducted for over 30 years by M. L. Kline, starts the New Year with all of its old strength and this new advantage.

Hitherto some delay and inconvenience has been caused when customers directed their calls to the proprietor personally, which were intended for the various departments of the company, and henceforth the name will be no misnomer and entirely inclusive. There is no change in the personality of the organization, and it will be directed as heretofore entirely under Mr. Kline's management and ownership.

The M. L. Kline Co. distributed last month its annual calendar and memorandum book to the trade in Oregon, Washington and Idaho. As usual this useful souvenir from the company was eagerly sought by the members of the trade, and becomes a pleasant reminder to last throughout the year.

HEAT REGULATOR FACTORY GROWS

The Minneapolis Heat Regulator Company have taken out a permit for an addition to their fireproof, brick and concrete factory and office building, more than doubling the present size. Improvement and equipment will run to \$100,000.00.

The additional space and equipment to be added, will treble the company's manufacturing output. The company, at the present time, gives employment to 150 people. When the new additions are completed, the number of people employed will be in excess of 300.

George O. Fisher has opened a first class plumbing establishment at Auburn, Calif., where he will carry full lines of plumbing and heating equipment.

The following little trade verse is used by M. A. Spear, a progressive plumber at Fresno, Calif., and should certainly be suggestive to other merchants in the same or similar lines.

What Do You Think

They say I'm out of the game,
And other stories, too;
They mean I'm out of the union
With an open shop crew.

My line of "A Grade" fixtures,
Your plumbing I'm ready to do.
Engines, tanks, pumps, pipe and fittings;
Country work I solicit, too.

Next time you want some plumbing
Don't listen to what you hear,
But just ring up 3242-J
And ask for M. A. Spear.

1231 Belmont Ave.

WHEN YOU ORDER

From Your Jobber

Specify Pacific Plumbing Fixtures

Because

- They never have been surpassed in quality or design.
- They are manufactured here on the Coast.
- They are unconditionally guaranteed.
- They cost no more than many inferior brands.

PACIFIC

PLUMBING FIXTURES



FOR SALE BY ALL JOBBERS

Main Offices: 67 New Montgomery St., San Francisco, Cal.
Branches: Portland, Los Angeles and Salt Lake City.
Factories: Richmond and San Pablo, Cal.

GENUINE

ARMSTRONG STOCKS and DIES



PIPE CUTTERS

Malleable Iron Pipe Vises

MANUFACTURED BY

THE ARMSTRONG MFG. CO.

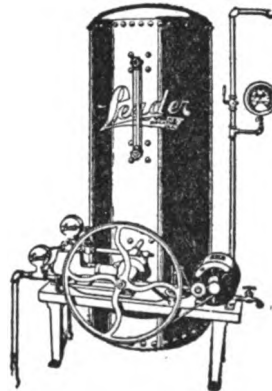
276 Knowlton St.

BRIDGEPORT, CONN.

New York Office: 248 Canal St.

Leader
TRADE MARK

WATER SYSTEMS



FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS

PACIFIC PUMP & SUPPLY CO.

853 Folsom Street

San Francisco, California

Sole Distributors

MODERN METHODS IN PLUMBING

(By Henry James Buxton)

Almost everybody in this world has a method—the business man, the broker, the physician, the lawyer, the salesman, the clerk, the typist, the paperhanger, the pickpocket, the beggar and the safe cracker.

Hindenburg had a method when he flung his German hosts in gigantic drives against the Allied lines. But his method was defeated by a master military craftsman, Foch, who out-generalled the Hun commander at every turn of the wheel. Foch simply had a better method, that's all.

A man without method in this world is like a ship without a rudder. He will never get anywhere in anything. He will fail in business, social life or anything else he attempts. Hoboes are without a method—that's why they drift—drift, because they haven't an anchor of method to the windward. The germ of method died in their brains before it ever developed. They cannot work because they have no method. A man without method in this world can do only two things—drift and eat. And frequently they eat only haphazardly.

A man in this world who is a failure need only to drag out his method and inspect it to find the trouble. All failure can be traced back to that inevitable thing—method.

You may curse a dozen different things as the cause of your failure or lack of success, but in the last analysis you must admit that defeat came because of wrong methods.

The rule of method applies to the plumber just the same as to anybody else. Plumbers who go wrong in a business way do so because of poor method; plumbers who make good in a business way do so because of some good method they have hit upon. Hard luck or good luck has nothing whatever to do with it—it's just a matter of method.

In my rounds of the plumbers I find that all of them have methods. Some of them are haphazard methods; some are medium methods, others good methods, and still other methods founded upon a true understanding of the psychology of business. I have made the discovery that the plumber who has the knowledge of human nature has the best method. You've got to know human nature to have a worth while method. If you don't know human nature you are unfortunate, and the best advice I can give you is to go out and learn it.

John A. Quinn has been in the plumbing business in Philadelphia for more than twenty-two years, and is a firm believer in method.

"When I started in business," he said, "I mapped out a platform just like the politicians do at a national convention. I did this, for I realized that you can't do anything worth while in this world unless you have a program. I

knew I wouldn't get ahead very fast unless I formulated a set of principles. It was my intention to make the plumbing game my life work, and so I decided to play the game on the highest possible level.

"In thinking the thing over I decided that a reputation for good work was the greatest thing to be desired by a plumber who wanted to win.

"So down the years I have made that my plea—'good work—good work.' I pounded it into the heads of everybody in my district that I did nothing but good work, and I impressed it upon my men that I wouldn't tolerate anything but good work. I believed it myself and soon everybody that knew me believed it. Often men in my neighborhood have said: 'Well, I think I'll have Quinn do the job, for he'll do good work.' Could anything be more gratifying to a man in business? It was like new wine to my business, and I forged ahead at a fast pace.

"My jobs grew better and bigger until I landed my biggest job—that of installing heating and plumbing in the Frankford Hospital. That was a \$17,000 contract, and I was a proud man to get it. And I did the work so well that I am now putting in \$10,000 worth of plumbing and heating into the new hospital annex. I am also doing a little five-thousand dollar job in a national bank.

"My shop is running full blast all the time, and everybody is happy. I lay all of my success to that important little plank in my platform when I started in business 'good work.' It has paid me to be honest with myself and with others. I wouldn't skimp a job any more than I would cut off my right hand. I'll do good work or I won't do any work at all.

"This is an era of great prosperity, and there is plenty of money in circulation, due to the fact that the average man is earning more than ever before. But the world is waking up, and vast populations are beginning to sense real values. You can't bunk the people any more. The day of the spell-binding orator is gone. Today such an orator would spill silvered words to empty benches. Folks want facts today—they want their money's worth, and they are going to get it. This situation should be realized by the plumber. He should give his customers real values, and I am happy to be able to say that most of them do.

"My advice to the man starting in the plumbing business is, do a job the best you know how, even if you lose money on it."

Philip V. Shore, a successful plumber, laid the foundation of his splendid business by sending out to prospective customers cleverly phrased business appeals:

"With these circulars," he said, "I constantly reminded the trade that we were on the job. We didn't give them a chance to



Easy to Clean Mirror



Dark Top Steel



White Medicine Cabinet

MADE WHITE STAYS WHITE

Years of actual service under all conditions, have established the reputation for permanent wearing quality of

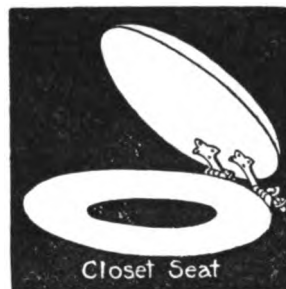
Genuine Pyralin Snow White Bath Room Fixtures

All our products are made strong and durable and are covered with **genuine Pyralin**—a pure white substance applied in sheet form with our patent process. Easily kept purely sanitary by the use of soap and water.

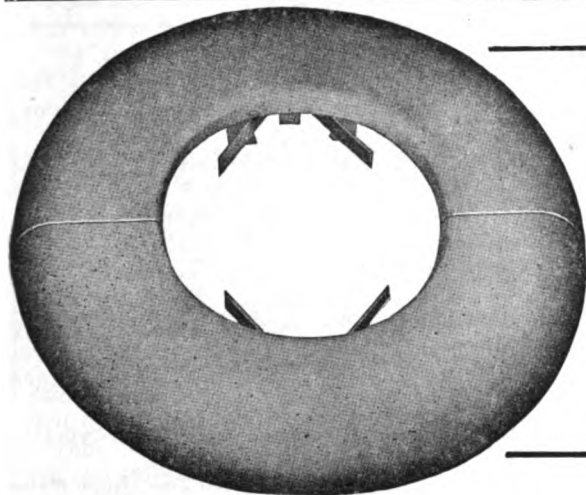
In buying white bath room fixtures insist upon the **genuine Pyralin**.

C. F. CHURCH MFG. CO.
HOLYOKE, MASS.

These goods can be obtained from the **LEADING JOBBERS. INSIST ON THEM.** If you cannot get them address for information, W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. Sold by Holbrook, Merrill & Stetson, Crane Co., A. H. Busch Co., and leading jobbing houses.



Closet Seat



THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

The Beaton & Cadwell Mfg. Co.
NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba, Southwestern Representative, J. R. Devereux, No. 358 Beaver Hall Square, Montreal, Quebec, Canada.

"Pittsburgh"

 **AUTOMATIC GAS WATER HEATERS** 

PITTSBURG WATER HEATER COMPANY - - - PITTSBURGH, PA.

forget it. From the beginning we have climbed steadily, picking up new customers constantly and retaining the old. Our biggest order came two years ago, when we landed a \$100,000 contract for the installing of heating and plumbing in a big building operation. The successful plumber must constantly be alert to opportunity. The old adage, 'The early bird catches the worm' is as applicable today as it was when it was first invented. Business, like time and tide, waits for no man. If you want to pick the berries when they are ripe, you've got to be on the job every minute of the time."

Close application to work is the winning method which has been employed for years by the plumbing firm of Gregor Drummond.

"We have been doing business at this same stand for twenty-seven years," declared a representative of Mr. Drummond. "We are proud to say that by sheer merit we have built up one of the largest jobbing trades in the city. We also do a rushing business in the matter of bathroom installation.

"Mr. Drummond lays his success to the fact that during the past twenty-seven years he has always been on the job. When folks come around to our shop for estimates they do not find Mr. Drummond off on fishing trips or at the movies. He is right on the job in the shop, and he has the most intricate parts of his business always at the tip of his tongue.

"Folks like to come into our shops, for they know they won't have to wait for Mr. Drummond to get back from a pleasure trip. Mr. Drummond has always made it a practice to inspect every job done by his men."

"HAS" AND "ARE"

I'd rather be a "Could Be,"

If I was not an "Are,"

For a "Could Be" is a "May Be,"

With a chance of touching par.

I'd rather be a "Has Been"

Than a "Might Have Been," by far,

For a "Might Have Been" has never been,

But a "Has" was once an "Are."

George O. Fisher has opened a plumbing shop at Auburn, Calif.

Roy J. Weisgerber has purchased a half interest in the plumbing and heating business of Chester Philippi at Lewiston, Idaho. The business will be enlarged and new lines taken on.

Robert L. Robinson, at Yakima, Wash., reports that he is going into the plumbing business for himself after a long association with the Whitson Plumbing Co. there. M. D. Ives, a first class plumber, has associated himself with Mr. Robinson.

The California plumbing trade will regret to hear of the death of C. F. Sadowski, after ten years in the plumbing business at Oroville, Calif. Previous to that time he was for eighteen years with Brock & Taylor in the hardware business at that place.

TRY THIS CIRCULAR LETTER ON YOUR PROSPECTS

Dear Madam or Sir:

In this new age of higher prices everyone is constantly on the lookout for that which will produce the greatest comfort, pleasure and satisfaction for the least money. Below are listed some appliances that we have to offer at this time that will fill a long-felt want. These bargains are offered you at the prices named, subject to prior sales. These fixtures and appliances were purchased by us at pre-war prices and we are offering you the benefit of our buy. Fill in your price and mail.

One 6-foot 4½-inch roll rim bath tub on base with enameled factory finish on the outside, complete with heaviest quality N. P. fittings. Prices subject to prior sale. \$——.

Three siphon jet water closets with rear raised vent. This closet is of exceptionally high grade. Price, subject to prior sale, each \$——.

One 900-foot hot-water heating boiler. This boiler is suitable for an ordinary bungalow or cottage and is off the latest pattern. Price, subject to prior sale, \$——.

One 1525-foot hot-water heating boiler. This boiler is suitable for a fair-sized two-story residence and is of the latest pattern. Sale price, \$——.

Three 100-foot 38-inch 3-col. hot-water radiators, absolutely new stock. Sale price, \$——.

One stationary vacuum cleaner with full equipment, suitable for a five to ten-room house. Sale price, \$——.

Four No. 72 coal tank heaters for heating range boiler. Sale price, each \$——.

One No. 4 automatic gas water heater, second-hand; good as new. Sale price, \$——.

Every article listed above is new, except those listed as second-hand. We have many other appliances and accessories on hand or available that will fit your needs and requirements. It will pay you to drop into our store and look over these bargains.

Awaiting your early call, we beg to remain,
At your service,

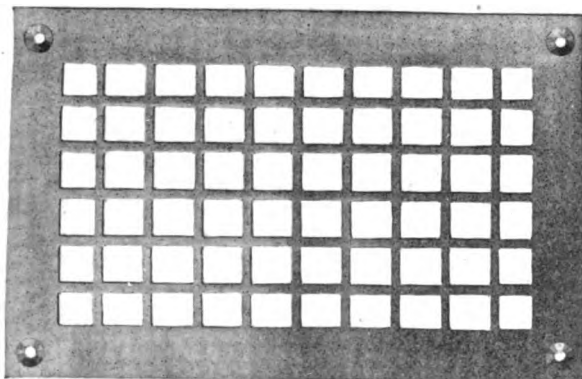
Note to Contractors: How many times have you purchased a quantity of material from a similar list sent out by your jobber? The public will do the same. If you are from Missouri, try it. Do not make list too long.

"Now, Harold," said the teacher, "if there were eleven sheep in a field and six jumped the fence, how many would there be left?"

"None," replied Harold.

"Why, but there would," said she.

"No, ma'am, there wouldn't," persisted he. "You may know arithmetic, but you don't know sheep."



Vent Plates

CAST BRASS

CONTRACTORS' SPECIALTIES

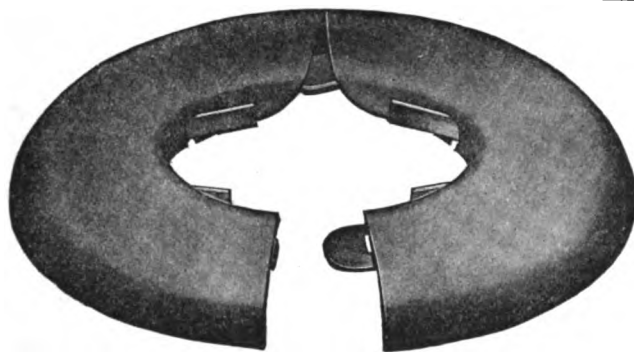
Front Door Handles, Push and Kick Plates

Casement Fasteners, etc.

Plumbers' Marble Hardware

WESTERN BRASS MFG. CO.

217-19 Tehama St., San Francisco



No. 10 Steel $\frac{1}{4}$ " to 4"

Plates that Please

ORDER NOW

and be ready with a stock
Increasing Demand for "B & C" Styles

Catalog on request

THE BEATON & CORBIN MFG. CO.

Largest and Oldest Plate Company in the World.

Pacific Coast Representative

W. ERWIN GILCHRIST

681 Market St.

San Francisco, Cal.



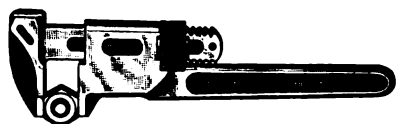
Trimo Pipe Wrench
in steel or wood handle.



Trimo Pipe Cutter
one or three wheel



Trimo Chain Wrench
Eight sizes, take pipe $\frac{1}{8}$ " to 15"



Trimo Nut Wrench
steel handle only

The Word Trimo

stands for good tools made by the Trimont Mfg. Co., which are the following:

The Trimo Pipe Wrench
The Trimo Chain Pipe Wrench
The Trimo Monkey Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make the Trimo Pipe Wrench superior are the **Spiral Spring**, always in place, the **Steel Frame**, that will not break, the **Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle, that can be replaced when worn. **Save time and money and buy Trimo tools, made by**

TRIMONT MFG. COMPANY

ROXBURY (BOSTON), MASS.

A Touching Story

(By Harry Gale Nye)

OF THE various nuisances which infest this world, from the flea that bites you behind the ear as you lie in the sand at the bathing beach to the elephant who steps on your toes at the circus, and all the things of different size to be found between an elephant and a flea, one of the best annoyances ever invented by his Satanic Majesty is the man who borrows money. I refer not to the man who goes to the bank and borrows back at six per cent the money he has deposited at three—



But I refer in this particular article and instance to the ordinary garden variety of borrower, who just happens in and makes a touch. We used to go to "East Lynne" and "Ten Nights in a Bar-room" and other sad and sombre plays and pretty nearly cry our eyes out over other people's trouble. But why pay \$1.50 for a seat in a stuffy theatre to hear a hardluck story when for a dollar or so you can sit in your nice warm office and hear one?

For the toucher is not only a Taker of the Coin but also a Spreader of the Gloom. You may be feeling as happy as a man who has just made nine holes in 47, or a neighbor's pup that has been scratching up the garden; and then in comes the toucher with his touching story.

He may have known you when you were a boy, and for that reason presumes to come and ask you for the money; or he may not know you at all, but knows that you are a successful business man and presumes because of that. And then he unfolds a tale of woe in twenty volumes with leather backs and gilt edges that you can't resist. It is very sad, but you do not weep—you are too busy wondering how much this is going to cost you.

There are various sizes and prices of touches. For \$100 you can buy a story of a mortgage on the old homestead, for \$150 a wife in the hospital, for \$10 the rent coming due, for \$5 a doctor bill, for \$2 a chance to get to another town and a mythical job, for \$1 a flop for the night, and for 25c coffee and sinkers for a starving and unfortunate mortal.

Sometimes you have a heart of tool steel and can refuse. But there is always one man who always lands you; that is the fellow who tells you the \$25 yarn and then asks you for \$2. It is a chance to save \$23 that the thrifty soul of a Successful Business Man cannot resist.

"Neither a borrower nor a lender be," says some wise guy. But if you are a lender at least

do not do this: do not jolly yourself with the belief that you will ever get it back. Eight years ago I let a fellow have \$100 in New York. (When you are in New York what is a hundred dollars?) The other day the phone rang.

"Do you know who this is?"

I didn't.

"I am the guy you loaned the hundred to in New York eight years ago. I'm coming up to see you."

"Come right up. Don't knock. Walk right in."

"No, I can't come now. I'll be there at nine tomorrow morning. Will you be there?"

"I'll be here at eight-thirty."

After thinking it over, I slept in the office that night. Nine came the next morning at last. And ten. But not the toucher. But at eleven he did. He looked prosperous. I noticed that as soon as he came in. And bland and smiling.

"Well?" I asked encouragingly, as soon as I had handed him a cigar.

"I just came up," he said, "to see if you could let me have another hundred."

No, you can't feaze these fellows. One of them came to me one day looking, strange as it may seem, not for money, but for sympathy.

"I have been insulted," he said indignantly.

"How so?"

"A fellow from South Bend offered me a job—"

"Well, is it an insult to offer you a job?"

"No, but how much do you suppose he wanted to pay me?" "I don't know; how much?"

"Twelve dollars a week!—why, I can borrow more than that right here in Chicago."

It's easy to be a "kicker"—the majority of men are. It's hard to be a "doer"—that's why they stand out so prominently in the world. In any office or occupations you can always pick out the "kickers" and the "doers." The "kickers" never kick themselves ahead—unless it's out the door. The "doers" are too busy to kick and soon reach a position where they have no kick coming. If your wagon is stuck in the mud, buckle down and pull it out. Kicking won't get you anywhere.

It is reported from Glenwood, Cal., that H. Brown, the progressive plumber there, has as much work as he can handle in equipping the new building.

George C. Fisher has opened a new plumbing establishment at Auburn, Calif., to handle full lines of plumbing and heating equipment, oil burners and refrigerating supplies.

YOU GET THE SIMPLEST AND BEST
COCK EVER MADE when YOU SPECIFY

B. B. HIGH PRESSURE BALL COCK



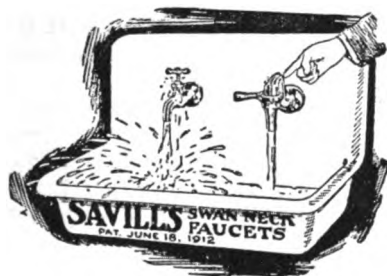
Has Only One
Packing Which
Is Readily
Removed

They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY
Bacon and Flimpton St., Waltham, Mass.



OVER 1200 PHILADELPHIA PLUMBERS ARE USING AND SPECIFYING SAVILL'S SWAN-NECK FAUCET

Full-stream flow in a fraction of a minute.
Gentle half-turn either way operates.
Protective Stop on handle. Saves pinching.
Best red brass, 85% copper. Saves replacing.
Long nozzle-outlet. Saves splashing.

Sold by Jobbers of Plumbing Supplies Everywhere

THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.

Send postal card for catalogue showing 23 styles.

Revolving Cabinets

PLUMBERS, Hardware Dealers, Dealers in Auto Supplies, find our Cabinets invaluable. By using our Cabinets your stock is kept in good shape, clean, and where you can place your hand on any article instantly. They pay for their cost in saving of time. Made in various styles and sizes. Sold by all jobbers.

American Bolt & Screw Case Co.
Dayton, Ohio



TRY THE
TURNER HOT BLAST
MARK

No. 36 Gasoline Furnace



No. 36, \$24.80 list.

SYCAMORE, ILLINOIS, U. S. A.

THE TURNER BRASS WORKS



No. 32 Torch
List Price,
Each \$18.00
Ask for
Discount

In the Winter There are Many

"rush jobs" and "hurry-up" calls, and the wise mechanic will look well to his stock of C. & L. Fire Pots and Torches and be prepared for all emergency orders, for he knows with C. & L. Fire Pots and Torches he can do his work quicker and better with a great big saving in fuel expense. Jobbers supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.



No. 1 Fire Pot. List Price, Each \$27.20
Ask for Discount

A Cold Snap

always brings a lot of "hurry up" repair work. Don't let your competitor get your share of this profitable business. Use the best tools and they will enable you to do repair work better and more quickly. C. & L. Fire Pots and Torches are the best, they produce more heat, using less gasoline than other makes. Jobbers supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO.,
Detroit, Mich., U. S. A.

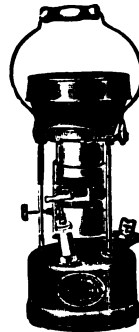
John was home from college for the winter vacation, and before long was infatuated with the beauty of a neighbor.

His father noticed his evident admiration.

"Did ye notice how old Mason's daughter have shot up, Jack?" he asked his son one day. "Seems to me she's gettin' quite a handsome young critter."

"Father," said Jack enthusiastically, "she is as beautiful as Hebe!"

"As he be?" ejaculated the old man. "Joe's got a face like a pig in a fit. It's her mother she gets her looks from. She's as beautiful as she be!"



Patented
"B" Kerosene
Furnace

WHERE QUALITY REIGNS SUPREME "ALWAYS RELIABLE" Furnaces and Torches

Since 1876 we have been manufacturing this line. Today we are one of the largest producers of furnaces and torches in the western hemisphere.

Why do mechanics demand the "Always Reliable?" Because this make is made from the best materials obtainable, and by skilled workmen, therefore, guaranteed to give you perfect satisfaction; and because this make is considered the most practical on the market, due to the patented features with which it is fitted.

A trial will also convince you as it has thousands of other users.

OTTO BERNZ CO., Newark, N. J., U. S. A.

Spokane Stove & Furnace Repair Works

INCORPORATED

SPOKANE, WASHINGTON

Jobbers and Wholesalers OF Stove Repairs

MANUFACTURERS OF

ORIGINAL
STOVE
REPAIRS

DIAMOND
BREAKOFF
BACKS

Efficient Service : Superior Quality : We Solicit Your Inquiries

"The Largest Stove Repair House in the Northwest"

THOSE DEAR GIRLS

Annie—It was awfully dark where we met under the trees, and the first thing I knew, he'd kissed me.

Fannie—I wouldn't be angry about it, dear. I don't think he'd have done it had it been in the daylight.

That C. E. Gray, of Lamanda Park, California, is a progressive, up-to-date plumber is apparent by the attractiveness of his store both inside and out. He carries a large supply of plumbing goods and is always in shape to fill all rush orders that come to him.

Busch & Stewart, plumbers and sheet metal workers, have opened a branch at Independence, Calif. It is their intention to carry a full line of plumbing supplies.

SOMETHING TO CROW ABOUT

An Englishman on a fishing trip in Scotland did not think that his Highland boatman was treating him with due respect.

"Look here, my good man," he said, "you don't seem to grasp who I am. Do you know that my family has been entitled to bear arms for the last two hundred years?"

"Hoot mon, that's naething," was the reply. "My ancestors have been entitled to bare legs for the last two thousand years."

The man who has a little and wants less is richer than the man who has much and wants more.

"WE KNOW THE STOVE REPAIR BUSINESS"

**WE
WELD
ANYTHING**

Stove and Furnace Repairs

**WE
WELD
ANYTHING**

MYER S. RUBENS
STOVE AND FURNACE REPAIR WORKS

We Furnish **DUPLICATE ORDER BOOKS** Free on Request
"We Know the Stove Repair Business"

WE know your wants and can fill mail orders 99-100% correct and with dispatch. We can supply parts for over 500,000 different Stoves, Ranges and Furnaces from Spokane. 15 years experience filling mail orders for Stove Repairs in Spokane.

MYER S. RUBENS STOVE AND FURNACE REPAIR WORKS **1009 W. First Ave., Spokane, Wash.**



**Nye, the Die Man.
Pipe Die Maker to
Those Who Know**

When better Pipe Dies are made, they will be made in the Nye Shop

I don't know any other business but die making. It is a side line with a lot of people, but with me it is the whole thing.

Every bit of pep, every bit of ability, every bit of money I have concentrated right in this one line, and I have won with it and you will win with it if you will sell Nye Dies, or use them in your work. I could not afford to spend the money I do, advertising my dies if they were not worth all I ask for them and then some. I make tools you swear by and not at. Do I get that order?

MIND YOU ON ABSOLUTE FREE TRIAL

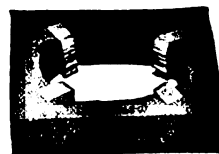


Nye Armstrong Die

NYE, THE DIE MAN

THE NYE TOOL & MACHINE WORKS

**108 North Jefferson Street
CHICAGO, ILL.**



Nye Solid Die

DEALERS!!

**"Lifetime"
Trade Mark
the Guarantee
of Quality**



**Manufactured
at
Oakland**

ALUMINUM PRODUCTS CO. Of the Pacific Coast OAKLAND, CALIFORNIA

COMING CONVENTIONS AND HARDWARE EXHIBITS

West Virginia Retail Hardware Association Convention, Wheeling, February 3, 4, 5, 1920. John H. Morgan, secretary, Morgantown.

Nebraska Retail Hardware Association, Lincoln, Nebraska, February 3, 4, 5 and 6, 1920. Nathan Roberts, Secretary, Lincoln, Neb.

Wisconsin Retail Hardware Association, Milwaukee, Wis., February 4, 5 and 6, 1920. P. J. Jacobs, Secretary, Stevens Point, Wis.

Michigan Retail Hardware Association, Hotel Pantlind, Grand Rapids, Mich., February 10, 11, 12, and 13, 1920. Exhibit in Furniture Exhibition Building. Arthur J. Scott, Secretary, Marine City, Mich. Karl S. Judson, exhibit manager, 248 Morris Ave., Grand Rapids, Mich.

Iowa Retail Hardware Association, Des Moines Auditorium, February 10, 11, 12 and 13, 1920. A. R. Sales, Secretary, Hardware building, Mason City, Ia.

The Pennsylvania and Atlantic Seaboard Hardware Association, Inc., Convention and Exhibition, Philadelphia Commercial Museum, February 10, 11, 12 and 13, 1920. Hotel headquarters, Bellevue-Stratford. Sharon E. Jones, secretary, 1314 Fulton building, Pittsburgh, Pa.

North Dakota Retail Hardware Association, Grand Forks, North Dakota, February 11, 12 and 13. C. N. Barnes, Secretary, Grand Forks, N. D.

Illinois Retail Hardware Association Convention and Exhibition, Hotel Sherman, Chicago, February 17, 18, 19, 1920. Leon D. Nish, secretary, Elgin.

Missouri Retail Hardware Association, St. Joseph Auditorium, St. Joseph, Mo., on February 17, 18, 19, 1920. Secretary, F. X. Becherer, 5136 North Broadway, St. Louis, Mo.

New York State Retail Hardware Association, Onondaga Hotel, Syracuse, New York, February 17, 18, 19 and 20, 1920. Exhibition in State Armory. John B. Foley, Secretary, 607 City Bank building, Syracuse.

New England Hardware Dealers' Association, Mechanics' Building, Boston, Mass., February 23, 24 and 25, 1920. George A. Fiel, Secretary, 10 High Street, Boston, Mass.

Minnesota Retail Hardware Association Convention, St. Paul Auditorium, St. Paul, Minn., February 17, 18, 19, 20, 1920. H. O. Roberts, 1030 Metropolitan Life Building, Minneapolis, Minn.

Ohio Hardware Association, Hotel Gibson, Cincinnati, Ohio, February 24, 25, 26 and 27, 1920. James B. Carson, Secretary, Dayton, O.

South Dakota Retail Hardware Association Convention and Exhibition, Sioux Falls, February 24, 25, 26, 27, 1920. H. O. Roberts, secretary, Metropolitan Life Building, Minneapolis, Minn.

A VERY CAREFUL SERVANT

A master said to his servant: "Thomas, my man, I want you to take this parcel to the station, and put on the top, 'This side up with care.' Now, you understand?"

"Yes, sir," said Thomas.

He returned in about half an hour.

"Well, Thomas," said his master, "did you manage it?"

"Yes, sir. I took it and wrote on the top, 'This side up with care,' and to be sure they wouldn't miss seeing it, I wrote it on the bottom, too!"

Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic

	Box.	
Blank Rim Fire	Less Smk Smkls	
22 Short	\$.20	
32 Short	.40	
Blank Center Fire—		
32 S & W	.65	
38 S & W	.80	
38 Long Colt.	1.85	
44 W O F.	1.65	
Shot Rim Fire—		
22 Long	.60	.70
32 Long	1.20	
Shot Center Fire—		
32 S & W	1.10	
32 W O F.	1.45	
38 S & W	1.80	
38 W C F.	1.65	
44 W C F.	1.65	1.90
44 X L	1.80	2.05
44 Game Getter	1.65	1.90
Rim Fire, Ball—		
BB Caps	.40	
CB Caps	.50	
22 Short	.80	.85
22 Short H P.	.85	.40
22 Long	.40	.45
22 Long H P.	.45	.55
22 Long Rifle	.40	.50
22 Long Rifle H P.	.45	.55
22 W R F.	.60	.65
22 W R F, H P.	.65	.70
22 Win Auto	.65	.70
22 Win Auto, H P.	.70	
25 Short Stevens	.70	
25 Stevens	.90	
32 Short	.70	
32 Long	.80	
38 Short	1.10	
38 Long	1.15	
41 Short	1.10	
Center Fire Pistol—		
22 Win SS	1.45	1.65
25 Colts Auto	1.60	
25-20 Single Shot	1.75	2.05
25-20 Win	1.55	1.80
25-20 Win HV	2.00	
7.63 MM-Mausier	2.40	
7.65 MM-Mausier	2.40	
9 MM-Luger	2.60	
32 Colts Auto	1.70	
32 Colts Short	1.10	1.20
32 Colts Long	1.25	1.85
32 Colts Police Positive	1.25	1.85
32 S & W	1.10	1.20
32 S & W Long	1.25	1.35
32-20 Marlin	1.55	1.90
32 Winchester	1.55	1.90
32-20 Win HV	2.00	
35 S & W Auto	1.75	
38 Colts Auto	2.50	
38 Colts Short	1.35	1.50

38 Colts Long	1.40	1.60
38 Colts Police Positive	1.35	1.50
38 S & W	1.35	1.50
38 S & W Special	1.60	1.75
38 Winchester	1.85	2.30
41 Colts Short DA	1.45	1.65
41 Colts Long DA	1.75	1.90
44 Bull Dog	1.50	
44 S & W Amer.	1.90	2.15
44 S & W Rus.	1.90	2.15
44 S & W Special	2.15	2.30
44 Webley	1.65	
44 Winchester	1.85	2.30
45 Colts	2.15	2.85
45 Colts Auto	2.15	2.85

Center Fire Military and Sporting—

22 Savage	1.60	
250-3000 Savage	1.75	
25-21 Stevens	2.80	
25-25 Stevens	1.90	2.85
25-35 Winchester	1.40	
25-35 Short Range	1.40	
25-36 Marlin	1.40	
25 Remington Rimless	1.40	
6 MM U S N	2.10	
7 MM Spanish Mausier	2.10	
7.655 MM Bel Mausier	2.10	
8 MM Mausier	2.10	
9 MM Mausier	2.30	
30-30 Winchester	1.60	
30 Remington Rimless	1.60	
30 Government Rimless	2.30	
308 Savage	1.60	
32 Remington Rimless	1.60	
32-40 Winchester	1.20	1.35
32-40 Winchester H V	1.60	
32 Winchester Sif Ldg.	2.80	
32 Winchester Special	1.60	
33 Winchester	2.10	
35 Remington Rimless	1.75	
35 Winchester	2.30	
35 Winchester Sif Ldg.	2.90	
351 Winchester Sif Ldg.	3.30	
38-55 Winchester Lead	1.45	1.75
38-55 Winchester HV	1.95	
38-56 Winchester	1.45	1.75
40-60 Marlin	1.50	
40-60 Winchester	1.50	
40-65 Winchester	1.50	1.75
40-70 Winchester	1.55	
40-72 Winchester	1.55	1.80
40-82 Winchester	1.55	1.80
401 Winchester Auto	1.70	
405 Winchester	2.50	
45-60 Winchester	1.55	
45-70-405 Government	1.55	1.80
45-75 Winchester	1.55	
45-90 Winchester	1.65	1.80

SHELLS, LOADED—

MEDIUM GRADE.

BULK—SMOKELESS.

12 8 drs. x 1 oz., 24 grs. x 1

oz., drop shot	1.25
3 drs. x 1 1/2 oz., 24 grs. x	
1 1/2 oz. drop shot	1.25
3 1/2 drs. x 1 1/2 oz., 26 grs.	
x 1 1/2 oz., drop shot	1.25
3 1/2 drs. x 1 1/2 oz., BB shot,	
drop shot	1.35
3 1/2 drs. x Buck shot, drop	
shot	1.35
16 2 1/2 drs. x 1/2 oz., 22 grs. x	
1/2 oz., drop shot	1.15
2 1/2 drs. x 1/2 oz., BB shot,	
drop shot	1.20
20 2 1/2 drs. x 1/2 oz., 18 grs. x	
1/2 oz., drop shot	1.15

HIGH GRADE SMOKELESS—

12 3 1/2 drs. x 1 1/2 oz., 26 grs. x	
1 1/2 oz., chilled shot	1.40
3 1/2 drs. x 1 1/2 oz., 28 grs. x	
1 1/2 oz., chilled shot	1.45
16 2 1/2 drs. x 1/2 oz., 22 grs. x	
1/2 oz., chilled shot	1.80
20 2 1/2 drs. x 1/2 oz., chilled	
shot	1.25
2 1/2 drs. x 1/2 oz., chilled shot	1.35
Trap Loads—	
12 3 drs. x 1 1/2 oz., 7 1/2 chilled	1.35
3 1/2 drs. x 1 1/2 oz., 7 1/2 chilled	1.40
Black Powder—Loads—	
12 3 1/2 drs. x 1 1/2 oz., drop shot	1.05
Caps and Primers—	
Percussion	.20
Musket Caps	.25
Primers, 100 in box	.35
Primers, 250 in box	.80
Empty Paper Shells—Black Pow—	
12, 16, 20, Ga. per 100	1.50
10 Ga. per 100	1.65

MEDIUM GRADE SMOKELESS—

12, 16, 20, 28 Ga. per	
100	1.80
10 Ga. per 100	2.10
HIGH GRADE SMOKELESS—	
12, 16, 20, 28 Ga.	2.30
10 Ga. per 100	2.40
Empty Brass Shells—	
Best qual. 12, 16, 20	
28, Box 25	2.75
2nd Qual. 12, 16, 20	
28, box 25	2.10
Wads—	
Cardboard, box 250	.20
Black Edge, Reg., box	
250	.50
Black Edge, 1/4 in., 125	
in box	.40
Black Edge, 1/4 in., 250	
in box	.80

ADZES (UNHANDLED)—Carpenter's, warranted \$3.50, second grade \$3.50; Railroad, warranted \$3.75, second grade \$3.75; ship, warranted \$4.00, second grade, \$4.00; Lipped Ship, warranted \$5.00, second grade \$3.75.

ALUMINUM WARE, CAST—

Bottles, Hot Water—	Size 7	8.50
Universal	Size 8	9.25
Griddles—	Pans, Lipped Sauce—	
Size 7	2 quarts	4.50
Size 8	3 quarts	5.25
Size 9	4 quarts	6.00
Size 10	Skilllets—	
Size 12	Size 6	4.00
Kettles, Berlin—	Size 7	4.25
2 1/2 quarts	Size 8	4.75
4 quarts	Size 9	5.25
5 quarts	15-inch	.30
6 quarts	Spoons, Basting—	
Kettles, Maslin—	13-inch	.30
4 quarts	Spoons, Mixing—	
6 quarts	Waffle Moulds—	
8 quarts	Size 7, Low	5.50
12 quarts	Size 8, Low	6.25
Kettles, Tea—	Size 7, Deep	6.25
Size 6	Size 8, Deep	7.25

ANCHORS—Screws per 100, 3-16, \$4.15; 1/2, \$6.25; Seboe, 3-16x1/2 in., -1/4 in., -1 in., \$1.75 per hundred net; 1/2 x 1/2 in., -1/4 in., -1 in., \$1.96 per hundred net.

ANVILS—Vulcan No. 2, 20 lb., \$8.50; No. 3, 30 lb., \$9.50; No. 4, 40 lb., \$11.50; No. 5, 50 lb., \$13.00; No. 6, 60 lb., \$14.50; No. 7, 70 lb., \$16.00; No. 8, 80 lb., \$17.50. Trench or Columbian—80 to 425 lbs., 35c per lb.; 70 to 79 lbs., 35 1/2c per lb.; 60 to 69 lbs., 36c lb.; 50 to 59 lbs., 37c lb. With Clip Horn 2c per lb. extra.

ANTIMONY—Slab, 45c lb.

APRONS—Carpenters—California Leg, \$2.25; No. 12 Long Brown, \$1.75; No. 2 Short Brown, 75c.

AUGERS—Greenlee Carpenters' Nut, No. 57.

Size	1/2	3/4	1	1 1/4	1 1/2	2	2 1/4	2 1/2	3	3 1/4	3 1/2	4	4 1/4	4 1/2	5	5 1/4	5 1/2	6	6 1/4	6 1/2	7	7 1/4	7 1/2	8	8 1/4	8 1/2	9	9 1/4	9 1/2	10	10 1/4	10 1/2	11	11 1/4	11 1/2	12	12 1/4	12 1/2	13	13 1/4	13 1/2	14	14 1/4	14 1/2	15	15 1/4	15 1/2	16	16 1/4	16 1/2	17	17 1/4	17 1/2	18	18 1/4	18 1/2	19	19 1/4	19 1/2	20	20 1/4	20 1/2	21	21 1/4	21 1/2	22	22 1/4	22 1/2	23	23 1/4	23 1/2	24	24 1/4	24 1/2	25	25 1/4	25 1/2	26	26 1/4	26 1/2	27	27 1/4	27 1/2	28	28 1/4	28 1/2	29	29 1/4	29 1/2	30	30 1/4	30 1/2	31	31 1/4	31 1/2	32	32 1/4	32 1/2	33	33 1/4	33 1/2	34	34 1/4	34 1/2	35	35 1/4	35 1/2	36	36 1/4	36 1/2	37	37 1/4	37 1/2	38	38 1/4	38 1/2	39	39 1/4	39 1/2	40	40 1/4	40 1/2	41	41 1/4	41 1/2	42	42 1/4	42 1/2	43	43 1/4	43 1/2	44	44 1/4	44 1/2	45	45 1/4	45 1/2	46	46 1/4	46 1/2	47	47 1/4	47 1/2	48	48 1/4	48 1/2	49	49 1/4	49 1/2	50	50 1/4	50 1/2	51	51 1/4	51 1/2	52	52 1/4	52 1/2	53	53 1/4	53 1/2	54	54 1/4	54 1/2	55	55 1/4	55 1/2	56	56 1/4	56 1/2	57	57 1/4	57 1/2	58	58 1/4	58 1/2	59	59 1/4	59 1/2	60	60 1/4	60 1/2	61	61 1/4	61 1/2	62	62 1/4	62 1/2	63	63 1/4	63 1/2	64	64 1/4	64 1/2	65	65 1/4	65 1/2	66	66 1/4	66 1/2	67	67 1/4	67 1/2	68	68 1/4	68 1/2	69	69 1/4	69 1/2	70	70 1/4	70 1/2	71	71 1/4	71 1/2	72	72 1/4	72 1/2	73	73 1/4	73 1/2	74	74 1/4	74 1/2	75	75 1/4	75 1/2	76	76 1/4	76 1/2	77	77 1/4	77 1/2	78	78 1/4	78 1/2	79	79 1/4	79 1/2	80	80 1/4	80 1/2	81	81 1/4	81 1/2	82	82 1/4	82 1/2	83	83 1/4	83 1/2	84	84 1/4	84 1/2	85	85 1/4	85 1/2	86	86 1/4	86 1/2	87	87 1/4	87 1/2	88	88 1/4	88 1/2	89	89 1/4	89 1/2	90	90 1/4	90 1/2	91	91 1/4	91 1/2	92	92 1/4	92 1/2	93	93 1/4	93 1/2	94	94 1/4	94 1/2	95	95 1/4	95 1/2	96	96 1/4	96 1/2	97	97 1/4	97 1/2	98	98 1/4	98 1/2	99	99 1/4	99 1/2	100	100 1/4	100 1/2	101	101 1/4	101 1/2	102	102 1/4	102 1/2	103	103 1/4	103 1/2	104	104 1/4	104 1/2	105	105 1/4	105 1/2	106	106 1/4	106 1/2	107	107 1/4	107 1/2	108	108 1/4	108 1/2	109	109 1/4	109 1/2	110	110 1/4	110 1/2	111	111 1/4	111 1/2	112	112 1/4	112 1/2	113	113 1/4	113 1/2	114	114 1/4	114 1/2	115	115 1/4	115 1/2	116	116 1/4	116 1/2	117	117 1/4	117 1/2	118	118 1/4	118 1/2	119	119 1/4	119 1/2	120	120 1/4	120 1/2	121	121 1/4	121 1/2	122	122 1/4	122 1/2	123	123 1/4	123 1/2	124	124 1/4	124 1/2	125	125 1/4	125 1/2	126	126 1/4	126 1/2	127	127 1/4	127 1/2	128	128 1/4	128 1/2	129	129 1/4	129 1/2	130	130 1/4	130 1/2	131	131 1/4	131 1/2	132	132 1/4	132 1/2	133	133 1/4	133 1/2	134	134 1/4	134 1/2	135	135 1/4	135 1/2	136	136 1/4	136 1/2	137	137 1/4	137 1/2	138	138 1/4	138 1/2	139	139 1/4	139 1/2	140	140 1/4	140 1/2	141	141 1/4	141 1/2	142	142 1/4	142 1/2	143	143 1/4	143 1/2	144	144 1/4	144 1/2	145	145 1/4	145 1/2	146	146 1/4	146 1/2	147	147 1/4	147 1/2	148	148 1/4	148 1/2	149	149 1/4	149 1/2	150	150 1/4	150 1/2	151	151 1/4	151 1/2	152	152 1/4	152 1/2	153	153 1/4	153 1/2	154	154 1/4	154 1/2	155	155 1/4	155 1/2	156	156 1/4	156 1/2	157	157 1/4	157 1/2	158	158 1/4	158 1/2	159	159 1/4	159 1/2	160	160 1/4	160 1/2	161	161 1/4	161 1/2	162	162 1/4	162 1/2	163	163 1/4	163 1/2	164	164 1/4	164 1/2	165	165 1/4	165 1/2	166	166 1/4	166 1/2	167	167 1/4	167 1/2	168	168 1/4	168 1/2	169	169 1/4	169 1/2	170	170 1/4	170 1/2	171	171 1/4	171 1/2	172	172 1/4	172 1/2	173	173 1/4	173 1/2	174	174 1/4	174 1/2	175	175 1/4	175 1/2	176	176 1/4	176 1/2	177	177 1/4	177 1/2	178	178 1/4	178 1/2	179	179 1/4	179 1/2	180	180 1/4	180 1/2	181	181 1/4	181 1/2	182	182 1/4	182 1/2	183	183 1/4	183 1/2	184	184 1/4	184 1/2	185	185 1/4	185 1/2	186	186 1/4	186 1/2	187	187 1/4	187 1/2	188	188 1/4	188 1/2	189	189 1/4	189 1/2	190	190 1/4	190 1/2	191	191 1/4	191 1/2	192	192 1/4	192 1/2	193	193 1/4	193 1/2	194	194 1/4	194 1/2	195	195 1/4	195 1/2	196	196 1/4	196 1/2	197	197 1/4	197 1/2	198	198 1/4	198 1/2	199	199 1/4	199 1/2	200	200 1/4	200 1/2	201	201 1/4	201 1/2	202	202 1/4	202 1/2	203	203 1/4	203 1/2	204	204 1/4	204 1/2	205	205 1/4	205 1/2	206	206 1/4	206 1/2	207	207 1/4	207 1/2	208	208 1/4	208 1/2	209	209 1/4	209 1/2	210	210 1/4	210 1/2	211	211 1/4	211 1/2	212	212 1/4	212 1/2	213	213 1/4	213 1/2	214	214 1/4	214 1/2	215	215 1/4	215 1/2	216	216 1/4	216 1/2	217	217 1/4	217 1/2	218	218 1/4	218 1/2	219	219 1/4	219 1/2	220	220 1/4	220 1/2	221	221 1/4	221 1/2	222	222 1/4	222 1/2	223	223 1/4	223 1/2	224	224 1/4	224 1/2	225	225 1/4	225 1/2	226	226 1/4	226 1/2	227	227 1/4	227 1/2	228	228 1/4	228 1/2	229	229 1/4	229 1/2	230	230 1/4	230 1/2	231	231 1/4	231 1/2	232	232 1/4	232 1/2	233	233 1/4	233 1/2	234	234 1/4	234 1/2	235	235 1/4	235 1/2	236	236 1/4	236 1/2	237	237 1/4	237 1/2	238	238 1/4	238 1/2	239	239 1/4	239 1/2	240	240 1/4	240 1/2	241	241 1/4	241 1/2	242	242 1/4	242 1/2	243	243 1/4	243 1/2	244	244 1/4	244 1/2	245	245 1/4	245 1/2	246	246 1/4	246 1/2	247	247 1/4	247 1/2	248	248 1/4	248 1/2	249	249 1/4	249 1/2	250	250 1/4	250 1/2	251	251 1/4	251 1/2	252	252 1/4	252 1/2	253	253 1/4	253 1/2	254	254 1/4	254 1/2	255	255 1/4	255 1/2	256	256 1/4	256 1/2	257	257 1/4	257 1/2	258	258 1/4	258 1/2	259	259 1/4	259 1/2	260	260 1/4	260 1/2	261	261 1/4	261 1/2	262	262 1/4	262 1/2	263	263 1/4	263 1/2	264	264 1/4	264 1/2	265	265 1/4	265 1/2	266	266 1/4	266 1/2	267	267 1/4	267 1/2	268	268 1/4	268 1/2	269	269 1/4	269 1/2	270	270 1/4	270 1/2	271	271 1/4	271 1/2	272	272 1/4	272 1/2	273	273 1/4	273 1/2	274	274 1/4	274 1/2	275	275 1/4	275 1/2	276	276 1/4	276 1/2	277	277 1/4	277 1/2	278	278 1/4	278 1/2	279	279 1/4	279 1/2	280	280 1/4	280 1/2	281	281 1/4	281 1/2	282	282 1/4	282 1/2	283	283 1/4	283 1/2	284	284 1/4	284 1/2	285	285 1/4	285 1/2	286	286 1/4	286 1/2	287	287 1/4	287 1/2	288	288 1/4	288 1/2	289	289 1/4	289 1/2	290	290 1/4	290 1/2	291	291 1/4	291 1/2	292	292 1/4	292 1/2	293	293 1/4	293 1/2	294	294 1/4	294 1/2	295	295 1/4	295 1/2	296	296 1/4	296 1/2	297	297 1/4	297 1/2	298	298 1/4	298 1/2	299	299 1/4	299 1/2	300	300 1/4	300 1/2	301	301 1/4	301 1/2	302	302 1/4	302 1/2	303	303 1/4	303 1/2	304	304 1/4	304 1/2	305	305 1/4	305 1/2	306	306 1/4	306 1/2	307	307 1/4	307 1/2	308	308 1/4	308 1/2	309	309 1/4	309 1/2	310	310 1/4	310 1/2	311	311 1/4	311 1/2	312	312 1/4	312 1/2	313	313 1/4	313 1/2	314	314 1/4	314 1/2	315	315 1/4	315 1/2	316	316 1/4	316 1/2	317	317 1/4	317 1/2	318	318 1/4	318 1/2	319	319 1/4	319 1/2	320	320 1/4	320 1/2	321	321 1/4	321 1/2	322	322 1/4	322 1/2	323	323 1/4	323 1/2	324	324 1/4	324 1/2	325	325 1/4	325 1/2	326	326 1/4	326 1/2	327	327 1/4	327 1/2	328	328 1/4	328 1/2	329	329 1/4	329 1/2	330	330 1/4	330 1/2	331	331 1/4	331 1/2	332	332 1/4	332 1/2	333	333 1/4	333 1/2	334	334 1/4	334 1/2	335	335 1/4	335 1/2	336	336 1/4	336 1/2	337	337 1/4	337 1/2	338	338 1/4	338 1/2	339	339 1/4	339 1/2	340	340 1/4	340 1/2	341	341 1/4	341 1/2	342	342 1/4	342 1/2	343	343 1/4	343 1/2	344	344 1/4	344 1/2	345	345 1/4	345 1/2	346	346 1/4	346 1/2	347	347 1/4	347 1/2	348	348 1/4	348 1/2	349	349 1/4	349 1/2	350	350 1/4	350 1/2	351	351 1/4	351 1/2	352	352 1/4	352 1/2	353	353 1/4	353 1/2	354	354 1/4	354 1/2	355	355 1/4	355 1/2	356	356 1/4	356 1/2	357	357 1/4	357 1/2	358	358 1/4	358 1/2	359	359 1/4	359 1/2	360	360 1/4	360 1/2	361	361 1/4	361 1/2	362	362 1/4	362 1/2	363	363 1/4	363 1/2	364	364 1/4	364 1/2	365	365 1/4	365 1/2	366	366 1/4	366 1/2	367	367 1/4	367 1/2	368	368 1/4	368 1/2	369	369 1/4	369 1/2	370	370 1/4	370 1/2	371	371 1/4	371 1/2	372	372 1/4	372 1/2	373	373 1/4	373 1/2	374	374 1/4	374 1/2	375	375 1/4	375 1/2	376	376 1/4	376 1/2	377	377 1/4	377 1/2	378	378 1/4	378 1/2	379	379 1/4	379 1/2	380	380 1/4	380 1/2	381	381 1/4	381 1/2	382	382 1/4	382 1/2	383	383 1/4	383 1/2	384	384 1/4	384 1/2	385	385 1/4	385 1/2	386	386 1/4	386 1/2	387	387 1/4	387 1/2	388	388 1/4	388 1/2	389	389 1/4	389 1/2	390	390 1/4	390 1/2	391	391 1/4	391 1/2	392	392 1/4	392 1/2	393	393 1/4	393 1/2	394	394 1/4	394 1/2	395	395 1/4	395 1/2	396	396 1/4	396 1/2	397	
------	-----	-----	---	-------	-------	---	-------	-------	---	-------	-------	---	-------	-------	---	-------	-------	---	-------	-------	---	-------	-------	---	-------	-------	---	-------	-------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	----	--------	--------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	---------	---------	-----	--

HARDWARE WORLD RETAIL SELLING PRICES—Continued.

L & G ENAMELED WARE

Biggins, Coffee	10 M80	Kettles, Tea	8150	Pitchers, Molasses	60185
0	1185	80	8260	Pitchers, Water	2	1.35
01	25	.....	.80	40	83	.....	.65	3	.....	1.50
00	40	.....	.45	50	84	.....	.75	4	.....	1.65
010	12060	60	8590	Plates, Deep Pie	3940
020	20	Cups and Saucers	.50	70	86	.....	1.00	40	.....	.45
030	40060	80	Plates, Shallow Pie	2780
040	.....	.....	.....	90	.....	.....	.....	28	.....	.85
050	.....	.....	.....	100	Ladles, Deep	.40	.....	29	.....	.40
Boilers, Coffee	10	Cuspidors	.70	110	.....	.45	.....	30	.....	.45
60	2080	12050	Plates, Dinner	1940
70	30	.....	1.00	101	.....	.40	.....	20	.....	.45
80	80	1.85	11145	Pots, Fireless Cooker	1450	2.25
90	100	.....	1.25	121	.....	.50	.....	1650	.....	8.00
100	200	.....	1.80	.....	Measures	.....	.....	1850	.....	8.25
Boilers, Rice	240	1.65	0140	Pots, Coffee	2 1/270
14	300	.....	1.85	02	.....	.45	.....	3	.....	.75
16	10	Dippers, Cup	.45	03	.....	.55	.....	5	.....	.85
18	11	.....	.50	04	.....	.75	.....	15	.....	1.00
20	.....	.....	.....	05	.....	1.00	.....	25	.....	1.10
22	.....	.....	.....	06	.....	1.40	.....	35	.....	1.25
24	.....	.....	.....	11	Graduated	.75	.....	45	.....	1.85
26	.....	.....	.....	.....	Pails, Chamber	2.00	.....	55	.....	1.50
28	1	2.25	Pots, Tea	0075
36	.....	.....	.....	2	.....	2.50	.....	01	.....	.85
Bowls, Wash	2	Dippers, Suds	.60	3	.....	2.80	.....	0	.....	.95
26	4	.....	.80	4	.....	3.00	.....	10	.....	1.05
28	.....	.....	.....	.....	Pails, Water	1.75	.....	20	.....	1.15
30	50	Dishes, Soap	.45	110	.....	2.00	.....	30	.....	1.25
32	60	.....	.45	112	.....	2.25	.....	40	.....	1.45
34	114	2.25	Pots, Straight Sauce	018	1.25
36	.....	.....	.....	.....	Pans, Bed	4.50	.....	020	.....	1.25
Buckets, Covered	21	Flasks, Coffee	.75	1	.....	4.50	.....	022	.....	1.50
21 1/2	10	.....	.....	2	.....	8.00	.....	024	.....	1.85
22	.....	.....	.....	.....	Pans, Douche	8.00	.....	026	.....	2.25
23	.....	.....	.....	11	.....	.50	.....	028	.....	2.00
24	.....	.....	.....	12	.....	.65	.....	030	.....	8.25
26	.....	.....	.....	18	.....	.80	.....	032	.....	8.75
28	Pans, Oake	.40	Pots, Soup Stock	318	18.00
30	.....	.....	.....	9	.....	.40	.....	324	.....	15.75
32	.....	.....	.....	10	.....	.45	.....	336	.....	18.00
34	.....	.....	.....	69	.....	.40	.....	212	.....	6.50
36	.....	.....	.....	70	.....	.45	.....	218	.....	8.75
Buckets, Dinner	200	.....	.55	.....	Pans, Corn Oake	.80	.....	224	.....	11.00
110	.....	.....	.....	706	.....	.80	.....	236	.....	18.00
111	709	1.10	Roasters	150	3.75
112	.....	.....	.....	712	.....	1.25	.....	180	.....	4.75
118	Pans, Muffin	.70	Skimmers, Flat	1085
502	.....	.....	.....	406	.....	.70	.....	12	.....	.40
508	40995	Spoons, Basting	1025
Chambers	1	.....	.75	412	.....	1.10	.....	12	.....	.80
1 1/2	.....	.....	.95	.....	Pans, Deep Pudding	.35	.....	14	.....	.80
2	.....	.....	1.10	50	.....	.35	.....	16	.....	.85
8	.....	.....	1.25	100	.....	.40	.....	18	.....	.40
Chamber Covers	1C	.....	.40	150	.....	.45	.....	20	.....	.70
1 1/2	.....	.....	.45	200	.....	.50	.....	22	.....	.80
20	.....	.....	.50	300	.....	.55	.....	24	.....	.90
8055	40060	Pans, Oblong Stove	0455
Colanders	1	.....	.75	500	.....	.70	.....	100	.....	.85
2	.....	.....	.85	600	.....	.80	.....	200	.....	.70
3	.....	.....	1.10	800	.....	.95	.....	300	.....	1.00
104	.....	.....	.75	1000	.....	1.05	.....	325	.....	1.10
205	.....	.....	.85	.....	Pans, Dish	2.25	.....	350	.....	1.25
306	.....	.....	1.00	15	.....	1.35	.....	400	.....	1.35
407	.....	.....	1.25	80	.....	1.50	.....	425	.....	1.50
Cups	3 (Mug)	.....	.80	100	.....	1.75	.....	475	.....	1.65
6	.....	.....	.50	140	.....	2.00	.....	550	.....	2.10
825	170	2.25	Pans, Square Stove	11095
9	.....	.....	.30	210	.....	2.50	.....	111	.....	1.00
10	.....	.....	.30	300	.....	3.50	.....	112	.....	1.10
.....	.....	.....	.....	400	.....	5.25	.....	113	.....	1.25
.....	.....	.....	.....	.....	Pans, Rinsing	1.25	.....	114	.....	1.50
.....	.....	.....	.....	08	.....	1.35	.....	115	.....	1.65
.....	.....	.....	.....	010	.....	1.35	.....	116	.....	1.85
.....	.....	.....	.....	014	.....	1.65	.....	118	.....	2.00
.....	.....	.....	.....	017	.....	1.85	.....	120	.....	2.25
.....	Pans, Lipped Fry	.45
.....

Wicking, 1-lb. lots, \$1.25.
Cement, per sack, \$7.25; per lb, 10c.
62 each 2.90 2.90 3.25 3.60 3.60
AXES—Plumbe—Hunter's handled, 12 oz., \$1.75; 1 lb., \$1.75; 1 1/2 lb., \$1.85.
Boy Scout—Handled with sheath, \$2.10; without sheath, \$1.65; sheaths, 75c.
Double Bit—Handled, \$3.75; unhandled, \$2.75.
Single Bit—Handled, warranted, \$3.25; second grade, \$3.00.
BAGS—WATER—
1/2 gallon..... 1.00
1 gallon..... 1.50
2 1/2 gallon..... 2.00
5 gallon..... 3.75
BABBITT—Frictionless, 45c lb.; Magnolia, 50c lb.; No. 4, 20c lb.; No. 2, 22c lb.; No. 1, 25c lb.; No. A (genuine),

Faucet, 3 1/2 gallon..... 3.50
Faucet, 5 gallon..... 4.25
Filter, 6 gallon..... 5.25

HARDWARE WORLD **RETAIL SELLING PRICES—Continued.**

217

12-inch, \$21.00. Rotary door, bronze, 85c each; steel, 85c; iron, 85c; copper, 85c.

BELLS—Farm—(100 lb.), \$16.00.

BELLS—Kentucky Cow—No. 0, \$1.50; 1, \$1.25; 2, \$1.00; 3, 75c; 4, 60c; 5, 50c; 6, 35c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 90c each; 8-in. Nampariel, \$1.00.

BELLS—No. 25: 6-in., 65c; 8-in., 70c; 10-in., 75c; 12-in., \$1.35.

BELL STRAPS—

Cow—1½ lb., \$1.00; 1½ lb., \$1.15; 1½ lb., \$1.35.

BEVELS—Sliding T—No. 18, 6-in., \$1.10; 8-in., \$1.35; 10-in., \$1.50. No. 25: 6-in., 70c; 8-in., 75c; 10-in., 85c; 12-in., 90c. No. 1—Odd Jobs, \$1.00.

BIBBS—Compression—	¾-in.	¾-in.	¾-in.	1-in.
Plain—Rough brass	1.40	1.80	2.15	...
Finished brass	1.65	2.05	2.55	4.65
Nickel plated	1.65	2.00	2.85	5.00
Hose—Rough brass	1.30	1.80	2.40	4.25
Finished brass	1.40	2.25	2.75	5.10
Nickel plated	2.00	2.40	3.00	...

BITS—Auger—

16ths	R. J.	Irwin	Irwin Car	Common	Greenlee
3.....	.65	.50	\$1.00	.80	.....
4.....	.60	.45	1.00	.80	.....
5.....	.60	.45	1.00	.80	\$1.85
6.....	.65	.50	1.00	.85	1.40
7.....	.65	.50	1.00	.85	1.45
8.....	.70	.55	1.00	.85	1.50
9.....	.70	.55	1.10	.40	1.50
10.....	.75	.60	1.15	.40	1.65
11.....	.80	.60	1.25	.45	1.80
12.....	.85	.65	1.85	.45	1.90
13.....	.90	.70	1.50	.55	1.95
14.....	.95	.75	1.65	.55	2.85
15.....	1.05	.80	1.75	.65	2.45
16.....	1.10	.85	2.00	.70	.....
17.....	1.25	.90	.....	.75	.....
18.....	1.30	.95	.....	.80	.....
20.....	1.40	1.15	.....	.85	.....
22.....	1.50	1.80	.....	.95	.....
24.....	1.70	.40	.....	1.10	.....

Bits in sets, common, 6 bits, \$8.00; 8 bits, \$4.00; 18 bits, \$6.50. R. J., 18 bits, \$10.50. Irwin pat., 18 bits, \$8.00. Ship Auger Car Bits same prices as Ship Augers. Expansive—Clark's small, \$2.00; large, \$2.75; Steers, small, \$3.25; large, \$4.00. Expansive—Clark's small, \$2.00; large, 8.00. Steers, \$2.75, \$3.50. Steers, No. 1, 65c; 2, 70c; 3, 75c; 4, 85c; 5, \$1.25.

BLOCKS—Tackle—

Steel—	Steel—
Single—Plain Bushed—	10-inch
Size	Snatch—Plain Bushed—
3-inch	6-inch
4-inch	8-inch
5-inch	10-inch
6-inch	Snatch—Roller Bushed—
8-inch	6-inch
10-inch	8-inch
Double—Plain Bushed—	10-inch
3-inch	Wood—
4-inch	Single—Plain Bushed—
5-inch	Size
6-inch	8-inch
8-inch	4-inch
10-inch	5-inch
Triple—Plain Bushed—	6-inch
4-inch	8-inch
4-inch	10-inch
5-inch	Double—Plain Bushed—
6-inch	3-inch
8-inch	4-inch
10-inch	5-inch
Single—Roller Bushed—	6-inch
4-inch	8-inch
6-inch	10-inch
8-inch	Single—Roller Bushed—
10-inch	3-inch
Double—Roller Bushed—	4-inch
4-inch	5-inch
6-inch	6-inch
8-inch	8-inch
10-inch	10-inch
Triple—Roller Bushed—	Double—Roller Bushed—
4-inch	8-inch
6-inch	4-inch
8-inch	5-inch
10-inch	6-inch
Wood—	12-inch
6-inch	8-inch
8-inch	10-inch
10-inch	Snatch—Roller Bushed—
Triple—Roller Bushed—	6-inch
4-inch	8-inch
5-inch	10-inch
6-inch	12-inch

BLOWERS—With Tuyere Irons—No. 400 Champion, \$37.50; No. 40, Lancaster, \$25.00; Royal, \$40.00.

BLOWERS—Buffalo—No. 800 (with Tuyere irons), \$35.00; No. 200 (with Tuyere irons), \$24.00; No. 2E Variable Speed, \$44.00.

BOARDS, IRONING—

With Table—No. 2, Plain, \$2.50 each; No. 10 Springer, 60x15", no sleeve board, \$8.50; No. 20 Springer, 54x13",

no sleeve board, \$8.25; No. 40 Springer, 50x12", no sleeve board, \$3.00.

Without Table (skirt Boards)—4-foot, \$1.00 each; 5-foot, \$1.25; 5½-foot, \$1.50; 6-foot, \$1.75.

BOARDS, STOVE—

Wood Lined—Size 24x24, \$1.90 each; 24x36, \$2.65; 26x36, \$2.25; 26x32, \$2.65; 28x38, \$2.65; 28x34, \$3.00; 30x30, \$3.00; 30x38, \$3.50; 33x33, \$3.50; 32x42, \$4.00; 36x36, \$4.00.

Paper Lined—Size 18x18, \$1.05 each; 24x24, \$1.15; 26x36, \$1.25; 28x28, \$1.40; 30x30, \$1.65; 32x32, \$2.00; 26x30, \$1.65; 28x32, \$1.85; 30x36, \$2.25.

BOARDS, WASH—Brass, King, 85c each; Toy, Zinc, 25c;

Single Zinc, invincible, 45c; Double Zinc, Checkmate, 80c; Glass, 75c; Blue Enamel, 90c; Single Zinc, Pioneer, 55c; Single Zinc, Model Globe, 60c.

BOLTS—Common Carriage—

Size—	8-16 & ¼-in.	5-16 in.	¾-in.	¾-in.
1½.....	Dox. 100	Dox. 100	Dox. 100	Dox. 100
2.....	.20	1.20	.35	2.30
2½.....	.20	1.85	.40	2.45
3.....	.25	1.45	.45	2.65
3½.....	.25	1.55	.45	2.85
4.....	.30	1.70	.50	3.05
4½.....	.30	1.80	.50	3.25
5.....	.30	1.95	.55	3.40
5½.....	.35	2.05	.60	3.65
6.....	.35	2.15	.60	3.85
6½.....	.40	2.30	.65	4.00
7.....	.45	2.70	.75	4.75
7½.....	.45	2.85	.80	4.90
8.....	.50	3.10	.85	5.40
9.....	.....	.70	4.30	.95
10.....	.....	.75	4.65	1.00
11.....	.....	.80	4.95	1.05
12.....	.....	.85	5.30	1.15

BOLTS—Expansion—(See Expansion Shields)

BOLTS—Stove—	5/8" 2"	3/16" 2"	¾" 2"	5/16" 2"
Size—	Dox. 100	Dox. 100	Dox. 100	Dox. 100
¾.....	.10	.50	.10	.50
¾.....	.10	.50	.10	.75
¾.....	.10	.50	.10	.75
¾.....	.10	.50	.10	.75
¾.....	.10	.55	.10	.80
1.....	.10	.55	.10	.80
1½.....	.10	.60	.10	.85
1½.....	.10	.65	.10	.90
1½.....	.10	.70	.10	.95
2.....	.10	.75	.10	1.00
2½.....	.....	.10	.80	1.05
2½.....	.....	.15	.85	1.10
3.....	.....	.15	.90	1.20
3½.....	.....	.15	1.00	1.30
4.....	.....	.15	1.15	1.45

Machine, Square Head and Nut—

Size—	¾-in.	5-16 in.	¾-in.	7-16 in.
1-1½.....	Dox. 100	Dox. 100	Dox. 100	Dox. 100
2.....	.30	1.75	.35	2.10
2½.....	.30	1.85	.35	2.25
3.....	.30	1.95	.35	2.35
3½.....	.35	2.05	.40	2.45
4.....	.35	2.15	.40	2.60
4½.....	.45	2.75	.55	3.45
5.....	.45	2.85	.55	3.60
5½.....	.50	3.05	.60	3.75
6.....	.50	3.20	.65	3.95
6½.....	.55	3.80	.65	4.10
7.....	.....	.70	4.25	.85
8.....	.....	.75	4.50	.95
9.....	.....	.80	4.85	1.00
10.....	.....	.....	1.05	6.55
11.....	.....	.....	1.10	6.95
12.....	.....	.....	1.15	7.30

Size—	¾-in.	¾-in.	¾-in.	¾-in.
1-1½.....	Dox. 100	Dox. 100	Dox. 100	Dox. 100
2.....	.75	4.60	1.05	6.55
2½.....	.80	4.90	1.15	7.15
3.....	.85	5.25	1.20	7.60
3½.....	.90	5.60	1.30	8.05
4.....	.95	5.90	1.35	8.55
4½.....	1.00	6.25	1.45	9.05
5.....	1.05	6.55	1.55	9.55
5½.....	1.10	6.90	1.60	10.00
6.....	1.15	7.25	1.70	10.50
6½.....	1.20	7.55	1.75	11.00
7.....	1.25	7.90	1.85	11.50
7½.....	1.30	8.20	1.95	12.00
8.....	1.40	8.90	2.10	13.00
9.....	1.55	9.55	2.25	14.00
10.....	1.65	10.20	2.40	14.85
11.....	1.75	10.90	2.55	15.85
12.....	1.85	11.50	2.70	16.80
13.....	1.95	12.25	2.85	17.75
14.....	2.05	12.85	3.00	18.75
15.....	2.15	13.50	3.15	19.70
16.....	2.30	14.35	3.30	20.70
17.....	2.40	14.85	3.45	21.65
18.....	2.50	15.55	3.60	22.60
19.....	2.60	16.20	3.80	23.60
20.....	2.70	16.85	3.95	24.55
21.....	2.80	17.55	4.10	25.55
22.....	2.90	18.20	4.25	26.50

RETAIL SELLING PRICES—Continued.

BOLTS—Machine—Continued.

23	.....	8.00	18.85	4.40	27.50	6.40	89.90
24	.....	8.15	19.50	4.55	28.45	6.60	41.80
25	.....	8.25	20.20	4.70	29.45	6.85	42.75
26	.....	8.35	20.85	4.85	30.40	7.05	44.15
27	.....	8.45	21.50	5.00	31.35	7.30	45.55
28	.....	8.55	22.20	5.15	32.35	7.50	47.00
29	.....	8.65	22.85	5.30	33.30	7.75	48.40
30	.....	8.80	23.50	5.50	34.25	7.95	49.80

BOLTS—Barrel—

Wrought Steel, Japanned—	6-inch	.....	.75
2½-inch	10-inch	.....	1.75
3-inch	Cupboard, Other Finishes—		
4-inch	3-inch	.....	.75
5-inch	6-inch	.....	1.00
6-inch	Flush—Angle—All Finishes,		
Extra Heavy Wrought	Cast Bronze—		
Steel, Japanned—	2-inch	.....	.30
4-inch	3-inch	.....	.89
5-inch	4-inch	.....	.85
6-inch	6-inch	.....	.50
Wrought Steel, Ant. Copper	Lever—Cast Bronze, All		
2½-inch	Finishes—		
3-inch	3½-inch	.....	.85
4-inch	5-inch	.....	1.05
5-inch	T Head—Wrought Bronze,		
6-inch	All Finishes—		
8-inch	3-inch	.....	.25
Cast Iron, Japanned—	4-inch	.....	.30
3-inch	5-inch	.....	.35
4-inch	6-inch	.....	.45
5-inch	Cast Bronze, All Finishes—		
6-inch	3-inch	.....	.85
8-inch	4-inch	.....	.45
Chain—	5-inch	.....	.60
Cast Iron, Japanned—	Foot—		
6-inch	Cast Iron, Japanned—		
8-inch	6-inch	.....	.35
10-inch	8-inch	.....	.45
Cast Iron, Amber or	10-inch	.....	.65
Bronzed—	Amber or Bronzed—		
4-inch	6-inch	.....	.40
6-inch	8-inch	.....	.50
8-inch	Other Finishes—		
Cast Iron, Ant. Copper	4-inch	.....	.60
or Dull Brass—	6-inch	.....	.70
4-inch	8-inch	.....	.80
6-inch	Foot Wrought Steel—Cup-		
8-inch	board, Japanned—		
Cast Iron, Ant. Brass or	3-inch	.....	.50
Imt. Barff—	6-inch	.....	.75
4-inch	10-inch	.....	1.75
6-inch	Cupboard, Copper or		
8-inch	Bronze—		
Cupboard, Japanned—	8-inch	.....	.65
3-inch	6-inch	.....	.85

BOLTS—Toggle—(See Toggle Bolts).

BOTTLES—Vacuum—

Thermos—		
10	.....	2.25
10Q	.....	3.50
11	.....	2.75
11Q	.....	4.50
14	.....	3.25
14Q	.....	5.00
15½	.....	3.50
15	.....	4.00
15Q	.....	6.00
6	.....	4.50
6Q	.....	6.50

Universal—

21	.....	2.65
22	.....	4.25
61	.....	2.85
62	.....	3.75
71	.....	3.00
72	.....	4.65
91	.....	3.75
92	.....	5.50
81	.....	4.00
82	.....	6.00
592	.....	6.50

Ferrostat—

504R	.....	10.00
505R 2-qt.	.....	14.50
505N	.....	14.50

BOXES—Mitre—

Goodell—	Each	
265 26x4	.....	24.00
345 25x5	.....	25.50
306 30x5	.....	27.00
Stanley—	.....	9.50
50½	.....	11.00
246	.....	24.00
358	.....	27.00
460	.....	82.00
Acme—		
73	.....	22.50

FILLERS—Thermos and Uni-

versal—		
¼ Pint	.....	1.75
1 Pint	.....	2.00
1 Quart	.....	3.25

LUNCH KITS—

Thermos—		
892 and 396	.....	4.00
893 and 397	.....	4.25
894 and 398	.....	5.00
Universal—		
810	.....	4.00
410	.....	4.35
420	.....	4.85
820	.....	4.50
4070	.....	5.75

Thermos—Food Jars, Fillers

600	.....	4.00
601	.....	5.00
602	.....	7.00

Thermos—Jugs, Fillers

556	.....	8.25
557	.....	8.50

Thermos—Cases—

104	.....	6.50
104Q	.....	9.50
114	.....	10.00
114Q	.....	15.00
130	.....	10.00
130Q	.....	15.00

New Langdon Imp—

73	.....	21.50
74	.....	26.00
75	.....	24.00

Stearn's Perfection—

72	.....	23.00
73	.....	24.00
74	.....	25.50
75	.....	27.00

Stearn's Perfection—

20	8.75
----	-------	------

BRACES—

P. S. & W., price each—No. 508	\$1.05	510	\$1.10	3808	\$2.00
3310	\$2.15	3708	\$3.00	3710	\$3.10
3712	\$3.25	4608	\$3.50	4610	\$3.75
4612	\$4.00	5008	\$4.50	5010	\$4.75
5012	\$5.00	5014	\$5.25	7008	\$4.75
7010	\$4.85	7012	\$5.00	8208	\$6.00
8210	\$6.50	8212	\$6.75		
Stanley Ratchet—8-inch	\$5.00 each	10-inch	\$5.25	12-inch	\$5.50
14-inch	\$5.75				
Millers-Falls Holdall—No. 783	\$5.00 each	782	\$5.25		
781	\$5.50	730	\$5.75		
Stanley Corner—No. 992	8-inch	\$7.25	10-inch	\$8.00	
No. 982	\$4.50				

BRACKETS—Shelf—

Japanned—	Pair	Copper, Brass, Nickel—Pair	
3x4	.....	8x4	.....
4x5	.....	4x5	.....
5x7	.....	5x7	.....
6x8	.....	6x8	.....
7x9	.....	7x9	.....
8x10	.....	8x10	.....
10x12	.....	10x12	.....
12x14	.....	12x14	.....

BRADS—Wire—

Bulk per lb.	¼-lb. pkgs.	½-lb. pkgs.	
¼ and ½-inch	.....	.25	.15
¾ to 1½-inch	.....	.25	.15
1½ to 2-inch	.....	.20	.15

BRASS—Sheet—Soft, per lb., 70c; Half Hard, 75c; Sign, 75c; Spring, \$1.05.

BREAD AND CAKE MAKERS—Universal—No. 2, \$2.75 each; No. 4, \$3.50 each; No. 8, \$4.00 each; No. 44, \$3.25 each.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROOMS—House or Parlor—

Finest selected, 16-18 in.	\$1.50 each	second grade, 14½ in.	\$1.35
third grade, 14 in.	\$1.10	common, 85c; Warehouse, \$1.25; Railroad or Smelter, \$1.25; Switch, small 65c, large, 90c; Toy or Hearth, 1 sew, 80c; 2 sew, 40c.	

Push or Street

Bassine, 14-in.	.....	1.25	Rattan, 6 rows, 12-in.	1.50
Bassine, 16-in.	.....	1.50	Rattan, 6 rows, 14 in.	1.60
Steel Wire, 12-in.	.....	1.00	Rattan, 6 rows, 16 in.	1.75
Steel Wire, 14 in.	.....	1.15	Rattan, 8 rows, 14 in.	1.25
Steel Wire, 16-in.	.....	1.35	Rattan, 4 rows, 14 in.	1.40
Steel Wire, 18-in.	.....	1.60	Rattan, 16 in.	1.75

BRUSHES—

Castings—			Fibre, 20-inch	.....	2.50
Oblong	.....	.60	Fibre, 24-inch	.....	3.25
Round	.....	.80	Gear—		
Counter—			Handles	.....	.65
Dusting, com.	.....	.85	Hand or Nail	.....	.10
Extra quality	.....	1.10	Horse—		
White bristles	.....	1.75	Rice-Root, 12½ lb.	.....	.60
Floor—			Rice-Root, 13 lb.	.....	1.00
Fibre, 12-inch	.....	.90	Rice-Root, 18½ lb.	.....	1.05
Fibre, 14-inch	.....	1.05	Palmyra Fibre, 12½ lb.	.....	.45
Fibre, 16-inch	.....	1.15	Palmyra Fibre, 13 lb.	.....	.75
Hair, 12-inch	.....	1.60	Mixed Fibre, 13 lb.	.....	.65
Hair, 14-inch	.....	1.70	Ox Fibre, 8½x9 in.	.....	.40
Hair, 16-inch	.....	2.00	Ox Fibre, 8½x10 in.	.....	.55
Mixed, 12-inch	.....	1.80	Ox Fibre 4¼x11½ in.	.....	.75
Mixed, 14-inch	.....	1.45	Kalsomine—		
Mixed, 16-inch	.....	1.65	7-in., single	.....	2.40
Bristles, 14-inch	.....	4.00	8x7½ in blocks	.....	6.75
Bristles, 16-inch	.....	4.75	Marking—(Round)—		
Bristles, 18-inch	.....	6.00	White bristles—		
Garage—			¾-¾ in.	.....	.10
Fibre, 16-inch	.....	2.00	1-1½ in.	.....	.15
Fibre, 18-inch	.....	2.25			

Paint—(Chinese bristles)—

Grade.	1	2	3	4	5
2½-inch	.....	.45	.75	.55	.40
3-inch	.....	1.40	2.00	1.00	.75
3½-inch	.....	3.60	2.50	1.45	1.00
4-inch	.....	8.25	3.25	1.40	.70
4½-inch	.....	8.75			

Roofing—Knotted—

8 knots 14-lb.	.....	2.00	Dauber, iron	.....	.30
4 knots 18-lb.	.....	2.35	Brush only, ¾-in.	.....	.35

Sash—Chisel Point—

¾x1½-in.	.....	.30	Brush only 1½-in.	.....	.75
¾x1½-in.	.....	.35	Combination	.....	.85
¾x2-in.	.....	.30	Extra bristles	.....	.50
1x2½-in.	.....	.40	Best 1½-in. bristles	.....	.85

Sink—

Ox Fibre	.....	.15	Split Bamboo	.....	.05
Shaving—Rubber set—			Ebonized handle	.....	.55

Scrub—

Gray Tampico, 5-lb.	.....	.35	Boxwood, small	.....	1.00
Gray Tampico, 7-lb.	.....	.30	Boxwood, medium	.....	1.10
Gray Tampico, 9-lb.	.....	.35	Boxwood, large	.....	1.35
Ox Fibre, 6-lb.	.....	.30	White Bone, small	.....	1.00
Ox Fibre, 8-lb.	.....	.40	White Bone, medium	.....	1.25
Ox Fibre, 11-lb.	.....	.45	Octagon Bone	.....	2.00
White Tampico, 4-lb.	.....	.20	Octag. Bone, polished	.....	4.00
White Tampico, 6-lb.	.....	.35	Stencil—		
White Tampico, 8-lb.	.....	.35	1½-in., 2½-lb.	.....	.25
White Tampico, 10-lb.	.....	.85	1½-in., 3½-lb.	.....	.35
White Tampico, 11-lb.	.....	.40	1½-in., 5-lb.	.....	.45
Shoe—			1½-in., 6-lb.	.....	.55
Dauber, wood	.....	.20			

RETAIL SELLING PRICES—Continued.

BRUSHES—Continued—

Window—	Squeeges, 10-in. ....	.30
Gray fibre	Squeeges, 12-in. ....	.35
Black horsehair	Squeeges, 14-in. ....	.40
Pope's Eye	Squeeges, 16-in. ....	.50

BUCKETS—(See Galv. Ware)—

BUTTS—(See Hinges)—

CALKS—Boot—Screw, all sizes, box of 50, 75c; Drive, all sizes, box of 100, 85c; Tote, blunt, side, heel or country pattern, 15c lb.

OANT HOOKS—

	Maple Hdl.	Hickory Hdl.
2 1/4 x 4 1/2	2.75	3.25
2 1/2 x 4 1/2	2.85	3.50

CAPS—Roofing. Per lb., 20c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CARRIERS—Timber—No. 425 4-ft. maple, \$3.50.

CARRIERS—Hay—Using Manila rope for steel, wood, cable track, \$10.50 each; using wire cable or manila rope for steel, wood, cable track, \$13.50; Sling, \$19.00; Steel Hay Carrier Track, 30c foot; Steel Hay Carrier Hanging Hooks, 20c each; Rafter Brackets, 10c.

CATCHERS—GRASS—No. 9, all duck, \$1.75; 10G, galv. bottom, \$2.00; 11 all duck, \$2.25; 12G galv. bottom, \$2.50; RRL, \$1.00; Eureka, 85c; 16G, \$1.50; 5G, \$1.75.

CESSPOOLS—BELL—

	Hinge.	Loose.
2-inch 6x6 Bell	1.40	1.15
3-inch 9x9 Bell	2.00	1.80
4-inch 18x18 Bell	4.75	3.75

CHAINS—Tire.

Size.	Pair	8 x 32	5.90
3 x 28	3.50	3 1/2 x 30	5.90
3 x 30	3.60	3 1/2 x 32	6.50
3 x 32	3.70	3 1/2 x 34	7.25
3 1/2 x 30	3.75	4 x 31	7.25
3 1/2 x 32	3.95	4 x 32	7.25
3 1/2 x 34	4.05	4 x 33	7.75
4 x 31	4.15	4 x 34	8.25
4 x 32	4.30	4 x 35	8.75
4 x 33	4.40	4 x 36	8.75
4 x 34	4.55	4 x 37	9.50
4 x 35	4.65	4 1/2 x 32	8.25
4 x 36	4.80	4 1/2 x 33	8.60
4 1/2 x 34	4.75	4 1/2 x 34	8.75
4 1/2 x 35	4.85	4 1/2 x 35	9.50
4 1/2 x 36	5.20	4 1/2 x 36	9.50
4 1/2 x 37	5.50	4 1/2 x 37	10.25
5 x 37	6.50	5 x 35	10.75
		5 x 36	10.75
		5 x 37	11.50
		5 1/2 x 36	14.50
		5 1/2 x 37	15.25
		5 1/2 x 38	16.50

CHAIN—New German Straight Link (Coil)—

6-0, 15c ft; 5-0, 18c; 4-0, 12c; 3-0, 10c; 2-0, 10c; 0, 9c; 1, 8c; 2, 8c.

Norway Straight Link (coil)—1/4, 85c lb.; 1/2, 85c lb.; 3/4, 80c lb.

Passing Link (coil)—4-0, 18c ft.; 3-0, 11c ft.; 2-0, 10c ft. Proof Straight Link (coil)—3-16 black, 80c lb.; 1/4, 25c lb.; 5-16, 22c lb.; 1/2, 20c lb.; 7-16, 20c lb.; 3/4, 18c lb.; 1, 18c lb.; 1 1/4, 18c lb.

Proof Twisted Link (coil)—3-16 black, 88c lb.; 1/4, 28c lb.; 5-16, 24c lb.; 1/2, 23c lb.; 7-16, 22c lb.

B. B. Proof Straight Link (coil)—5-16, 25c lb.; 1/2, 22c lb.; 3/4, 20c lb.; 1, 20c lb.; 1 1/4, 20c lb.

Twisted Machine Coppered (coil)—4-0, 20c ft.; 3-0, 17c ft.; 2-0, 15c ft.; 0, 18c ft.

Jack: Iron—No. 20, 7 1/2c yd.; No. 18, 7 1/2c; No. 16, 7 1/2c; No. 14, 7 1/2c; No. 12, 10c; No. 10, 10c; No. 8, 12 1/2c; No. 6, 18c.

Jack: Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 12 1/2c; No. 114, 18c; No. 113, 20c; No. 112, 25c; No. 110, 40c.

Safety Brass and Nickel Plated—00 and N00, 20c yd.; 0-N0, 20c yd.; 1-N1, 25c yd.; 2-N2, 35c yd.; 3, 40c yd.

Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 4c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 3 1/4c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft.

Sash Chain Fasteners—12, 15c set; 100, 45c set.

OHALK—Carpenter's, per piece, 5c. School Crayon, small quantities, 1c each; dustless, 75c gross lots; common, 50c gross lots.

OHALK LINE—Yellow, 50-ft. hank, 20c; 100-ft. hank, 35c. Braided white, 20-ft. hanks, size 120, 10c each; 220, 10c; 320, 10c. 50-ft. balls, size 150, 20c each; 250, 30c each; 350, 20c each.

CHECKS—Door—All makes. Liquid Checks—A-11, \$5.75; B-12, \$7.65; C-13, \$8.75; D-14, \$11.00; E-15, \$14.00. For hold open arm, add \$1.00 each.

CLAMPS—Stearn's Special Joiners—Opens 1 ft, pair \$4.75; 1 1/4 ft., \$5.25; 2 ft., \$5.50.

Carpenter's—Open 8 ft., \$8.25 pair; 4 ft., \$9.25; 5 ft., \$10.00; 6 ft., \$17.25; 8 ft., \$22.

Carriage Makers—Common, 2 1/4 inch, 60c each; 3 inch, 70c; 4 inch, 95c; 5 inch, \$1.25; 6 inch, \$1.50; 7 inch, \$1.90; 8 inch, \$2.50; 10 inch, \$2.65; 12 inch, \$4.15. Stearn's Adjustable, 3 inch, 75c; 5 inch, \$1.00; 7 inch, \$1.65; 9 inch, \$2.00; 12 inch, \$2.75; 16 inch \$3.50.

Quilt Frame—No. 1, 10c each; 3, 15c; 32, 10c; 33, 15c.

CHISELS—

	Socket Firmer Bev. Edge	Whites No. 2	Pocket Bev. Edge	Inside or Outside Bevel
1/4	1.00	1.30	1.20	1.85
1/2	1.05	1.35	1.25	1.85
3/4	1.10	1.40	1.30	1.85
1	1.15	1.45	1.35	1.40
1 1/4	1.20	1.50	1.40	1.50
1 1/2	1.25	1.55	1.45	1.65
1 3/4	1.30	1.65	1.55	1.75
2	1.35	1.75	1.60	1.85
2 1/4	1.45	1.90	1.75	2.00
2 1/2	1.50	2.00	1.85	2.25
2 3/4	1.65	2.15	1.95	2.50
3	1.80	2.30	2.10	2.75

	Bucks No. 4	Blacksmiths' Cold or Hot Eye
1 .....	.90	.75
1 1/4	1.10	.85
1 1/2	1.25	1.00
1 3/4	1.25	1.25
2	1.65	1.50
2 1/4	1.75	2.50
2 1/2	1.75	3.00

	Cold Com.	Cold Special	Cape	Round Nose	Diamond Point
1/4 .....	.20	.35	.50	.50	.50
1/2 .....	.20	.35	.50	.50	.55
3/4 .....	.20	.35	.50	.55	.60
1 .....	.25	.45	.65	.65	.75
1 1/4 .....	.35	.50	.75	.70	.85
1 1/2 .....	.50	.65	.85	.90	1.00
1 3/4 .....	.65	.90	...	...	1.25
2 .....	.85	1.00	...	...	1.50

CHOPPERS—Meat and Food—

No.	Enterprise	Each.	Universal	Russwin
5	3.50	0	\$2.00	2.50
10	5.50	1	2.50	3.00
12	5.00	2	4.00	4.00
22	8.50	3	8.75	8.75
32	11.00	4 .....	...	...
301	2.00	0 R	2.50	3.00
602	2.50	1 R	3.00	3.00
703	3.25	2 R	8.75	8.75
		3 R	4.75	4.75

CHURNS—Barrel—Acme, No. 0, \$7.50; 1, \$8.50; 2, \$9.25; 3, \$10.50; 4, \$13.50; 5, \$15.00.

Improved Cylinder—No. 1, \$5.00; 2, \$6.00; 3, \$7.00; 4, \$8.00.

Sturges Steel—No. 1, \$9.00; 2, \$11.00; 3, \$12.50.

Glass Family—Universal, No. 15, \$2.75; 135, \$3.25; 135, \$4.00; 145, \$4.50. Dazey, No. 10, \$1.75; 20, \$2.25; 30, \$2.75; 40, \$3.50. Extra Jars, Dazey, No. 10, 40c each; 20, 65c; 30, 90c; 40, 1.15.

Dazey—Tin, No. 200, 2-gal., \$4.75; 300, 3-gal., \$6.00; 400, 4-gal., \$7.25; 600, 6-gal., \$9.50.

Dash—IX Tin, 2-gal., \$2.00; 3-gal., \$2.25; 4-gal., \$2.50; 5-gal., \$2.75; 6-gal., \$3.00. Dash and handle, 30c extra.

CLEANERS—Window—

Rubber—

10-inch..... .40 16-inch..... .60 14-inch..... .80

12-inch..... .50 18-inch..... .70 16-inch..... .75

14-inch..... .55

CLEAVISES—Malleable, 22c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to 3/4 inc., each, 15c; 1/2, 20c; 3/4, 25c; 1, 35c; 1 1/4, 50c; 1 1/2, 60c.

CLIPPERS—Bolt—

New Easy—

No. 0..... .425 No. 0..... .200

No. 1..... .550 No. 1..... .250

No. 2..... .775 No. 2..... .350

No. 3..... .10.00 No. 3..... .450

O. K.—

10-inch..... .2.85 14-inch..... .3.00

CLOCKS—(Alarm)—Ace, \$8.75 each; America, \$1.75; Auto-

matic, \$6.00; Bingo, \$4.00; Brownie, \$4.50; Circle, \$3.25;

Columbia, \$3.75; Ideal, \$3.00; Indian, \$2.00; Iron Clad,

\$3.00; Lookout, \$2.50; Prompter, \$3.25; Simplex, \$6.00;

Sleepmeter 2, \$3.00; Sleepmeter 3, \$3.25; Startle, \$3.50;

Tattoo Jr., \$4.25; Tattoo Int, \$4.25.

NOTE—A Government War Tax of 5 per cent has been

levied on all retail sales of clocks. The retail dealer is re-

quired to keep a record of all sales and pay the tax into the

Collector's office each month.

CLOTH—Emery, Nos. 00 to 2 1/4, 10c straight; Nos. 1 to 3,

15c. Carborundum or Aloxite—Nos. FF-90, 15c straight.

CLOTH. WIRE—

Hardware Galvanized

Mesh..... Sq. ft.

1 inch..... .16 12 M—Black..... .04

1/2 inch..... .13 14 M—Black..... .04 1/2

3/4 inch..... .13 16 M—Black..... .05 1/2

2 mesh..... .09 14 M—Bronze..... .16

3 mesh..... .10 14 M—Galvanized..... .05

4 mesh..... .10 16 M—Galvanized..... .05 1/2

6 mesh..... .11 14 M—Opal or Galv..... .05

8 mesh..... .11 16 M—Opal or Galv..... .05 1/2

RETAIL SELLING PRICES—Continued.

COAL—Blacksmith—

Catch weight sacks, per 100 lbs. \$2.50

COAL CHUTES—Hercules—

No. 1, 16x18.....	18.00	No. 5, 20x24.....	17.50
No. 2, 18x20.....	15.00	No. 6, 16x18.....	14.50
No. 3, 20x24.....	20.00	No. 7, 20x24.....	17.50
No. 4, 16x18.....	11.00	No. 8, 18x24.....	28.00

COCKS—

No.	Each	No.	Each
Ball 660—		Floate 895—	
1/2-inch... 1.50		5-inch... .75	
3/4-inch... 1.75		6-inch... 1.00	
1-inch... 2.15		7-inch... 2.00	
1 1/4-inch... 4.00		8-inch... 3.00	
1 1/2-inch... 6.25		10-inch... 5.90	
1285 1/2-inch... 2.50		Gas Hose—	
3/4-inch... 2.75		1/2-inch... .40	
1-inch... 3.50		3/4-inch... .45	
1 1/4-inch... 6.25		1-inch... .55	
1 1/2-inch... 9.75			

Service, Standard—Square or Flat Head—

Each	1/4"	3/8"	1/2"	5/8"	1"	1 1/4"	1 1/2"	2"
	.80	.85	.95	1.10	1.85	2.90	4.00	7.00

COPPER—Sheet, 70c lb.; Bars, round, 75c lb.; Tubing, 85c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.	Each	5 pints	2.50
8 1/2 inch.....	3.00	6 pints	2.75
9 1/2 inch.....	3.25	Tea Pots.	Each
10 1/2 inch.....	3.50	2 pints	1.75
Coffee Pots.	Each	3 pints	2.00
8 pints	2.00	4 pints	2.25
4 pints	2.25	5 pints	2.50

COPPERS, SOLDERING—Family—

1	1.65
2	1.50
Tinners—	
1/2 pound, per pair.....	.25
1 pound, per pair.....	.40
1 1/2 pound, per pair.....	.60
2 pound, per pair.....	.80
3 to 14 pounds.....	.75

CORD—(Sash)—Samson Spot Braided. Common, \$1.35 per lb.; Silver Lake, \$1.85 per lb.; Waterproof-coil, \$1.85 per lb.; 3-16 inch, \$2.75 per hank; 7-32 inch, \$3.60 per hank; 1/4 inch, \$4.00 per hank; 5-16 inch, \$6.50 per hank; 3/4 inch, \$9.75 per hank.

CORD, TINNED PICTURE—

No. 0, 10c pkg.; 1, 15c; 2, 15c; 3, 20c; 4, 25c.

COTTERS—Hammer Lock or Regular Spring.

Length	1-16, 5-64, 3-32 in.	1/2 in.	5-32 in.
100	1000	100	1000
1/2-inch.....	\$.20 \$1.25	\$.80 \$2.00	\$.35 \$2.40
3/4-inch.....	.25 1.40	.80 2.00	.40 3.00
1-inch.....	.25 1.65	.85 2.25	.45 3.25
1 1/4-inch.....	.25 1.80	.40 2.55	.50 3.50
1 1/2-inch.....	.30 2.05	.45 2.85	.60 4.00
2-inch.....	.35 2.50	.50 3.40	.70 4.75
	3-16 in.	1/4 in.	5-16 in.
1/2-inch.....	\$.50 \$3.75		
1-inch.....	.60 4.25	\$1.00 \$6.75	\$1.75 \$11.00
1 1/4-inch.....	.70 5.00	1.10 8.00	2.00 14.50
1 1/2-inch.....	.80 5.50	1.25 9.00	2.00 14.50
1 3/4-inch.....	.90 6.00	1.50 10.00	2.25 16.00
2-inch.....	1.00 6.75	1.75 11.50	2.50 17.50
2 1/4-inch.....	1.10 7.75	2.00 14.00	3.00 20.00

CRAYON—Lumber, 10c; Soapstone, 5c.

CUTTERS—Pipe—Barnes, No. 1, \$3.40 each; 2, \$4.50; 3, \$7.50; 4, \$15.00; 5, \$22.50; 6, \$30. Saunders—No. 1, \$2.55 each; 2, \$3.85; 3, \$9.85; 4, \$15.80. Trimco—No. 1, \$3.40 each; 2, \$4.50; 3, \$7.50.

DAMPERS—Stove Pipe—No. 3, 15c each; 4, 20c; 5, 20c; 6, 25c; 7, 35c; 8, 50c; 9, 65c; 10, 75c.

DIVIDERS—Wing, No. 1 and 2, 6-inch, 65c pair; 7-inch, 75c; 8-inch, 85c; 10-inch, \$1.15. No. 35, 6-inch, 75c pair; 7-inch, 85c; 8-inch, \$1.00; 10-inch, \$1.25; 12-inch, \$1.35; 14-inch, \$2.50. Excelsior—6-inch, 90c; 8-inch, \$1.25; 10-inch, \$1.65.

DOLLIES—Timber—

No. 649, 6-inch \$9.00 No. 650, 8-inch \$12.50

DOORS—Ash Pit—

8x8	1.60	10x12	2.35
8x10	1.75	12x15	4.50

ASH TRAPS—Common, 7x9, 70c; Adams Double, 80c.

DOORS—Screen, Black—

Common, 7/8-inch, 2-6x6-6	2.75
Common, 7/8-inch, 2-8x6-8	2.85
Common, 1 1/8-inch, 2-6x6-6	3.25
Common, 1 1/8-inch, 2-6x6-8	3.50
Common, 1 1/8-inch, 2-10x6-10	3.75
Common, 1 1/8-inch, 8x7	4.00

DRILLS—

Goodell-Pratt Bench Drills—

No.	Each	No.	Each
8	7.25	87	12.00
8 1/2	9.50	97	12.00
9 1/2	18.25	118	7.50
10 1/2	23.60		

490 1/2 17.80 Yankee—Millers Falls, Hand—

1008	18.00	1	8.50
1005	21.50	2	5.00
11	22.00	2B	4.25

Goodell-Pratt Breast Drills—

6	5.85	8A	3.75
07	5.50	5	3.75
245	5.00	98	5.75
279	13.25	105	3.50
Millers Falls (Breast)—		306	4.75
12	6.75	848	3.00
12 A	6.25	1980	6.00

Drill Presses—Millers Falls

20	11.00	23	7.50
21	15.00	210	15.00
22	5.00		

Hand Drills—

No.	Each	No.	Each
4	3.10	445	5.50
4 1/2	2.55	455	6.25
5 1/4	5.00	545	9.25
5 1/2 B	5.00	550	9.00
49	2.00	555	10.00
52	2.75	1480	3.25
53	3.30	1445	5.50
54	3.65	1455	6.25
154	5.00	1580	4.75
259	6.00	1540	7.50
329	8.10	1545	9.25
385	7.25	1550	9.00
879	8.80	1555	10.00

Chain Drills—Goodell-Pratt

807	4.50	318	6.60
316	4.50	1500	4.50
317	5.50		

Yankee Automatic

41	2.65	44	3.00
42	2.00	50	3.75

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
800	.95	805	.50
801	.95		

Yankee Drill Points

Set of 8, 75c; each 10c.

Bits, Wood (Syracuse Pattern)

Thirtyseconds—	Each	No.	Each
2	.20	12	.45
3	.20	13	.50
4	.20	14	.50
5	.25	15	.55
6	.25	16	.60
7	.30	17	.65
8	.35	18	.70
9	.40	19	.75
10	.40	20	.80
11	.45	24	1.00

Bit Stock Twist Drills for metal or wood—

1-16	.15	15-32	.80
3-32	.20	1/4	.90
1/2	.22	17-32	1.00
5-32	.25	9-16	1.10
8-16	.30	19-32	1.20
7-32	.35	1/2	1.30
1/4	.40	11-16	1.40
9-32	.45	3/4	1.60
5-16	.55	13-16	1.80
11-32	.60	1/2	2.00
3/4	.65	15-16	2.30
13-32	.70	1	2.40
7-16	.75		

Straight Shank Carbon steel, Short Set—

1-32	.10	7-32	.30
3-64	.10	15-64	.35
1-16	.15	1/4	.35
5-64	.15	9-32	.30
3-32	.15	5-16	.35
7-64	.15	11-32	.40
1/4	.15	3/4	.45
9-64	.15	13-32	.50
5-32	.15	7-16	.60
11-64	.20	15-32	.70
3-16	.20	1/2	.80
13-64	.20		

Straight Shank, Wire Gauge Carbon Steel—

1 to 5	.25	36 to 40	.16
6 to 10	.22	41 to 45	.16
11 to 15	.20	46 to 50	.15
16 to 20	.18	51 to 55	.15
21 to 25	.17	56 to 60	.15
26 to 30	.16	61 to 80	.10
31 to 35	.16		

ELECTRIC APPLIANCES—

Universal Goods—	
Dishes, Chafing—	
E921	15.75
E940	21.50
E9850	18.50
Grills—	
E982	10.50
E984	12.50
Heaters, Immersion—	
E970	6.00
Irons, Curling—	
E9901	6.50
E99011	7.25
Irons, Pressing—	
E901	8.00
E902	7.00
E905	7.00
E9023	6.25
E9035	7.00
E9051	7.75
E9081	8.50
Irons, Waffle—	
E930	16.50
Pads, Heating—	
E9940	10.00
Percolators—	
E9025	13.50
E9027	14.00
E9029	15.00
E9435	15.00
Hot Point Goods—	
Chafing Dishes—No. 20501, \$10.00 each; 20502, \$16.00; 20503, \$18.50.	
Coffee Percolators—No. 20610, \$10.00 each; 20611, \$10.00; 20620, \$12.50; 20621, \$12.75; 20622, \$15.75; 20650, \$15.75; 20651, \$19.50; 20652, \$23.00.	
Grills—No. 20101, \$9.50 each; 20103, \$11.50; 20104, \$15.00.	
Percolator Sets—No. 41484, \$40.75; 41486, \$32.75; 41585, \$39.25.	
Curling Irons—No. 112L1, \$7.00; 112L2, \$6.00.	
Heaters—No. 80501, \$20.00 each; 80502, \$27.00; 80503, \$36.25; 80603, \$28.75; 80604, \$40.25.	
Heating Pads—No. 50142, \$6.50 each; 50151, \$9.00.	
Immersion Heaters—No. 50201, \$6.00 each; 50202, \$7.00; 50203, \$8.00.	
Irons—No. 10715, \$19.00 each; 10720, \$20.50; 10725, \$26.00; 11203, \$5.75; 11205, \$6.75; 11206, \$6.75; 11307, \$9.00; 11308, \$9.00; 11310, \$10.00; 11312, \$15.00; 11315, \$16.50; 20504, \$3.00.	
Ovenette—No. 40701, \$5.00 each.	
Stoves—No. 20801 \$6.50 each; 20802, \$7.00; 40101, \$8.50; 40102, \$10.25; 40103, \$14.25; 40104, \$16.50; 40105, \$19.50; 40106, \$7.25.	
Toaster—No. 114T5, \$6.75 each; 114T5½, \$6.25; 115T1, \$6.75.	
Vacuum Cleaners—No. 60102, \$37.50 each; 60103, \$42.00.	
Attachments, \$10.00.	
ELECTRICAL SUNDRIES—	Each
Attachment Plugs, No. 903, Benjamin.....	.25
No. 500, Bryant.....	.20
Bells, 2½-inch Eclipse, Iron Box.....	.75
3-inch Eclipse, Iron Box.....	.85
Buzzers, Iron Box.....	.75
Watch Case.....	.75
Cleats, 2 and 3 wire, unglazed.....	.06
Clusters, No. 92, Benjamin, 2-light.....	1.15
No. 93, Benjamin, 3-light.....	1.50
No. 94, Benjamin, 4-light.....	1.75
Porcelain Rings for Clusters.....	.10
Cord, No. 18, Green and Yellow Twisted Lamp.....	.05
No. 18, Heater, Twisted.....	.08
Fuses, 6, 10, 15, 20, 25, 30 amp.....	.10
Globes, 6x8¼, R. I. Ball.....	.60
8x3¼ or 4, Ball.....	1.25
Knobs, No. 5½, solid.....	.08½
No. 5½, split.....	.05
Lamp Guards, Style A—16 C. P.....	.30
Style H—16 C. P.....	.35
Style H—32 C. P.....	.45
Laxon, 40 watt (guard only).....	.65
Laxon, 60 watt (guard only).....	.70
Key for Laxon Guards.....	.10
Loom, 7-32 (250 feet in coil).....	.09
¼ (250 feet in coil).....	.10
Receptacles, No. 226, Porcelain Cleat.....	.25
No. 195, Freeman Key, brass.....	.65
No. 188, Freeman Key, brass.....	.75
Rosettes, No. 319, Cleat.....	.15
No. 333, Concealed.....	.25
Switches, No. 400, Common Snap.....	.45
No. 403, Indicating Snap.....	.50
No. 459, 3-way Snap.....	.85
No. 4401, Single Pole Push.....	.60
No. 4403, 3-way Push.....	.75
No. 707, Single Pole, 1-way Baby Knife.....	.35

No. 708, Single Pole, 2-way Baby Knife.....	.60
No. 709, Double Pole, 1-way Baby Knife.....	.65
No. 710, Double Pole, 2-way Baby Knife.....	.80
Sockets, ½-inch and Pendant Cap Key BB.....	.45
Pull Chain.....	.85
Shades, 8-inch Tin Cone.....	.55
10-inch Tin Cone.....	.60
8-inch Flat Tin.....	.50
10-inch Flat Tin.....	.75
Shade Holders, 2½-inch P. & A., BB.....	.15
3¼-inch P. & A., BB.....	.25
Tubes, Porcelain, 5-16x3.....	.02½
5-16x4.....	.04½
5-16x5.....	.06
5-16x6.....	.07
Tape, Durafix Friction, ¼-lb. rolls.....	Lb. .80
Sticktite Friction, ¼-lb. rolls.....	.80
Paraweld Rubber, ¼-lb. rolls.....	.80
Wire, No. 10, S. B. Solid R. C.....	.05½
No. 12, S. B., Solid R. C.....	.03½
No. 14, S. B., Solid R. C.....	.03
No. 18, Single Bell.....	.90
No. 20, Twisted Bell.....	.90
No. 18, Black R. O. Fixture.....	100 Feet 1.25
EMERY— Per lb., 25c.	
Stones—See Stones.	
Cloth—See Cloth.	
Wheels—See Wheels.	
EXPANSION SHIELDS—	
Star Machine Bolt Type—¼ in., \$4.50 per hundred; 5-16, \$5.50; ¾, \$6.50; 7-16, \$8.00; ½, \$9.00; ¾, \$12.00; ¾, \$18.00; ¾, \$30.00; 1-inch, \$37.50.	
Secco Lag Screw Type—3-16 in., \$2.65 per hundred; ¼, \$2.95; 5-16, \$3.31; ¾, \$4.21; 7-16, \$5.59; ½, \$6.03; ¾, \$8.76; ¾, \$12.58; ¾, \$16.79; 1-inch, \$20.98.	
FASTENERS— Casement, common brass plated, 25c; Sash, common brass plated, 15c, two for 25c.	
FAUCETS— Cork Lined—8-inch, each.....	.20
7-inch each.....	.15
9-inch, each.....	.25
FELT— Deadening—¼-lb. size, roll \$3.50; 1-lb., \$4.50; 1½-lb., \$6.50; 2-lb., \$8.00.	
FIBRE WARE—	
Funnels—	Each
1 quart.....	1.25
2 quart.....	1.60
Keelers—	
45 lbs.....	1.50
60 lbs.....	1.75
80 lbs.....	2.25
95 lbs.....	3.00
Lunch Boxes—	
Small.....	.25
Larger.....	.30
Largest.....	.35
Folding.....	.40
Measures—	
1 pint.....	1.50
FIGURES AND LETTERS (STEEL)—	
Figures.....	Set Each
¼ inch.....	1.25 .20
3-16 inch.....	1.50 .25
¼ inch.....	2.00 .30
5-16 inch.....	2.50 .35
¾ inch.....	3.00 .45
¾ inch.....	4.50 .60
¾ inch.....	19.25 .
¾ inch.....	29.00 .
Letters.....	Set Each
¼ inch.....	3.75 .20
3-16 inch.....	4.50 .25
¼ inch.....	6.00 .30
5-16 inch.....	7.50 .35
¾ inch.....	9.00 .45
¾ inch.....	13.50 .60
FILES— Band saw, slim, 4 inches long, 20c each; 5, 20c; 6, 25c; 8, 35c; 10, 50c. Knife, bastard, 4, 35c; 5, 40c; 6, 45c; 8, 55c; 10, 65c. Regular Taper, 3-8¼, 15c; 4, 15c; 4½, 15c; 5, 20c; 5½, 20c; 6, 25c; 8, 35c; 10, 55c. Slim Taper, 3-8¼, 15c; 4, 15c; 4½, 15c; 5, 20c; 5½, 20c; 6, 25c; 8, 30c; 10, 40c. Flat, bastard, 3-4, 25c; 5, 25c; 6, 30c; 8, 35c; 10, 50c; 12, 65c; 14, 85c; 16, \$1.20. Half Round, bastard, 3-4, 30c; 5, 35c; 6, 40c; 8, 45c; 10, 60c; 12, 75c; 14, \$1.00; 16, \$1.30. Mill Bastard, 3-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 70c; 16, 95c. Round Bastard, 3-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 70c; 16, 95c. Square Bastard, 3-4, 25c; 5, 30c; 6, 30c; 8, 35c; 10, 50c; 12, 65c; 14, 90c; 16, \$1.20.	
FIXTURES— Grindstone—Auto—01, \$2.00; 02, \$2.50; 15, \$1.25; 17, \$1.35; 19, \$1.50; 21, \$1.75. Am. Heavy: 17, \$1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.	
FLASHLIGHTS— Eveready Deyles—	
Tubular Nos.....	2602 2604 2612 2616 2619 2627 2628
Complete ea.....	\$1.85 \$1.70 \$2.00 \$2.00 \$2.25 \$1.85 \$1.10
Case & Bulb, ea.....	1.15 1.35 1.50 1.65 1.75 .85 .75
Tubular Nos.....	2630 2631 2632 2633 2634 2638 2659
Complete, ea.....	\$1.55 \$1.85 \$2.25 \$2.75 \$2.35 \$3.10 \$3.25
Case & Bulb, ea.....	1.05 1.50 1.75 2.25 2.00 2.75 2.75
Pocket Nos.....	6954 6961 6962 6971 6972 6991 6992
Complete, ea.....	\$1.25 \$1.00 \$1.25 \$1.00 \$1.25 \$1.25 \$1.50
Case & Bulb, ea.....	.95 .70 .85 .70 .85 .95 1.10
Tubular Battery Nos.....	705 706 790 791
Battery only, each.....	.50 .25 .35 .30
Pocket Battery Nos.....	700 703 750 751 792 793
Battery only, each.....	.30 .40 .80 .40 .80 .45

RETAIL SELLING PRICES—Continued.

FLASHLIGHTS—Continued—

		Kwiklites					
Tubular Nos.	5220 5221 5228 5229 5381 6240 6240B						
Complete, ea.	\$1.85 \$1.70 \$2.00 \$2.00 \$2.25 \$1.55 \$1.70						
Case & Bulb, ea.	1.15 1.85 1.50 1.65 1.75 1.25 1.40						
Tubular Nos.	6241 6241B 6249 6249B 6848 6848B 6851						
Complete, ea.	\$1.85 \$2.00 \$2.35 \$2.55 \$2.25 \$2.45 \$2.75						
Case & Bulb, ea.	1.50 1.65 2.00 2.20 1.75 1.95 2.25						
Pocket Nos.	2472 2578 3475 3475B 3577 3577B 3579						
Complete, ea.	1.00 1.25 1.25 1.35 1.50 1.65 1.90						
Case & Bulb, ea.	.70 .85 .95 1.05 1.10 1.25 1.50						
Watch Chain Nos.	6239 6239B Watch Chain Bat'y No. 1204						
Complete, each.	\$1.00 \$1.10 Battery only, each.	\$.25					
Case and Bulb, each	.75 .85						
Battery only.							

Nos.	1202 1208 1206 1207 1271 1301 1308 1309						
Each	\$.80 \$.35 \$.80 \$.80 \$.80 \$.50 \$.40 \$.40						
FLATTERS—Blacksmith—2-in.	\$1.25; 2½-in.	\$1.65; 3-in.					
\$2.00; 3½-in.	\$3.00.						

FORGES—No. 150 Chicago.	\$15.00; No. 151 Chicago.	\$17.50					
Buffalo—No. 810 Steel Ball Bearing Rivet.	\$33.00; No. 722.	\$33.00; No. 742H.	\$40.00.				

FORKS—Hay—Nellie.	94 single harpoon.	\$5.50; 95 double harpoon.	\$3.25; 96 double harpoon.	\$6.50; 87 double harpoon.	\$8.75; 98 double harpoon.	\$6.50. Grapple, No. 99	
(4 times).	\$15.50; No. 100 (6 times).	\$18.00. Jackson Pat-					
terns, 4 ft.	\$17.50; 4½ ft.	\$18.00; 5 ft.	\$21.00.				

FREEZERS—Aretic—

Qts.	Each.						
1	4.00	2	5.65				
2	4.60	3	6.75				
3	5.55	4	8.25				
4	6.80	6	10.45				
6	8.60	8	13.50				
8	11.10	10	18.00				
Toy	4.00	12	21.55				
White Mountain		15	25.60				
1	4.85	20	33.30				

FROES—Special—Each.	12-in.	\$2.00; 14-in.	\$2.25; 16-in.				
\$2.50. Common—Each.	12-in.	\$1.75; 14-in.	\$1.85; 16-in.				
\$2.00.							

GARBAGE CANS—(See Cans)—

GATES—Molasses and Oil—							
Perfection—½-inch.	75c each.	¾-inch.	\$1.15; 1-inch.	\$1.25;			
1½-inch.	\$1.50; 1¾-inch.	\$1.85; 2-inch.	\$2.00.				
Stebbin's Pattern—1-inch.	85c each;	1½-inch.	40c; 1¾-inch.				
45c; 1½-inch.	50c; 1½-inch.	60c.					
Lock Fast—½-inch.	\$1.15 each;	¾-inch.	\$1.85; 1-inch.				
\$1.50; 1½-inch.	\$1.85; 1¾-inch.	\$2.25.					

GAUGES—BUTT—Stanley—

No.	Each	No.	Each				
93	1.65	77	1.40				
94	1.85	71	.85				
95	1.75	90	.75				
95½	1.85	91	1.40				
Marking—Stanley—		92	2.25				
61	.15	97	1.00				
64	.40	98	1.90				
65	.85						
Enterprise, Self Measuring—No. 61.	Faucet.	\$6.00; 97.					
Pump.	\$14.50.						
Altitude Gauges.	\$5.85.						
Steam Gauges.	4¼-in. face I C.	\$5.35.					
Thermometer, Straight.	\$1.50.						
Thermometer, Angle.	\$1.75.						

GLASS—Window—

3B Grade—							
Single Strength		Large Lots	Small Lots				
		75%	65%				

Double Strength	75%	65%					
Extras for Putting In Glass—							
First 3 Brackets.							.50
Second 3 Brackets							.75
Third 3 Brackets							1.00
Larger Lights							\$1.00 per hour, per man

GLASSES—

Ground Level—		Proved Level—					
1½	\$.50	1½	\$.10				
2	.60	2	.10				
2½	.65	2½	.15				
3	.70	3	.15				
3½	.75	3½	.20				

GLASSES, GAUGE—Standard.

		%	¾%	%	¾%	%	¾%
6	.25						
8	.25						
10	.25	.25	.80	.55	.75		
12	.25	.80	.85	.60	.90		
14		.85	.45	.70	1.05		
16		.40	.50	.85	1.25		
18		.45	.55	.95	1.85		
20		.65	.80				
22		.70	.90				
24		.80	1.00				

GLOBES, LANTERN—Cold Blast—Plain.	20c each; Bullseye.						
30c; 2 Plain.	25c; 2 Bullseye.	85c; 2 Ruby.	50c.				
Railroad—Clear.	20c each; Green or Red.	30c.					
Tubular—Clear.	10c each; Plain.	20c; 3-0 Ruby.	40c; 4-0				
Bullseye.	85c; 5-0 Wizard.	25c; 6-0.	20c each.				

GLUE—Dry—

No. or Brand	Lb.						
AAA	.55						
B	.60						
CX	.40						
D	.30						
GX	.55						
LXX	.45						

Imperial Liquid—

Size	1 Oz.	½ Pt.	¼ Pt.	¾ Pt.	1 Pt.	1 Qt.	½ Gal.
List, Doz.	1.06	1.80	2.80	4.50	7.00	11.25	21.00
Sug. Ret. Ea.	.20	.25	.30	.50	.85	1.50	2.40
Le Page's Liquid—							
Size	1 Oz.	2 Oz.	½ Pt.	¾ Pt.	1 Pt.	1 Qt.	
List, Doz.	1.60	1.65	1.80	2.80	4.50	7.00	11.25
Sug. Ret., Ea.	.20	.20	.25	.30	.50	.85	1.50

GOUGES—Bucks, Firmer—

Size, inches.	¾	¾	¾	¾	¾	¾	¾
List, Doz.	7.75	8.25	8.75	9.80	10.10	11.10	
Sug. Ret., Ea.	1.00	1.10	1.20	1.25	1.35	1.50	
Size, inches.	1	1½	1½	1½	1½	1½	1½
List, Doz.	11.65	18.05	14.50	16.00	17.95		
Sug. Ret., Ea.	1.60	1.75	2.00	2.25	2.50		
Bucks, Turning—							
Size, inches.	¾	¾	¾	¾	¾	¾	¾
List, Doz.	4.45	4.80	5.30	5.65	6.45	7.20	
Sug. Ret., Ea.	.60	.65	.75	.80	.90	1.00	
Size, inches.	1	1½	1½	1½	1½	1½	1½
List, Doz.	8.05	10.15	12.95	15.05	18.25		
Sug. Ret., Ea.	1.15	1.40	1.75	2.00	2.50		

P. S. & W. Firmer—

160—¾ inch.	1.50	1	1 inch.	2.10
¾ inch.	1.50	1½	1 inch.	2.25
¾ inch.	1.65	1½	1 inch.	2.50
¾ inch.	1.70	1½	1 inch.	2.75
¾ inch.	1.80	2	1 inch.	3.25
¾ inch.	2.00			

GALVANIZED WARE

Boilers, Coffee		Cans, Ash		(Top faucet)		(Puritan)		Water Pots or Sprinklers	
1½ quarts.	.90	10 gals.	4.80	5 gals.	2.25	14 quarts.	2.50	4 quarts.	.95
2 quarts.	1.10	16 gals.	5.75	1 gal.	.60	10 quarts.	1.10	6 quarts.	1.15
3 quarts.	1.35	20 gals.	6.75	2 gals.	1.00	12 quarts.	1.25	8 quarts.	1.35
4 quarts.	1.90	23 gals.	7.75	5 gals.	2.00	12 quarts.	1.25	10 quarts.	1.60
6 quarts.	2.15	Cans, Garbage		(Double seamed)		Stock Pails		12 quarts.	1.75
8 quarts.	2.60	Smooth, Pail Handle		5 gals.	1.75	14 quarts.	1.00	16 quarts.	2.25
10 quarts.	3.00	2 gals.	1.00	(Side faucet)		16 quarts.	1.10	Foot Tubs (oval)	
12 quarts.	3.40	5 gals.	1.85	5 gals.	2.00	18 quarts.	1.25	16-inch.	.75
Boilers, Wash		6 gals.	1.65	Dippers		20 quarts.	1.40	17-inch.	.85
18	2.25	8 gals.	1.90	1 quart.	.30	Water Pails		18-inch.	.95
21	2.75	10 gals.	2.25	Coal Hods		8 quarts.	.50	20-inch.	1.15
22	2.85	16 gals.	2.75	16 inch.	1.00	10 quarts.	.60	21-inch.	1.50
Bowls, Wash		Side Handles		17 inch.	1.10	12 quarts.	.65	Wash Tubs	
11 inch diam.	.30	15 gals.	6.25	Camp Kettles		14 quarts.	.75	18-inch.	1.35
13-inch diam.	.35	16 gals.	6.75	1 gnl.	.40	16 quarts.	.85	20-inch.	1.65
Buckets, Fire		21 gals.	7.25	1½ gals.	.55	(Extra quality)		22-inch.	1.90
12 quarts.	.75	Gasoline Cans		2 gals.	.70	12 quarts.	1.05	24-inch.	2.15
14 quarts.	.85	(1 P & B, 1)		3 gals.	.90	Refrigerator Pans		(Extra heavy)	
14 quarts.	1.00	5 gals.	3.00	4 gals.	1.05	12-inch.	.70	20-inch.	2.85
Buckets, Well		1 gal.	.75	Cement Pails		14-inch.	.85	22-inch.	3.00
10 quarts.	1.00	(Side faucet)		14 quarts.	2.00	16-inch.	1.00	24-inch.	3.15
12 quarts.	1.15								
14 quarts.	1.25								

GRATES—

GRAPHITE—Flake, per lb., 80c.

HACKSAWS—

HAMMERS—

HANGERS, BARN DOOR—

HANGERS, HOUSE DOOR-

HINGES AND BUTTS (Screws included)—

No. 935 Cor. Strap Hinges— No. 937 Cor. Tee Hinges—

Double-acting, Surface, Comp. type—

BUTTS—	2-inch	15	1.65
--------	--------	----	------

1-inch10	.80	No. 733
1 1/4 inch10	.25	

Digitized by Google

RETAIL SELLING PRICES—Continued.

BUTTS—Continued—

4½ x 4½-inch	.95	4-inch	1.00
5x5-inch	1.15	4½-inch	1.35
No. 241 F&D2			
2½ x 2½-inch	.50	1½-inch	.60
3x3-inch	.55	2-inch	.65
3½ x 3½-inch	.60	2½-inch	.70
4x4-inch	.75	3-inch	.80
4½ x 4½-inch	1.10	3½-inch	.90
5x5-inch	1.35	4-inch	1.05
5½ x 5½-inch	1.85	295 F&D2	
6x6-inch	2.30	Pr.	Dz. Pr.
No. 241 SF2			
2½ x 2½-inch	.60	1½-inch	.35
3x3-inch	.65	2-inch	.35
3½ x 3½-inch	.65	2½-inch	.40
4x4-inch	.80	3-inch	.45
4½ x 4½-inch	1.15	295N	
5x5-inch	1.40	Pr.	Dz. Pr.
5½ x 5½-inch	1.95	1½-inch	.45
No. 160 F&D2			
2½-inch	.55	2-inch	.45
3-inch	.70	2½-inch	.50
3½-inch	.75	3-inch	.50
4-inch	.95	289 F&D2	
4½-inch	1.25	Pr.	Dz. Pr.
241 H&N			
2½ x 2½-inch	.65	2x2-in	.85
3x3-inch	.70	2½ x 2-in	.40
3½ x 3½-inch	.75	2½ x 2½-in	.40
4x4-inch	.85	3x3-in	.50
4½ x 4½-inch	1.15	289N	
5x5-inch	1.75	2x2-inch	.45
5½ x 5½-inch	2.00	2½ x 2-inch	.50
6x6-inch	2.50	2½ x 2½-in	.50
160 N			
2½-inch	.65	3x3-in	.60
3-inch	.80	295 SF2	
3½-inch	.85	1½-inch	.30
4-inch	1.05	2-inch	.35
4½-inch	1.40	2½-inch	.40
160 SF2			
2½-inch	.65	3-inch	.45
3-inch	.75	295H	
3½-inch	.85	1½-inch	.35
4-inch	1.00	2-inch	.40
165 F&D2			
1½-inch	.50	2½-inch	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3-inch	.50
3-inch	.75	289 SF2	
3½-inch	.80	2x2-in	.40
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch	.60	3x3-in	.50
3-inch	.75	Pr.	Dz. Pr.
3½-inch	.80	2x2-in	.45
289 H			
1½-inch	.50	2½ x 2-in	.45
2-inch	.55	2½ x 2½-in	.45
2½-inch			

HODS—Coal—

Open Japanned—		Open Galvanized—	
15	.60	15	.90
16	.70	16	1.00
17	.80	17	1.15
18	.95	18	1.25
20	1.10	20	1.60

HOLLOW WARE (Cast Iron)—Dutch Ovens, 10-inch, \$3.75; 11-inch, \$4.25; 12-inch, \$5.00; 13-inch, \$6.00.
Griddles—Regular, 8½-inch, \$1.05 each; 9½-inch, \$1.15; 10½-inch, \$1.35; 11½-inch, \$1.75. Bailed, 11½-inch, \$1.75 each; 11½-inch, \$1.95; 13½-inch, \$2.50.
Skillets—Regular, 5-inch, 90c each; 8-inch, \$1.15; 10-inch, \$1.85; 11½ x 2½-inch, \$1.95; 12-inch, \$2.85; 13-inch, \$2.75.
Waffle Irons—Size pan 6½ inch, \$2.25 each; 7½, \$2.50; 8½, \$2.75. Deep round frame, 6½, \$2.65; 7½, \$3.00; 8½, \$3.50. Deep square frame, 6½ x 6½, \$3.00. Twin, 11x12, \$4.75; Hotel, 19x12, \$9.75.

HOLLOW WARE, STEEL—

Fry Pans, 6 inch, 20c each; 8, 30c; 9, 40c; 10, 45c; 11, 50c; 12, 60c.
Griddles—Handled top, 9 inch, \$1.00; 10, \$1.15; 11, \$1.30. Bailed top, 11 inch, 50c; 12, 60c; 13 70c.
Skillets or Spiders—One piece, 8-inch diameter, \$1.00; 9, \$1.15; 10, \$1.35. Seamless, 8, 35c; 9, 40c; 10, 45c.

HOOBS AND EYES—(Price per dozen)—

No.	Screw Steel	Hooks Brass	Screw Steel	Eyes Brass
0	.60	...	.45	...
1	.50	...	.40	...
2	.45	...	.35	...
3	.40	...	.30	...
4 or 104	.30	...	.25	...
5 or 105	.25	...	.20	.75
6 or 106	.15	.75	.15	.60
7 or 107	.15	.60	.15	.45
8 or 108	.15	.45	.10	.40
9 or 109	.10	.35	.10	.35
10 or 110	.10	.30	.10	.30
11 or 111	.10	.25	.10	.35
12 or 112	.10	.20	.10	.30
13 or 113	.10	.15	.10	.15
14 or 114	.10	.10	.10	.10

Gate Hooks and Eyes—

Size	1½	2	2½	3	3½	4	6
No. 40, steel	.20	.25	.30	.40	.45	.50	.85
No. 1040, brass	.75	.90	1.10	1.50	1.75	2.00	3.50
Ceiling—							
2½-inch cast iron35	Wire, nickel plated...				
2½-inch cast iron	...	1.25	Clothes Line—				
2½-in., other finishes	...	1.35	Malleable iron, Jap...				
Cast, coppered35	Malleable iron, Galv...				
Wire, coppered30	Grass—				
Wire, Japanned30	14-in., 16-in., 18-in...				
Wire, tinned30	Bronzed				
Wire, nickel plated40	12-in. enameled, green				
Wire, brass plated45	12-in. enameled, black				
Coat and Hat—	...	Ea.	Finest quality steel...				
Double, cast, heavy55	Forged tool steel...				
Single, cast35	Hammock—				
Medium, cast80	To screw				
Heavy, cast	...	1.00	With plate				
Cast, nickel plated	...	1.10	Hay Fork—				
Cast, copper finish95	½-inch pl. wr'ght steel				
Cast, brass finish	...	1.00	¾-inch pl. wr'ght steel				
Cast bronze, all fin.	...	4.75	¼-inch galvanized				
Porcelain, solid	...	2.00	¾-inch galvanized				
Wire, Japanned20	7-16-inch galvanized				
Wire, tinned25	½-inch galvanized				

HOSE COUPLINGS—Com. Size ½, each 30c; ¾, 80c; 1, 45c.

IRON—Bars, Small Lots (Outing Extra).

Common Bar	.06 lb. Base
Angle Iron, ½-inch	.10
Angle Iron, 3-16-inch	.08
Angle Iron, ¼-inch and heavier	.07%
Rd., sq. and sq. twisted—	
¼-inch and smaller	7.50 Base
5-16 inch	7.00
¾ to 2½-inch	6.50
3-inch and larger	7.50
Flats, all sizes	6.50

IRONS—

Plane, Stanley or Bailey—	2½-inch Single	.90
1½-inch—Block	1½-inch Double	1.05
1½-inch Single	2-inch Double	1.80
2-inch Single	2½-inch Double	1.30
2½-inch Single	3-inch Double	1.85
3-inch Single	2½-inch Double	1.45

IRONS—Sad. Common, 16c lb.

Mrs. Potts—No. 50, \$2.65 set; No. 55, polished iron, \$3.00 set; No. 550, 12 lbs., \$2.70 set.
Sensible Laundry—No. 25, \$3.00 set; Asbestos Laundry, No. 70, \$3.25 set; G. Pressing, 15c lb.; T Tailors' Goose, 15c lb.; N Gasoline, \$5.25 each.

JACKS—Bell Bottom, add 20% to list.

Wagon—Lanes—OL, each \$1.75; 1L, \$2.50; 2L, \$3.50; 3L, \$6.75.

KNIVES—Hay—Lightning, \$2.25; Iwan Sickie, \$2.75; Iwan Serrated, \$2.75; Heath's Upright, \$2.50. Corn—Corn King, 50c; No. 12 Handy, 65c.

LACING—Belt—

Rawhide, Cut		Hooks	
Size ¼, per ft.	.04	8, coil	.80
Size 5-16, per ft.	.05	O M, 1 M, 2 M, 3 M, spl	.80
Size ¾, per ft.	.06		
Size 1, per ft.	.08	10	.05
Size ¾, per ft.	.10	9	.05
Size 1, per ft.	.12	8	.05
Wire		7	.10
0 and 1, coil	.65	6	.10
2, coil	.65	5	.10

LADDERS—Extension, No. 1, 45c foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LANTERNS—Diets Tubular.

Hot Blast Lanterns	No. 2 Wizard Tin Lan- terns	1.45
Little Star Tin Lanterns	Same, Brass Fount and Top	2.00
Hy-Lo Tin Lanterns	No. 2 Large Fount Wis- ard Lanterns	1.65
Victor Tin Lanterns	Same, Brass Fount and Top	2.10
Monarch Tin Lanterns	Dash and Wagon Lanterns	
O. K. Tin Lanterns	Buckeye Dash Lant'ns	1.25
No. 2 Royal Tin Lanta.	Junior Wagon Lant'ns	1.75
Cold Blast Lanterns	Roadster Wagon Lan- terns	1.75
Junior Tin Lanterns	Driving Lanterns	
Junior Brass Lanterns	Eureka Driving, plain lens	2.00
Junior Brass Nickel- plated Lanterns	Same, with optical lens	2.35
No. 2 Crescent Tin Lan- terns	Octo Driving, pl'n lens	4.00
No. 2 Blizzard Tin Lan- terns	Same, optical lens	4.75
Same, Brass Fount and Top	Union Driving, plain lens	4.50
No. 2 Large Fount Blis- zard Lanterns	Same, with optical lens	5.00
Little Wizard Tin Lan- terns		

RETAIL SELLING PRICES—Continued.

Mill Lanterns	2.75	lbs.; for larger, \$2.75 per 100 lbs.; for casing nails, \$3.00 per 100 lbs.	
Watchman's Mill Lan-terns, enamel, fin.	2.25	Fine Blue 2&3	.10
Underwriter's Mill Lan-terns	2.50	Fine Bright, 2&3	.10
No. 2 Blizzard Mill Lan-terns	3.50	Common 2&3d	.09
Fire Dept. Lanterns		Common 4&5d	.08
King Fire Dept. Tin enamel finish	4.75	Common 6&7d	.08
Same, Nickel-plated on Tin	5.25	Common 8 to 60d	.08
Same, all Brass	6.00	Casing 2&3d	.09
Same, Nickel-plated on Brass	6.50	Casing 4&5d	.09
No. 2 Wizard Fire Dept. Brass Founts with enamel finish	5.00	Casing 6 to 20d	.09
Same, all Brass	6.50	Finishing 2&3d	.12
Same, Brass, Nickel-plated	7.00	Finishing 4&5d	.10
Wall Lanterns		Finishing 6 to 20d	.09
No. 16 Wall Lanterns	2.50	Smooth Box 4 to 6d	.09
No. 25 Wall Lanterns	2.75	Smooth Box 8 to 20d	.09
No. 80 Beacon Wall		Barb Box 4 to 5d	.09
LEAD—Bar, 25c lb.; Calking (100 lbs.), 15c lb.; Pig (100 lbs.), 15c lb.; Sheet (full), 22c lb.; Wool, 25c lb.		Barb Box 6d	.09
LEVELS—No. 36, 12-inch, \$3.35; 18-inch, \$4.00; 24-inch, \$4.75. No. 37, 12-inch, \$4.50; 18-inch, \$5.25; 24-inch, \$6.25.		Barb Box 8 to 20d	.09
Marx Alum—12-inch, \$3.25; 18-inch, \$3.75; 24, inch, \$4.50; 28-inch, \$5.00. No. 95, 24-inch, \$8.00; 28-inch, \$8.50; 30-inch, \$9.00. No. 96, 24-inch, \$10.00; 28-inch, \$10.50; 30-inch, \$11.00.		Barb Roof, ¾ to ¾	.15
Specials Nos.—No. 0, \$1.85; 15, 24 and 26-inch, \$3.75; 15, 28 and 30-inch, \$4.25; 25, \$4.50; 34, \$1.85; 4524, \$5.00; 4424, \$6.50; 45½, \$5.00; 90, \$3.75; 98, \$5.00; 103, \$1.00.		Barb Roof 1 to 1 ½	.15
LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 45c each.		Plaster Board	.15
Cotton, Twisted—No. 140, 50c each; 150, 55c.		C. C. Box	.15
Wire, Twisted—50 foot, 20 gauge, 35c each; 75 foot, 20 gauge, 45c; 100 foot, 20 gauge, 55c; 50 foot, 18 gauge, 50c; 75 foot, 18 gauge, 65c; 100 foot, 18 gauge, 75c.		Cut Casing 6d and 8d	.11
Wire, Solid—100 foot, 9 gauge, 85c each.		NETTING, POULTRY—Hexagon, Galvanized After Weaving—	
LOCKS—Rim—Steel, 75c set; Cast, 60c set.		2-inch, 20-gauge—List roll, 12 in., \$2.14; 18 in., \$3.08; 30 in., \$4.68; 36 in., \$5.35; 48 in., \$7.18; 60 in., \$8.91; 72 in., \$10.69.	
MANILA ROPE—8-16-inch to ¾-inch, 50c per lb; ¾-inch and larger, 45c.		Sell Full Roll—12 in., \$2.15; 18 in., \$3.10; 24 in., \$3.95; 30 in., \$4.70; 36 in., \$5.35; 48 in., \$7.15; 60 in., \$8.90; 72 in., \$10.70.	
MATS, DOOR—Cocoa Fibre, Fine, 14x24, \$1.75; 16x27, \$2.50; 18x30, \$3.00.		Sell Cut (lin. ft.)—12 in., 2c; 18 in., 3c; 24 in., 4c; 30 in., 5c; 36 in., 6c; 48 in., 7½c; 60 in., 9c; 72 in., 10½c.	
Cocoa Fibre, Medium—16x27, \$3.75; 18x30, \$4.50; 20x33, \$5.00; 22x36, \$5.75.		1 ½-inch, 20-gauge—List Roll—12 in., \$3.15; 18 in., \$4.53; 24 in., \$5.78; 30 in., \$6.90; 36 in., \$7.88; 48 in., \$10.50; 60 in., \$13.13; 72 in., \$15.75.	
Flexible Galvanized Steel—16x24, \$1.50; 18x30, \$2.00; 22x36, \$3.00; 26x48, \$4.75.		Sell Full Roll—12 in., \$3.15; 18 in., \$4.55; 24 in., \$5.80; 30 in., \$6.90; 36 in., \$7.90; 48 in., \$10.50; 60 in., \$13.15; 72 in., \$15.75.	
Steel Matting in Rolls—Per sq. ft., 55c.		Sell Cut (lin. ft.)—12 in., 8c; 18 in., 4½c; 24 in., 6c; 30 in., 7c; 36 in., 8c; 48 in., 10c; 60 in., 12c; 72 in., 15c.	
MATTOCKS—		1-inch, 20-gauge—List Roll—12 in., \$4.95; 18 in., \$7.12; 24 in., \$9.08; 30 in., \$10.83; 36 in., \$12.88; 48 in., \$16.50; 60 in., \$20.64; 72 in., \$24.75.	
Short Cutter, Standard, 5 ½ lbs.	1.75	Sell Full Roll—12 in., \$4.95; 18 in., \$7.10; 24 in., \$9.10; 30 in., \$10.85; 36 in., \$12.40; 48 in., \$16.50; 60 in., \$20.65; 72 in., \$24.75.	
Long Cutter, Standard, 6 lbs.	1.75	Sell Cut (lin. ft.)—12 in., 4c; 18 in., 6c; 24 in., 8c; 30 in., 9½c; 36 in., 11c; 48 in., 14c; 60 in., 17c; 72 in., 20c.	
Pick, Standard, 6 lb.	1.75	¾-inch, 20-gauge—List Roll—12 in., \$8.55; 18 in., \$13.80; 24 in., \$15.68; 30 in., \$18.71; 36 in., \$21.88; 48 in., \$28.50; 60 in., \$35.63; 72 in., \$42.75.	
Handled, D E 8	1.00	Sell Full Roll—12 in., \$8.55; 18 in., \$13.80; 24 in., \$15.70; 30 in., \$18.70; 36 in., 21.40; 48 in., \$28.50; 60 in., 35.65; 72 in., \$42.75.	
Handled, O E 8 ½	1.50	Sell Cut (lin. ft.)—12 in., 8c; 18 in., 12c; 24 in., 15c; 30 in., 18c; 36 in., 20c; 48 in., 25c; 60 in., 30c; 72 in., 35c.	
Handled S Q 8 ½	1.25	NIPPERS, CUTTING—	
MAULS—Post—10-lb., \$1.50 each; 18-lb. \$1.75; 16-lb., \$2.25; 18-lb., \$2.50; 20-lb., \$2.75.		Krauter's—	
Ship or Top—30c lb.		5-inch	1.25
Wood Choppers'—Adze or Round Eye, 30c lb.		6-inch	1.50
MILLS—Cider —		7-inch	1.75
Junior	35.00	8-inch	2.00
Medium	40.00	Nettleton's—	
MOPS—Handled—		6-inch	1.45
Brown Daisy		8-inch	1.60
O-Oedar		10-inch	1.85
Cotton		12-inch	2.00
6	1.00	4	1.00
8	1.15	8	1.50
7BD	1.25	10B	1.25
9BD	1.50	11B	1.25
MOP STICKS—No. 2, 25c each; No. 7, 35c each; No. 18, 35c each; No. 70 or Janitor's, 75c each.		120	.80
MOWERS—		140	.90
Great American—		180	1.00
15-inch	18.50	220	1.25
17-inch	20.00		
19-inch	22.00		
Common—			
12-inch	8.50		
14-inch	9.00		
NAILS—Base per keg, \$5.75; 50 to 99 lbs. (one kind) add 75c per 100 lbs. to keg price.			
Small Lots: (Bright Fine, Blued Fine, Common, Casing, Finishing, Bright Box).			
2d and 3d	.09	1 to 9 lbs.	10 to 49 lbs.
4d to 60d	.08		
Special.	.07		
Plaster Board	12.50	1 to 9 lbs.	10 to 49 lbs.
Cement C Box	.10		
Galvanized Felt	.17		
Galvanized Boat	.18		
Roof (barbed)	.10		
Galvanized, 2 and 3	.14		
Galvanized, 4 to 20	.13		
Galvanizing: Add for 1-inch and smaller, \$8.25 100			

RETAIL SELLING PRICES—Continued.

OPENERS (OAN)—

No.	Each.	No.	Each.
4	.10	140	.15
16	.15	340	.30
100	.30		

OVENS, PORTABLE—Boss—

No.	Each.	No.	Each.
012	5.25	550	5.50
055	5.75	700	5.50
0200	5.25	750	6.50
450	5.50	755	6.75
Perfection—		17 G.	3.75
121 G.	5.75	122 G.	7.25
Pinney & Boyle—		33	3.25
18	8.00	37	3.75
17	8.50	37 G.	3.85

PACKING—Sheet Rubber—Standard, 80c lb.; Rainbow, 90c; Italian Hemp, Common, 45c; Square Flax, braided, 75c; Piston Spiral Steam, High Pressure, \$2.25; Steam or Water, Low Pressure, \$1.25.

PADS—Sweat—No. 63 N12, Red Edge, \$1.00; No. 146 A 12, Blue and White striped, \$1.75.

PADLOCKS—Corbin—

No.	Each.	No.	Each.
958	.25	1903	.60
2802 1/4	.35	9902	.85
2822 1/2	.50	9902 N C.	.75
2869	1.10	21090	1.00
2879	1.85	Yale—	
2880	2.10	223	.85
2881	2.65	225	1.00
2883	3.75	453 J	.40
Miller—		453 X	.40
1	1.75	563	1.65
016	.30	565	2.00
18	.35	585	1.85
18 B.	.35	635	1.75
19	.35	645 J.	.65
21	.50	808	2.00
75	.50	805	2.00
76	.85	805 1/2	2.25
78	1.00	813	2.25
96	.55	815	2.25
96C	.75	828	2.50
121	.55	838	2.75
5441	1.00	843	3.00
Slaymaker—		858	3.50
1902	.75	8454	2.75

PAINT SUNDRIES—

Alcohol—(Denatured)—	Gal.	Lard, No. 1.	1.80
1 gallon	1.35	Lin-O-Oil	.90
5 gallon	1.10	Nestsfoot No. 1.	2.40
Alum—		Neutral	.60
Pwd, less than 100		Paraffine	.70
lbs, lb.	.17	Paint, Dry Colors—	
Benzine—		Umbur	.11
New cans, casd, gal.	.48	Chrome Green, Med	.20
Old cans, uncasd, gal.	.80	Graphite	.06
Coal Tar—		Princess Metallic	.06
5-Gal.	.50	Sienna	.11
1-Gal.	.65	Venetian Red	.04 1/2
Cresote—		Yellow Ochre	.04
Gal.	.85	Painters' Petroleum—	
Distillate—		1-Gal.	.80
Light, gal.	.80	Paints, Ready Mixed—1st	
Glue—		grade, white—	
No. 2 Gelatine	.50	Gals.	.40
Chicago White	.50	1/2-gals.	.30
Kalsomine, White—		Quarts	1.25
Bbla, 280 lbs.	.08	Pints	.70
Kegs, 100 lbs.	.09	1/2-pints	.40
4 25-lb. pkgs. bulk	.09 1/2	1st Grade, Colors—	
25 lbs. bulk.	.09 1/2	Gals.	4.25
Less 25 lbs.	.10	1/2-gals.	2.25
100 lbs., 5-lb. pkgs.	.09 1/2	Quarts	1.20
Less 100 lbs. pkgs.	.10	Pints	.65
Lamp Black—Bear Brand—		1/2-pints	.35
1-S, lb. pkg.	.40	2d Grade, White or	
1/2-S	.25	Colors—	
1/4-S	.15	Gals.	2.90
Linseed Oil, Boiled—		1/2-gals.	1.60
5's	2.55	Quarts	.95
1's	2.70	Inside Floor—	
1/2's	1.45	Gals.	2.90
1/4's	.75	1/2-gals.	1.60
1/4's	.40	Quarts	.95
Raw Linseed Oil, 2c less		Porch—	
than price of boiled. Paint-		Gals.	4.25
ing contractors' price on		1/2-gals.	2.25
Linseed Oil, 5c above cost,		Quarts	1.20
according to quantity.		Plaster Paris—	
Oil—		Less sack, lb.	.2 1/2
Floor	.75	Putty, Bladder—	
Gloss	1.50	Less than 100 lbs.	.07
		Putty, Bulk—	Lb.
		1-lb. Cans	.11

2-lb. Cans	.10	100 lbs. 5-lb. pkgs.	.09 1/2
8-lb. Cans	.09 1/2	Less 100 lbs. 5-lb.	
5-lb. Cans	.09	pkgs.	.10
10-lb. Cans	.08 1/2	Turpentine—	
25-lb. Cans	.08	5's	Gal. 2.10
85-lb. Cans	.06	1's	Gal. 2.25

Rosin—		1/2's	Gal. 1.25
Lb.	.14	1/4's	Qt. .70
Tints, Kalsomine—		1/8's	Pt. .40
Barrels, 280 lbs.	.08 1/2		

Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.

PANS—Acme Frying—

No. 00, each	.30	No. 4, each	.50
No. 0, each	.80	No. 5, each	.60
No. 1, each	.85	No. 6, each	.75
No. 2, each	.40	No. 7, each	.85
No. 3, each	.45		

PAPER—ASBESTOS—1-16 and under, full roll, per lb., 18c; cut, per lb., 25c; over 1-16, full roll per lb., 14c, cut, per lb., 25c; Asbestos Millboard, 80c per lb.

BUILDING—

	P & B	Imitation P & B
No. 1—500	3.50	2.50
No. 1—1000	6.75	4.75
No. 2—500	4.75	4.00
No. 2—1000	9.25	2.50
No. 3—500	6.50	5.50
No. 3—1000	12.75	10.00
Red Resin—17-lb., \$1.20; 20-lb., \$1.35; 25-lb., \$1.65; 30-lb., \$2.00.		

Black Glazed—No. 1, 500 sq. ft. roll \$1.75; 1000 sq. ft. roll \$3.00; No. 2, 500 sq. ft. roll \$2.50; 1000 sq. ft. roll \$4.50; No. 3, 500 sq. ft. roll \$3.25; 1000 sq. ft. roll \$6.00.

FELT—Asphalt saturated, per lb. 4c; Deadening, per lb., 6c.

INSULATING—No. 8, per roll, \$2.00; No. 10, per roll, \$2.75.

ROOFING—(Per square)—

	1-Ply.	2-Ply.	3-Ply.
Astec Smooth	2.50	3.25	4.00
Astec Sanded	2.85	2.85	3.50
Cortez Sanded	2.00	2.50	3.10
Cronolite	2.60	2.85	4.00
Asbestos	4.50	4.75	5.00
Malthoid	3.25	4.00	5.00
Rubberoid	3.25	4.00	5.00
Pioneer—Flaxine	2.75	3.25	4.30
Pioneer—Sanded	2.50	3.00	3.50
Security Sanded	1.85	2.15	2.60
Standard	2.50	3.25	3.75

SAND AND EMERY—(Per quire of sheets)—

	0	1	1 1/2	2	2 1/2	3
Carborundum	.80	.95	1.10	1.30	1.50	1.75
B. & A.	.45	.50	.55	.60	.75	.85
Astec	.40	.45	.50	.60	.65	.70
Aloxite	.80	.85	.90	1.00	1.10	1.20

SHEATHING—Red or gray—20-lb., 95c per roll; 25-lb., \$1.15; 30-lb., \$1.35.

PEAVIES—

	Socket.	Maple. Hickory.	Socket.	Maple. Hickory.
2 1/4 x 4	3.15	4.15	2 3/4 x 4 1/2	3.85
2 3/4 x 4 1/2	3.25	4.25	2 3/4 x 5	4.00
2 3/4 x 4 3/4	3.50	4.50	2 3/4 x 5 1/2	4.25
2 3/4 x 5	3.60	4.50	3 x 5	4.25
2 3/4 x 5 1/2	3.75	4.60		5.25

PERCOLATORS, COFFEE—Universal—

No.	Each.	No.	Each.
44	4.50	1204	3.75
46	5.00	1206	4.00
48	5.50	1208	4.25
52	4.75	1210	5.00
54	5.00	1304	4.25
56	5.50	1306	4.50
58	6.00	1308	4.75
64	5.50	1310	5.00
66	6.00	1404	4.75
68	6.75	1406	5.00
614	7.25	1408	5.25
74	6.00	1410	5.50
76	6.50	1504	4.25
79	7.25	1506	4.50
714	7.75	1508	4.75
464	6.50	1510	5.25
466	6.50	1704	4.25
469	7.25	1706	4.50
474	6.50	1708	4.75
476	7.00	1710	5.25
479	7.75		

Percolator Tops, 10c each.

PICKS—Drifting, 3-lb. \$1.35 each; 4, \$1.50; 4 1/2, \$1.65; 5, \$1.75; 5 1/2, \$1.85; 6, \$2.00. Railroad—5-lb., \$1.50 each; 6, \$1.65; 6 1/2, \$1.65; 7-8, \$1.75. Contractors—8-9 lbs., \$2.25.

RETAIL SELLING PRICES—Continued.

PINS—Clothes—C—Common, 5c doz.; US—Spring, 15c; H—Hoyt's Spring, 10c.

PIPE— Size	Standard Black Cut Full		Galvanized Cut Full		Cutting and Threading	
	Length Pr. Ft.	Length Pr. 100	Length Pr. Ft.	Length Pr. 100	Cuts Each	Threads Each
1/4-inch.....	.06	5.25	.08	7.75	.03 1/4	.072
1/2-inch.....	.07	5.70	.09	8.50	.03 1/4	.072
3/4-inch.....	.07	5.70	.09	8.50	.03 1/4	.072
1-inch.....	.09	7.50	.11	10.00	.03 1/4	.072
1 1/4-inch.....	.11	9.75	.14	12.50	.03 1/4	.072
1 1/2-inch.....	.16	14.20	.20	18.75	.03 1/4	.072
2-inch.....	.22	19.20	.27	25.20	.04	.09 1/4
2 1/2-inch.....	.27	23.00	.35	30.00	.06	.12
3-inch.....	.35	30.80	.45	40.40	.08 1/4	.16 1/4

PIPE—Gas and Water (Black)—1/4 inch, 6c foot; 1/2 inch, 7c; 3/4 inch, 7c; 1 inch, 9c; 1 1/4 inch, 11c; 1 1/2 inch, 12c; 2 inch, 14c; 2 1/2 inch, 16c; 3 inch, 18c. Galvanized—1/4 inch, 8c foot; 1/2 inch, 9c; 3/4 inch, 9c; 1 inch, 11c; 1 1/4 inch, 14c; 1 1/2 inch, 16c; 2 inch, 18c; 2 1/2 inch, 20c; 3 inch, 22c.

PIPE, STOVE—Nested, full joints—Size, 3-inch, 55c joint; 4-inch, 80c; 5-inch, 80c; 6-inch, 85c; 7-inch, 40c; 8-inch, Japan, 85c; 4-inch, 40c; 5-inch, 45c. 3-inch Galvanized, 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. Half Joints—Size, 5-inch, 15c joint; 6-inch, 20c. Taper Joints—Size, 6-inch to 5-inch, 85c joint; 7-inch to 6-inch, 40c joint.

PIPE FITTINGS—Price, each.

	1/4 Gal.	3/8 Gal.	1/2 Gal.	3/4 Gal.
Bushings.....	.07	.15	.07	.15
Caps.....	.08	.10	.08	.10
Couplings.....	.06	.15	.10	.15
Couplings, R and L.....	.10	.15	.15	.20
Crosses.....	.15	.20	.15	.20
Elbows, 90 degrees.....	.10	.12	.12	.15
Elbows, 45 degrees.....	.05	.10	.08	.15
Elbows, street.....	.10	.12	.15	.20
Floor Flanges.....	...	...	...	...
Lock Nuts.....	.10	.15	.10	.15
Plugs.....	.10	...	.10	...
Reducers.....	.15	.15	.15	.20
Close Return Bends.....	...	.30	...	.40
Med. Return Bends.....	...	.30	...	.45
Open Return Bends.....	...	.30	...	.50
Tees.....	.15	.15	.20	.20
Unions.....	.25	.40	.30	.45

	1 Gal.	1 1/4 Gal.	1 1/2 Gal.	2 Gal.
Bushings.....	.10	.20	.15	.25
Caps.....	.20	.30	.30	.55
Couplings.....	.20	.40	.35	.55
Couplings, R and L.....	.30	.45	.40	.75
Crosses.....	.60	1.00	.70	1.15
Elbows, 90 degrees.....	.25	.40	.35	.60
Elbows, 45 degrees.....	.35	.45	.60	.75
Elbows, street.....	.30	.50	.45	.70
Floor Flanges.....	.50	...	.65	...
Lock Nuts.....	.25	.30	.30	.45
Plugs.....	.15	.20	...	.25
Reducers.....	.30	.45	.50	.65
Close Return Bends.....	.75	...	.95	...
Med. Return Bends.....	.80	...	1.05	...
Open Return Bends.....	.90	...	1.15	...
Tees.....	.80	.45	.45	.75
Unions.....	.45	.70	.65	.90

NIPPLES—Right Hand—

Up to:	1/4	3/8	1/2	3/4	1	1 1/4	1 1/2	2
2-inch black.....	.05	.10	.10	.10	.15	.20	.20	.20
2-inch galvanized.....	.10	.10	.15	.15	.20	.25	.30	.30
4-inch black.....	.10	.10	.15	.15	.20	.25	.35	.35
4-inch galvanized.....	.15	.15	.20	.25	.30	.40	.50	.50
5-inch black.....	.10	.15	.20	.15	.20	.30	.40	.40
5-inch galvanized.....	.20	.20	.25	.30	.35	.50	.60	.60
6-inch black.....	.15	.15	.20	.20	.20	.30	.40	.40
6-inch galvanized.....	.25	.20	.25	.35	.35	.50	.60	.60

PIPE FITTINGS (STOVE)—Caps, No. C 15, 50c each; C 16, 60c each.

Collars, No. 018, 014, 12 1/2 c; 25, 25 1/2, 36, 10c ea; 27, 15c ea. Cylinders, No. 54 (1508), 85c each; 64 (1608), \$1.05 each; 65 (1612), \$1.15 each; 75, \$1.25 each. Dampers, No. 3, 4, 15c each; 5, 6, 20c each; 7, 30c each. Elbows—No. 3 Corg., 20c each; 4, 25c; 5, 25c; 6, 30c; 7, 35c; 8 Adj. 4 Pc. 30c; 4, 35c; 5, 35c; 6, 40c; 3-inch Adj. Galv., 30c; 4-inch, 35c; 5-inch, 40c; 6-inch, 45c; No. 3 Corg. Jap., 30c; 4, 35c. Flue Stops, Nos. 1 and 36, 15c each; 2, 15c each; 30, 15c each; 40, 20c each. Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS—Automatic—Colts', 25 cal., \$16.50 each; 25 cal. nickel, \$18.50; 32 cal., \$20.85; 38 cal. pocket, \$29.70; 38 cal. military, \$25.00; 45 cal., \$25.80. Smith-Wesson, 35 cal., \$31.50; Savage, 32 cal., \$20.85; H. & R., 25 cal., \$15.40; 32 cal., \$19.25. Auto., 32 cal., \$24.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., \$1.35; 25-lb., \$2.50; 50-lb., \$4.50; 1/4-bbl., \$9.00; bbl., \$18.50.

PLANES—Block-Bailey—No. 9 1/4, \$2.50; 9 3/4, \$3.00; 15, \$2.75; 16, \$2.85; 17, \$3.00; 18, \$3.00; 19, \$3.25. Block, Stanley—No. 60, \$2.85; 60 1/4, \$2.60; 61, \$2.55; 65, \$3.50; 100, 65c; 101, 50c; 102, 90c; 103, \$1.25; 110, \$1.30; 120, \$1.85; 130, \$1.85; 131, \$3.00; 208, \$1.60; 220, \$1.85.

Iron, Bailey—No. 2, \$4.50; 3, \$4.75; 4, \$5.25; 4 1/4, \$6.00; 5, \$6.00; 5 1/4, \$6.75; 6, \$7.75; 7, \$8.75; 8, \$10.50. 2C, \$4.75; 3C, \$5.00; 4C, \$5.50; 4 1/4 C, \$6.50; 5 C, \$6.50; 5 1/4 C, \$7.25; 6 C, \$8.25; 7C, \$9.50; 8C, \$11.25.

Iron, Stanley—No. 602, \$5.00; 603, \$5.50; 604, \$6.00; 604 1/4, \$6.75; 605, \$6.75; 605 1/4, \$7.50; 606, \$8.75; 607, \$10.00; 608, \$11.75. 602C, \$5.50; 603C, \$5.75; 604C, \$6.25; 604 1/4 C, \$7.25; 605C, \$7.25; 605 1/4 C, \$8.00; 606C, \$9.25; 607C, \$10.50; 608C, \$12.50.

All Wood—Plain, No. 3W, \$1.10; 15W, \$1.25; 21W, \$2.25; 27W, \$2.50; 029W, \$2.65. Razee, No. 5W, \$2.25; 17W, \$1.50; 23W, \$2.65; 29W, \$3.00.

Wood Bottom, Bailey—No. 22, \$3.25 each; 23, \$3.35; 24, \$3.25; 26, \$3.65; 27, \$4.00; 28, \$4.85; 29, \$4.65; 30, \$5.00; 31, \$5.50; 32, \$5.00; 35, \$4.00; 36, \$5.00; 37, \$5.75; 38, \$5.00; 39, \$5.00; 40, \$5.00; 41, \$5.00; 42, \$5.00; 43, \$5.00; 44, \$5.00; 45, \$5.00; 46, \$5.00; 47, \$5.00; 48, \$5.00; 49, \$5.00; 50, \$5.00; 51, \$5.00; 52, \$5.00; 53, \$5.00; 54, \$5.00; 55, \$5.00; 56, \$5.00; 57, \$5.00; 58, \$5.00; 59, \$5.00; 60, \$5.00; 61, \$5.00; 62, \$5.00; 63, \$5.00; 64, \$5.00; 65, \$5.00; 66, \$5.00; 67, \$5.00; 68, \$5.00; 69, \$5.00; 70, \$5.00; 71, \$5.00; 72, \$5.00; 73, \$5.00; 74, \$5.00; 75, \$5.00; 76, \$5.00; 77, \$5.00; 78, \$5.00; 79, \$5.00; 80, \$5.00; 81, \$5.00; 82, \$5.00; 83, \$5.00; 84, \$5.00; 85, \$5.00; 86, \$5.00; 87, \$5.00; 88, \$5.00; 89, \$5.00; 90, \$5.00; 91, \$5.00; 92, \$5.00; 93, \$5.00; 94, \$5.00; 95, \$5.00; 96, \$5.00; 97, \$5.00; 98, \$5.00; 99, \$5.00; 100, \$5.00; 101, \$5.00; 102, \$5.00; 103, \$5.00; 104, \$5.00; 105, \$5.00; 106, \$5.00; 107, \$5.00; 108, \$5.00; 109, \$5.00; 110, \$5.00; 111, \$5.00; 112, \$5.00; 113, \$5.00; 114, \$5.00; 115, \$5.00; 116, \$5.00; 117, \$5.00; 118, \$5.00; 119, \$5.00; 120, \$5.00; 121, \$5.00; 122, \$5.00; 123, \$5.00; 124, \$5.00; 125, \$5.00; 126, \$5.00; 127, \$5.00; 128, \$5.00; 129, \$5.00; 130, \$5.00; 131, \$5.00; 132, \$5.00; 133, \$5.00; 134, \$5.00; 135, \$5.00; 136, \$5.00; 137, \$5.00; 138, \$5.00; 139, \$5.00; 140, \$5.00; 141, \$5.00; 142, \$5.00; 143, \$5.00; 144, \$5.00; 145, \$5.00; 146, \$5.00; 147, \$5.00; 148, \$5.00; 149, \$5.00; 150, \$5.00; 151, \$5.00; 152, \$5.00; 153, \$5.00; 154, \$5.00; 155, \$5.00; 156, \$5.00; 157, \$5.00; 158, \$5.00; 159, \$5.00; 160, \$5.00; 161, \$5.00; 162, \$5.00; 163, \$5.00; 164, \$5.00; 165, \$5.00; 166, \$5.00; 167, \$5.00; 168, \$5.00; 169, \$5.00; 170, \$5.00; 171, \$5.00; 172, \$5.00; 173, \$5.00; 174, \$5.00; 175, \$5.00; 176, \$5.00; 177, \$5.00; 178, \$5.00; 179, \$5.00; 180, \$5.00; 181, \$5.00; 182, \$5.00; 183, \$5.00; 184, \$5.00; 185, \$5.00; 186, \$5.00; 187, \$5.00; 188, \$5.00; 189, \$5.00; 190, \$5.00; 191, \$5.00; 192, \$5.00; 193, \$5.00; 194, \$5.00; 195, \$5.00; 196, \$5.00; 197, \$5.00; 198, \$5.00; 199, \$5.00; 200, \$5.00; 201, \$5.00; 202, \$5.00; 203, \$5.00; 204, \$5.00; 205, \$5.00; 206, \$5.00; 207, \$5.00; 208, \$5.00; 209, \$5.00; 210, \$5.00; 211, \$5.00; 212, \$5.00; 213, \$5.00; 214, \$5.00; 215, \$5.00; 216, \$5.00; 217, \$5.00; 218, \$5.00; 219, \$5.00; 220, \$5.00; 221, \$5.00; 222, \$5.00; 223, \$5.00; 224, \$5.00; 225, \$5.00; 226, \$5.00; 227, \$5.00; 228, \$5.00; 229, \$5.00; 230, \$5.00; 231, \$5.00; 232, \$5.00; 233, \$5.00; 234, \$5.00; 235, \$5.00; 236, \$5.00; 237, \$5.00; 238, \$5.00; 239, \$5.00; 240, \$5.00; 241, \$5.00; 242, \$5.00; 243, \$5.00; 244, \$5.00; 245, \$5.00; 246, \$5.00; 247, \$5.00; 248, \$5.00; 249, \$5.00; 250, \$5.00; 251, \$5.00; 252, \$5.00; 253, \$5.00; 254, \$5.00; 255, \$5.00; 256, \$5.00; 257, \$5.00; 258, \$5.00; 259, \$5.00; 260, \$5.00; 261, \$5.00; 262, \$5.00; 263, \$5.00; 264, \$5.00; 265, \$5.00; 266, \$5.00; 267, \$5.00; 268, \$5.00; 269, \$5.00; 270, \$5.00; 271, \$5.00; 272, \$5.00; 273, \$5.00; 274, \$5.00; 275, \$5.00; 276, \$5.00; 277, \$5.00; 278, \$5.00; 279, \$5.00; 280, \$5.00; 281, \$5.00; 282, \$5.00; 283, \$5.00; 284, \$5.00; 285, \$5.00; 286, \$5.00; 287, \$5.00; 288, \$5.00; 289, \$5.00; 290, \$5.00; 291, \$5.00; 292, \$5.00; 293, \$5.00; 294, \$5.00; 295, \$5.00; 296, \$5.00; 297, \$5.00; 298, \$5.00; 299, \$5.00; 300, \$5.00; 301, \$5.00; 302, \$5.00; 303, \$5.00; 304, \$5.00; 305, \$5.00; 306, \$5.00; 307, \$5.00; 308, \$5.00; 309, \$5.00; 310, \$5.00; 311, \$5.00; 312, \$5.00; 313, \$5.00; 314, \$5.00; 315, \$5.00; 316, \$5.00; 317, \$5.00; 318, \$5.00; 319, \$5.00; 320, \$5.00; 321, \$5.00; 322, \$5.00; 323, \$5.00; 324, \$5.00; 325, \$5.00; 326, \$5.00; 327, \$5.00; 328, \$5.00; 329, \$5.00; 330, \$5.00; 331, \$5.00; 332, \$5.00; 333, \$5.00; 334, \$5.00; 335, \$5.00; 336, \$5.00; 337, \$5.00; 338, \$5.00; 339, \$5.00; 340, \$5.00; 341, \$5.00; 342, \$5.00; 343, \$5.00; 344, \$5.00; 345, \$5.00; 346, \$5.00; 347, \$5.00; 348, \$5.00; 349, \$5.00; 350, \$5.00; 351, \$5.00; 352, \$5.00; 353, \$5.00; 354, \$5.00; 355, \$5.00; 356, \$5.00; 357, \$5.00; 358, \$5.00; 359, \$5.00; 360, \$5.00; 361, \$5.00; 362, \$5.00; 363, \$5.00; 364, \$5.00; 365, \$5.00; 366, \$5.00; 367, \$5.00; 368, \$5.00; 369, \$5.00; 370, \$5.00; 371, \$5.00; 372, \$5.00; 373, \$5.00; 374, \$5.00; 375, \$5.00; 376, \$5.00; 377, \$5.00; 378, \$5.00; 379, \$5.00; 380, \$5.00; 381, \$5.00; 382, \$5.00; 383, \$5.00; 384, \$5.00; 385, \$5.00; 386, \$5.00; 387, \$5.00; 388, \$5.00; 389, \$5.00; 390, \$5.00; 391, \$5.00; 392, \$5.00; 393, \$5.00; 394, \$5.00; 395, \$5.00; 396, \$5.00; 397, \$5.00; 398, \$5.00; 399, \$5.00; 400, \$5.00; 401, \$5.00; 402, \$5.00; 403, \$5.00; 404, \$5.00; 405, \$5.00; 406, \$5.00; 407, \$5.00; 408, \$5.00; 409, \$5.00; 410, \$5.00; 411, \$5.00; 412, \$5.00; 413, \$5.00; 414, \$5.00; 415, \$5.00; 416, \$5.00; 417, \$5.00; 418, \$5.00; 419, \$5.00; 420, \$5.00; 421, \$5.00; 422, \$5.00; 423, \$5.00; 424, \$5.00; 425, \$5.00; 426, \$5.00; 427, \$5.00; 428, \$5.00; 429, \$5.00; 430, \$5.00; 431, \$5.00; 432, \$5.00; 433, \$5.00; 434, \$5.00; 435, \$5.00; 436, \$5.00; 437, \$5.00; 438, \$5.00; 439, \$5.00; 440, \$5.00; 441, \$5.00; 442, \$5.00; 443, \$5.00; 444, \$5.00; 445, \$5.00; 446, \$5.00; 447, \$5.00; 448, \$5.00; 449, \$5.00; 450, \$5.00; 451, \$5.00; 452, \$5.00; 453, \$5.00; 454, \$5.00; 455, \$5.00; 456, \$5.00; 457, \$5.00; 458, \$5.00; 459, \$5.00; 460, \$5.00; 461, \$5.00; 462, \$5.00; 463, \$5.00; 464, \$5.00; 465, \$5.00; 466, \$5.00; 467, \$5.00; 468, \$5.00; 469, \$5.00; 470, \$5.00; 471, \$5.00; 472, \$5.00; 473, \$5.00; 474, \$5.00; 475, \$5.00; 476, \$5.00; 477, \$5.00; 478, \$5.00; 479, \$5.00; 480, \$5.00; 481, \$5.00; 482, \$5.00; 483, \$5.00; 484, \$5.00; 485, \$5.00; 486, \$5.00; 487, \$5.00; 488, \$5.00; 489, \$5.00; 490, \$5.00; 491, \$5.00; 492, \$5.00; 493, \$5.00; 494, \$5.00; 495, \$5.00; 496, \$5.00; 497, \$5.00; 498, \$5.00; 499, \$5.00; 500, \$5.00; 501, \$5.00; 502, \$5.00; 503, \$5.00; 504, \$5.00; 505, \$5.00; 506, \$5.00; 507, \$5.00; 508, \$5.00; 509, \$5.00; 510, \$5.00; 511, \$5.00; 512, \$5.00; 513, \$5.00; 514, \$5.00; 515, \$5.00; 516, \$5.00; 517, \$5.00; 518, \$5.00; 519, \$5.00; 520, \$5.00; 521, \$5.00; 522, \$5.00; 523, \$5.00; 524, \$5.00; 525, \$5.00; 526, \$5.00; 527, \$5.00; 528, \$5.00; 529, \$5.00; 530, \$5.00; 531, \$5.00; 532, \$5.00; 533, \$5.00; 534, \$5.00; 535, \$5.00; 536, \$5.00; 537, \$5.00; 538, \$5.00; 539, \$5.00; 540, \$5.00; 541, \$5.00; 542, \$5.00; 543, \$5.00; 544, \$5.00; 545, \$5.00; 546, \$5.00; 547, \$5.00; 548, \$5.00; 549, \$5.00; 550, \$5.00; 551, \$5.00; 552, \$5.00; 553, \$5.00; 554, \$5.00; 555, \$5.00; 556, \$5.00; 557, \$5.00; 558, \$5.00; 559, \$5.00; 560, \$5.00; 561, \$5.00; 562, \$5.00; 563, \$5.00; 564, \$5.00; 565, \$5.00; 566, \$5.00; 567, \$5.00; 568, \$5.00; 569, \$5.00; 570, \$5.00; 571, \$5.00; 572, \$5.00; 573, \$5.00; 574, \$5.00; 575, \$5.00; 576, \$5.00; 577, \$5.00; 578, \$5.00; 579, \$5.00; 580, \$5.00; 581, \$5.00; 582, \$5.00; 583, \$5.00; 584, \$5.00; 585, \$5.00; 586, \$5.00; 587, \$5.00; 588, \$5.00; 589, \$5.00; 590, \$5.00; 591, \$5.00; 592, \$5.00; 593, \$5.00; 594, \$5.00; 595, \$5.00; 596, \$5.00; 597, \$5.00; 598, \$5.00; 599, \$5.00; 600, \$5.00; 601, \$5.00; 602, \$5.00; 603, \$5.00; 604, \$5.00; 605, \$5.00; 606, \$5.00; 607, \$5.00; 608, \$5.00; 609, \$5.00; 610, \$5.00; 611, \$5.00; 612, \$5.00; 613, \$5.00; 614, \$5.00; 615, \$5.00; 616, \$5.00; 617, \$5.00; 618, \$5.00; 619, \$5.00; 620, \$5.00; 621, \$5.00; 622, \$5.00; 623, \$5.00; 624, \$5.00; 625, \$5.00; 626, \$5.00; 627, \$5.00; 628, \$5.00; 629, \$5.00; 630, \$5.00; 631, \$5.00; 632, \$5.00; 633, \$5.00; 634, \$5.00; 635, \$5.00; 636, \$5.00; 637, \$5.00; 638, \$5.00; 639, \$5.00; 640, \$5.00; 641, \$5.00; 642, \$5.00; 643, \$5.00; 644, \$5.00; 645, \$5.00; 646, \$5.00; 647,

RETAIL SELLING PRICES—Continued.

PULLERS—Nail—Rex, \$2.00 each; Rex Jr., \$1.75; Red Devil, \$2.75; Morrill's, \$2.75; Little Giant, \$2.75.

PULLEYS—Brass Screw, No. 850, 1/4 inch, 10c each; 1/2, 10c; 3/4, 10c; 1, 15c; 1 1/2, 25c; 2, 40c. No. 870, 1/4 inch, 80c each; 1, 45c each.

Brass side, No. 1150, 1/4 inch, 20c each; 1/2, 20c each. No. 1170, 1/4 inch, 80c each; 1/2, 85c each.

Brass Upright, No. 500, 25c each.

Clothes Line, No. 610, 2 1/2 inch, 20c; 660, 15c; 670, 15c; 1610, 2 1/2 inch, 25c; 1660, 20c; 1670, 25c; 6850 G, 85c; 6500, 55c.

Hay Fork, No. 1267, 60c each; 692, 60c; 796, 75c; 46, 90c; 1651, \$2.00.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, 95c; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, \$3.75; 2, \$4.25; 3, \$4.80; 4, \$5.50.

Putty—Per lb., 10c.

RAIL (HOUSE DOOR)—Prouty

No. 5foot, \$.16

Richards-Wilcox

9foot, \$.12 16,019foot, \$.45
182, 018255 15010

RASPS—Flat Wood, 8-inch, 60c each; 10, 80c; 12, \$1.05; 14, \$1.45; 16, \$1.85. Half Round Wood, 8, 65c; 10, 85c; 12, \$1.15; 14, \$1.50; 16, \$2. Half Round Oak, 8, 80c; 10, \$1.05; 12, \$1.40; 14, \$1.80. Horse, Hellers Plain, 12, 65c; 14, 80c; 16, \$1.05. Horse, Hellers Flanged, 14, \$1.05; 16, \$1.50.

RAZORS (SAFETY)—

Eveready

No. 700, each\$1.00 No. 706 B, Blades, Pkg.... .40
2, each 3.00

Gem

800, each 1.00 800 B, Blades, Pkg.... .50
Enders

900, each 1.00 900 B, Blades, Pkg.... .35
Durham Domino

1000, each 1.00 1000 B, Blades, Pkg.. .50
Gillette

00, each 7.50 480, each 5.00
460, each 5.00 500, each 5.00

460 B, each 5.00 500 B, each 6.00
470, each 5.00 501, each 5.00

501 B, each 6.00 6 X B Blades, pkg. .50
12 X B Blades, pkg 1.00

Auto Strop

1, set 5.00 2541, set 5.00
15, set 6.00 600 B Blades, pkg. 1.00

25, set 6.50 600 1/2 B Blades, pkg. .50
251, set 5.00

REELS—Hose: No. 1 Wire, \$1.25 each; No. 60, Wood, \$2.25.

REGISTERS—

Jap 6x8 1.80 White 6x8 2.15
Jap 8x10 1.90 White 8x10 2.80
Jap 10x12 2.75 White 10x12 3.20
Jap 10x14 3.65 White 10x14 4.20
Jap 12x14 5.00 White 12x14 5.75

REGISTER FACES—

Jap 6x8 1.15 White 6x8 1.50
Jap 8x10 1.25 White 8x10 1.70
Jap 10x12 2.00 White 10x12 2.55
Jap 10x14 2.55 White 10x14 3.80
Jap 12x14 3.25 White 12x14 4.20

REVOLVERS—

Colts, Model Each.
Police Positive 84.00
Police Positive Special 85.50
Police Positive Target 86.00
Army Special 88.00
New Service 89.00
Single Action 86.75
Harrington & Richardson
208, 223 10.50
203 B, 223B 11.00
204, 224 10.75
204 B, 224 B 11.25
263, 278 11.50
263 B, 273 B 12.00
264, 274 12.00
264 B, 274 B 12.50
Iver Johnson—
300, 303, 323 16.50
300 B, 303 B 16.75
304 16.75

304 B 17.25
323 B 17.00
324 17.00
324 B 17.25
343, 353 17.75
343 B, 353 B 18.00
344, 354 18.00
344 B, 354 B 18.50
364 B 19.25
365 B 19.50

Smith & Wesson—

1905 Military, Police.. \$4.50
Regulation Police \$2.50
1903 Hand Ejector... 80.50
88 S. & W. Perfected 80.50
1908 Military 85.00
1911 Target 85.00
New Departure 88... 80.50

RIFLES—No. and Model—

Daisy Air— Each
25 \$4.00
40 4.00
8 2.75
80 2.50
11 1.50
12 1.85
King Air—
4 2.25
5 2.65
21 1.35
22 1.50
Marlin—
20 TD—Octagon Brl.. 18.50
27 TD—Round Brl... 21.80
TD—Octagon Barrel. 24.55
29 TD—Round Brl... 15.60
1897 TD—Round Brl. 22.75
TD—Octagon Barrel. 24.80
Remington—
4 TD—Octagon Brl.. 11.75
6 TD—Round Brl... 8.10
8 A TD Round Brl... 48.15
12 TD—Round Brl... 19.40

TD—Octagon Brl.... 21.50
14 A TD—Standard... \$4.90
TD—Carbine \$4.80
16 A TD—Standard.. \$4.80

Savage—

1899 250-3000..... 61.50
1899 TD, Feath'wt.. 56.50
1899 SF 46.00
1904 TD, Single shot 9.75
1914 TD, Hammerless 28.50

Stevens—

Little Scout 5.75
Crack Shot 7.25
Marksman 9.50
Favorite 11.00
70 TD, 22 17.25
1919, 22 23.50
Winchester—
1886 SF—Round Brl. 44.50

TD—Round Brl 56.75
1890 TD—Oct. Fancy 58.75
TD—Oct. Plain. 27.75
1893 SF—Round Brl. 81.50
SF—Oct. Brl... 83.50
SF—Carbine 28.50
TD—Oct. Brl... 45.75
1894 SF—Round Brl. 34.00
SF—Oct. Brl... 36.50
SF—Carbine 31.50
TD—Oct. Brl... 48.75

1895 SF 47.00
1895—Govt. Model.. 50.50
1895 TD 59.25
1902 TD 8.25
1903 TD—Plain 39.50
TD—Fancy 69.00
1904—TD 10.00
1906 TD 24.25
1907 TD 52.00

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 9S 10c box.

Copper—With Burrs—

Size.	1/2 Lbs.	Lbs.	Size.	1/2 Lbs.	Lbs.
7—St'r Lgths	.50	.75	7—Asst.....	.45	.80
8 "	.50	.80	8 "	.45	.80
9 "	.50	.80	9 "	.50	.85
10 "	.50	.85	10 "	.50	.90
12 "	.50	.90	12 "	.50	.95

Copper Iron, with Burrs—08 Asst., 25c 1/2-lb. box; 010, 80c.

RIVETS—Tinnern—Black, all sizes (in kegs), 20c lb. Tinned. 3, 3 1/2 (in kegs), 30c lb.; 4, 5, 30c; 6, 7, 8, 35c; 10, 35c.

ROOFING—(See Paper)—

ROPE—Cotton, Thread—3-16, \$1.00; 1/4 to 5-16, \$1.00 lb.; 3/4 to 1, \$1.00; 1 1/2 to 1, \$1.10.

Manila—Base, 35c lb.

Sisal—Base, 80c lb.

RULES, Boxwood—Lufkin Stanley—No. 171 (36), 50c each; No. 372 (36 1/2), 70c; 378 (3), \$1.15; 386 (32), 75c; 888 (32 1/2), \$1.10; 465 (69), 20c; 488 (57), 65c; 651 (68), 25c; 702 (18), 45c; 751 (61), 35c; 752 (70), 45c; 782 B (7), \$1.20; 771 (84), 70c; 780 (62 1/2), 85c; 781 (62), 85c; 861 A (53 1/2), 85c; 871 (52), 80c; 881 (54), 90c; 981 (66 1/2), 65c; 8851 Y (66), 65c; 8861 (66 1/2), 75c; 8881 (66 1/2), \$1.65.

Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith, 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00.

RULES, ZIG ZAG—Lufkin—Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04), 55c; 8515 (05), 65c; 8516 (06), 75c; 8518 (08), \$1.00; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8613 (103), 45c; 8615 (105), 70c; 8616 (106), 85c; 8624 (854 F), 60c; 8626 (856 F), 85c.

Aluminoid, Zig Zag—4 ft., \$1.75; 5 ft., \$2.00; 6 ft., \$2.25.

SAWS—One Man—Cross-cut—

	Disston	Chinook	Chinook
3 ft.	4.00	5 1/2 ft.	7.70
3 1/2 ft.	4.60	6 ft.	8.65
4 ft.	5.25	6 1/2 ft.	10.75
4 1/2 ft.	5.75	7 ft.	10.90
5 ft.	6.50	7 1/2 ft.	12.00

Simonds Falling same price as Royal Chinook Cross Cut.

SAWS—Hand—

	No. 7 Disston
12 Disston or 69 Atkins.	2.50
20 inch	2.65
22 inch	2.85
24 inch	3.10
26 inch	3.20
30 inch	3.75

	No. 120 Disston
D8 Disston, or 51 Atkins	5.75
18 inch	6.00
20 inch	6.00
22 inch	6.00
24 inch	6.00
26 inch	6.00
28 inch	6.00
30 inch	6.00

	No. 112 Disston
24 inch	4.15
26 inch	4.50
28 inch	4.50
30 inch	4.50

	D100 or D20 Disston
26 inch	4.00
28 inch	4.40

Simonds Hand and Cross-cut Saws—Prices on Application.

SAWS—Miscellaneous—

	Back	Compass No. 2	
12-inch	2.65	12-inch	.75
14-inch	3.00	14-inch	.80
16-inch	3.85	16-inch	.85
22-inch	4.00		
24-inch	4.25		
26-inch	4.75		
28-inch	5.50		
		Kitchen No. 3	
		12-inch	.65
		14-inch	.70
		16-inch	.75
		Mitre	
		10-inch	.70
		24-inch	4.25
		26-inch	4.75
		28-inch	5.50

RETAIL SELLING PRICES—Continued.

SAWS—MISCELLANEOUS—Continued—

Nest, Complete		No. 50 California, 14-in.	
No. 3	2.00	No. 51 California, 12-in.	1.50
Pruning		No. 51 California, 14-in.	
No. 50 California, 12-in.	1.00	Diaston No. 9, 14-in.	2.25
		Diaston, No. 10, 14-in.	2.50
Buck—			
Com Sgl Brace V tooth	1.85		
Com Dbbl Brace Tuttle tooth	2.35		
Com Dbbl Brace V tooth	2.00		
No. 150 Special	1.50		

SAW CLAMPS—No. 3, \$1.75; No. 0, \$1.00; Perfection, \$1.25; No. 1W, \$1.75; No. 3 W, \$2.25; No. 2W, \$2.50; No. 11, with Guide, \$3.25; Bishop's No. 750, 85c; Stearns' No. 105, \$2.75; No. 200, \$1.75; N83, \$2.25; No. 3, Diaston, \$4.50.

SAW SETS—

		X Cut—	
201 G. & P.	1.05	Morrill No. 3	1.35
Spec. Morrill	2.00	Baker No. 3	2.35
105 Morrill	.60	Colonial	1.35
1 Morrill	1.60	7 Taintor	1.75
10	1.10	28 Triumph	1.65
77	.95	Hammer	.85
		Lever	.25

SAW TOOLS—

Clipper Outfit	.80	Morin No. 2 1/4	4.60
Morin Raker Gauge		Morin No. 3	2.00
No. 1	1.50	Setting Tool Diaston	
No. 6	2.25	No. 100	.80
No. 9	2.50	No. 4 Setting Blocks	
Atkins Raker Swage	.40	No. 4 Blocks, Morin	2.00
5-M Tooth Gauge	.25	Swages No. 0 Diast.	4.75
Jointers Pikes Perf.	.75	Swages, Whitings	1.00
Jointers No. 7 Sterns	.70	Atkins, Rex	1.00
Morin No. 2	4.00	Atkins, Excelsior	.85

SCALES—Family, No. 11021, \$3.50 each; 1102, \$3.00 each; Peddlers, No. 101, \$4.50 each; 103, \$4.75 each; 115, \$5.00 each; 485E, \$5.25 each.

Spring Balance, No. 50, 80c each; 51, 55c; 87, \$5.50; 202, \$6.00.

SCISSORS—Cast, No. 10, 50c each; No. 44, 7 1/4 inch, 50c; 8 1/4 inch, 55c; No. 240, 4 inch, 25c; 4 1/4 inch, 30c; No. 255, 4 inch, 30c; 4 1/4 inch, 35c; 5 inch, 35c; 5 1/2 inch, 40c; 6 inch, 45c; No. 820, 70c; No. 850, 65c.

Wiss, No. 4 B H, \$1.85 each; 5 B H, \$1.45; 5 1/4, \$1.05; 5 1/2, \$1.10; 5 3/4, \$1.15; 5 1/2, \$1.20; 5 3/4, \$1.30; 5 1/2, \$1.40; 154 1/2, \$1.25; 155, \$1.80; 155 1/2, \$1.85; 156, \$1.40; 156 1/2, \$1.50; 157, \$1.60; 364, \$1.85; 364 1/2, \$1.40; 365, \$1.45; 366, \$1.60; 463, \$1.20; 463 1/2, \$1.25; 464, \$1.30; 573, \$1.60; 573 1/2, \$1.80; 574 1/2, \$2.00; 663, \$1.60; 663 1/2, \$1.80; 664, \$2.00; 763, \$1.15; 763 1/2, \$1.20; 764, \$1.25; 764 1/2, \$1.30; 765, \$1.35; 765 1/2, \$1.40; 766, \$1.55; 773, \$1.25; 773 1/2, \$1.30; 774, \$1.35; 814, \$1.35; 814 1/2, \$1.40; 815, \$1.45; 815 1/2, \$1.50; 816, \$1.60.

SCOOPS—Common Hollow Back—No. 2, \$2.00 each; 3, \$2.00; 4, \$2.15; 5, \$2.25; 6, \$2.40; 7, \$2.50; 8, \$2.60; 9, \$2.75; 10, \$2.90; 12, \$3.00; Potato, No. 1, \$2.00.

SCREWS—Cap and Set—

Machine—Brass, Flat or Round Head—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Size.	1-in.	1 1/2-in.	2-in.	2 1/2-in.	3-in.
2	.20	.25	.30	.35	.40
4	.25	.30	.35	.40	.45
6	.30	.35	.40	.45	.50
8	.35	.40	.45	.50	.55
10	.40	.45	.50	.55	.60
12	.45	.50	.55	.60	.65
14	.50	.55	.60	.65	.70
16	.55	.60	.65	.70	.75
18	.60	.65	.70	.75	.80
20	.65	.70	.75	.80	.85
Size.	1 1/2-in.	2-in.	2 1/2-in.	3-in.	3 1/2-in.
4	.55	.65	.75	.85	.95
6	.65	.75	.85	.95	1.05
8	.75	.85	.95	1.05	1.15
10	.85	.95	1.05	1.15	1.25
12	.95	1.05	1.15	1.25	1.35
14	1.05	1.15	1.25	1.35	1.45
16	1.15	1.25	1.35	1.45	1.55
18	1.25	1.35	1.45	1.55	1.65
20	1.35	1.45	1.55	1.65	1.75

Iron, Flat or Round Head—

Size.	1-in.	1 1/2-in.	2-in.	2 1/2-in.	3-in.
2	.15	.15	.15	.20	.25
4	.15	.15	.15	.20	.25
6	.15	.20	.20	.25	.30
8	.20	.20	.25	.25	.35
10	.30	.30	.35	.35	.40
12	.35	.35	.40	.40	.45
14	.40	.45	.45	.50	.60
16	.50	.55	.60	.60	.65
18	.65	.70	.75	.80	.90
20	.85	.90	.95	1.00	1.10

Size	1 1/2-in.	1 3/4-in.	1 7/8-in.	2-in.
4	.25	.30	.40	.45
6	.30	.35	.45	.55
8	.35	.40	.50	.60
10	.50	.60	.65	.75
12	.55	.65	.70	.80
14	.65	.75	.85	1.00
16	.80	.95	1.15	1.30
18	1.10	1.25	1.40	1.60
20	1.25	1.45	1.60	1.80

Cap Screws—

Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.

U. S. S. Thread, Iron—

Lgth (ins)	1/4-in.	5-16-in.	3/8-in.	7-16-in.	1/2-in.
1/2	.30	.35	.40	.45	.60
3/4	.30	.35	.40	.45	.60
1	.35	.35	.40	.50	.60
1 1/4	.35	.40	.45	.55	.65
1 1/2	.40	.40	.45	.60	.70
1 3/4	.40	.45	.50	.60	.75
2	.45	.50	.55	.65	.85
2 1/4	.50	.55	.55	.70	.90
2 1/2	.55	.60	.60	.75	.95
3	.65	.70	.75	.85	1.05
3 1/2					1.25
4					1.40

Lgth (ins)	1/4-in.	3/8-in.	1/2-in.	1-in.
1	.95	1.30	1.90	...
1 1/4	.95	1.35	1.90	...
1 1/2	1.00	1.40	1.90	...
1 3/4	1.10	1.50	2.00	2.80
2	1.15	1.60	2.15	2.55
2 1/4	1.25	1.70	2.30	2.75
2 1/2	1.40	1.80	2.40	3.00
3	1.55	2.10	2.70	3.50
3 1/2	1.75	2.40	3.00	3.95
4	2.00	2.75	3.40	4.35

S. A. E. Thread, Steel—

Lgth (ins)	1/4-in.	5-16-in.	3/8-in.	7-16-in.	1/2-in.
1/2	.35	.40	.45	.65	.70
3/4	.35	.45	.50	.65	.75
1	.40	.45	.50	.70	.75
1 1/4	.45	.50	.55	.75	.80
1 1/2	.45	.55	.60	.85	.90
1 3/4	.50	.60	.65	.95	1.05
2	.60	.65	.70	1.00	1.15
2 1/4	.65	.75	.75	1.10	1.20
2 1/2	.75	.80	.85	1.15	1.30
3	.80	.85	.90	1.20	1.35
3 1/2	.90	.95	1.10	1.40	1.55
4	1.00	1.10	1.25	1.60	1.75

Lgth (ins.)	9-16-in.	1/2-in.	3/4-in.
1/2	1.20	...	...
3/4	1.20	...	...
1	1.20	...	...
1 1/4	1.20	...	...
1 1/2	1.30	1.50	2.50
1 3/4	1.40	1.60	2.50
2	1.50	1.75	2.65
2 1/4	1.60	1.85	2.85
2 1/2	1.75	1.95	3.00
2 3/4	1.85	2.15	3.15
3	1.95	2.30	3.35
3 1/2	2.20	2.60	3.60
4	2.55	3.00	4.25

Set Screws—

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

Square Head, V or U. S. S. Thread—

Lgth (ins)	¼-in.	5-16-in.	¾-in.	7-16-in.	½-in.
1/2	.15	.20	.20	.80	.80
3/4	.20	.20	.25	.80	.85
1	.20	.25	.25	.80	.85
1 1/4	.20	.25	.25	.85	.40
1 1/2	.25	.25	.30	.40	.45
1 3/4	.25	.30	.35	.45	.55
2	.30	.35	.40	.50	.60
2 1/4	...	.40	.45	.55	.65
2 1/2	...	.45	.50	.65	.75
3	...	...	...	...	.85
Lgth (ins)	¾-in	1-in.	1 1/4-in.	1 1/2-in.	1 3/4-in.
1	.55	...	...	...	...
1 1/4	.65	1.05	1.50	...	...
1 1/2	.70	1.15	1.60	...	2.10
1 3/4	.75	1.25	1.70	...	2.80
2	.85	1.30	1.85	...	2.50
2 1/4	.90	1.40	2.00	...	2.70
2 1/2	1.00	1.50	2.15	...	2.90
3	1.15	1.70	2.45	...	3.25
3 1/2	1.30	1.85	2.75	...	3.65
4	1.50	2.10	3.00	...	4.00

Woodscrews—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Brass, Flat or Round Head—

RETAIL SELLING PRICES—Continued.

WOOD SCREWS—Continued—

Size.	1/4-in.	3/8-in.	1/2-in.	5/8-in.	3/4-in.	1-in.	1 1/4-in.
0.....	.60	.60	.65	...	...	...	...
1.....	.60	.60	.65	...	...	...	...
2.....	.60	.65	.65	...	...	...	...
3.....	.65	.70	.70	.75	.85	1.05	1.15
4.....	.70	.75	.75	.80	.85	1.10	1.20
5.....	.75	.80	.85	.90	1.00	1.15	1.20
6.....	...	.85	.90	1.00	1.10	1.15	1.25
7.....	...	.95	1.00	1.10	1.25	1.85	1.50
8.....	...	1.05	1.15	1.30	1.40	1.55	1.70
9.....	...	...	...	1.50	1.60	1.75	1.95
10.....	...	...	...	1.70	1.85	2.05	2.20
11.....	...	...	...	1.85	2.10	2.35	2.55
12.....	...	...	...	...	2.35	2.60	2.85
13.....	...	...	...	...	...	...	3.20
14.....	...	...	...	...	...	...	3.55
15.....	...	...	...	...	...	...	3.90
16.....	...	...	...	...	...	...	4.65
Size.	1 1/4-in.	1 1/2-in.	1 3/4-in.	2-in.	2 1/4-in.	2 1/2-in.	3-in.
6.....	1.65	...	...	...	...	...	...
7.....	1.70	2.25	2.80	3.65	...	...	...
8.....	2.00	2.80	2.90	3.70	...	...	...
9.....	2.25	2.55	2.95	3.75	...	6.60	...
10.....	2.45	3.00	3.30	3.80	4.95	6.65	...
11.....	2.90	3.25	3.75	4.30	5.10	6.70	9.70
12.....	3.25	3.75	4.25	4.80	5.55	6.75	9.80
13.....	3.75	4.15	4.70	5.30	6.25	6.90	9.90
14.....	4.10	4.65	5.15	5.90	6.85	7.50	10.00
15.....	4.60	5.35	6.05	6.85	7.50	8.80	10.25
16.....	5.05	5.85	6.65	7.50	8.35	...	...
17.....	...	6.40	...	8.20	9.10	...	...
18.....	...	7.60	...	9.75	10.75	...	...

Flat Head, Bright—

Size.	1/4-in.	3/8-in.	1/2-in.	5/8-in.	3/4-in.	1-in.	1 1/4-in.
0 to 2...	.25	.25	.25	.25	.25	.25	.25
3.....	.25	.25	.25	.25	.25	.25	.25
4.....	.25	.25	.25	.25	.25	.25	.25
5.....	.25	.25	.25	.25	.25	.25	.25
6.....	.25	.25	.25	.25	.25	.25	.25
7.....	.25	.25	.25	.25	.25	.25	.25
8.....	.25	.25	.25	.25	.25	.25	.25
9.....	.25	.25	.25	.25	.25	.25	.25
10.....	.25	.25	.25	.25	.25	.25	.25
11.....	.25	.25	.25	.25	.25	.25	.25
12.....	.25	.25	.25	.25	.25	.25	.25
13.....	.25	.25	.25	.25	.25	.25	.25
14.....	.25	.25	.25	.25	.25	.25	.25
15.....	.25	.25	.25	.25	.25	.25	.25
16.....	.25	.25	.25	.25	.25	.25	.25
17.....	.25	.25	.25	.25	.25	.25	.25
18.....	.25	.25	.25	.25	.25	.25	.25
19.....	.25	.25	.25	.25	.25	.25	.25
20.....	.25	.25	.25	.25	.25	.25	.25
Size.	1 1/4-in.	1 1/2-in.	1 3/4-in.	2-in.	2 1/4-in.	2 1/2-in.	3-in.
3.....	.30	.35	...	...	...	...	...
4.....	.30	.35	...	...	...	...	...
5.....	.35	.40	.45	.50	.50	.65	...
6.....	.35	.40	.45	.50	.55	.65	1.00
7.....	.40	.40	.50	.50	.55	.70	1.00
8.....	.40	.45	.50	.55	.60	.75	1.00
9.....	.40	.45	.50	.55	.60	.80	1.05
10.....	.45	.50	.55	.60	.65	.80	1.05
11.....	.45	.50	.55	.60	.70	.85	1.05
12.....	.50	.55	.60	.65	.75	.90	1.10
13.....	.55	.60	.65	.75	.80	.90	1.15
14.....	.65	.65	.75	.80	.90	.95	1.15
15.....	.75	.80	.85	.90	1.05	1.10	1.80
16.....	.85	.95	.95	1.05	1.15	1.25	1.40
17.....	.90	1.05	1.15	1.25	1.30	1.40	1.60
18.....	1.10	1.25	1.35	1.40	1.50	1.60	1.80
19.....	1.35	1.45	1.50	1.60	1.75	1.90	2.15

Round Head, Blued—Sell at 10 per cent advance over

prices shown for Flat Head, Bright.

SAFETY SET—(Bristle)—

1/4-inch, any length, 10c each; 5-16, 10c; 3/8, 12c; 7-16, 15c;

1/2, 18c; 3/4, 25c; 1, 30c; 1 1/4, 35c; 1 1/2, 40c.

SCREWS—Lag—Gimlet Point, Square Head—80% below.

1/4, 5-16-in. 1/2-in. 3/4-in. 1-in. 1 1/4-in. 1 1/2-in. 1 3/4-in. 2-in. 2 1/4-in. 2 1/2-in. 3-in.

100 100 100 100 100 100 100 100 100 100 100 100

1 35 2.25 2.25 2.25 2.25 2.25 2.25 2.25 2.25 2.25 2.25

1 1/4 35 2.25 2.25 2.25 2.25 2.25 2.25 2.25 2.25 2.25 2.25

1 1/2 35 2.25 2.25 2.25 2.25 2.25 2.25 2.25 2.25 2.25 2.25

2 40 2.45 2.45 2.45 2.45 2.45 2.45 2.45 2.45 2.45 2.45

2 1/2 45 2.65 2.65 2.65 2.65 2.65 2.65 2.65 2.65 2.65 2.65

3 45 2.85 2.85 2.85 2.85 2.85 2.85 2.85 2.85 2.85 2.85

3 1/2 50 3.05 3.05 3.05 3.05 3.05 3.05 3.05 3.05 3.05 3.05

4 50 3.25 3.25 3.25 3.25 3.25 3.25 3.25 3.25 3.25 3.25

4 1/2 55 3.45 3.45 3.45 3.45 3.45 3.45 3.45 3.45 3.45 3.45

5 60 3.65 3.65 3.65 3.65 3.65 3.65 3.65 3.65 3.65 3.65

5 1/2 60 3.85 3.85 3.85 3.85 3.85 3.85 3.85 3.85 3.85 3.85

6 65 4.05 4.05 4.05 4.05 4.05 4.05 4.05 4.05 4.05 4.05

6 1/2 65 4.25 4.25 4.25 4.25 4.25 4.25 4.25 4.25 4.25 4.25

7 70 4.45 4.45 4.45 4.45 4.45 4.45 4.45 4.45 4.45 4.45

7 1/2 75 4.65 4.65 4.65 4.65 4.65 4.65 4.65 4.65 4.65 4.65

8 80 4.85 4.85 4.85 4.85 4.85 4.85 4.85 4.85 4.85 4.85

8 1/2 85 5.05 5.05 5.05 5.05 5.05 5.05 5.05 5.05 5.05 5.05

9 90 5.25 5.25 5.25 5.25 5.25 5.25 5.25 5.25 5.25 5.25

10 95 5.45 5.45 5.45 5.45 5.45 5.45 5.45 5.45 5.45 5.45

11 100 5.65 5.65 5.65 5.65 5.65 5.65 5.65 5.65 5.65 5.65

12 105 5.85 5.85 5.85 5.85 5.85 5.85 5.85 5.85 5.85 5.85

SCREW DRIVERS—Machinists, No. 51, 50c each; 51 1/2, 70c; 52, 80c; 52 1/2, \$1.00; 53, \$1.10; 53 1/2, \$1.25; 54, \$2.85; 210, \$1.75; 215, \$2.25; 218, \$2.50.
Yankee Ratchet—No. 11, 2-inch, 65c each; 3, 80c; 4, 85c; 5, 95c; 6, \$1.05; 8, \$1.25; 10, \$1.50. No. 12, \$1.00; No. 15, 2-inch, 75c; 3, 80c; 4, 85c; 5, 90c. No. 30, \$3.00; \$1.40; 35, \$2.25; 60, \$1.00; 130, \$3.75.

SCREW DRIVERS—G. & P.—867—1 1/4, 85c; 3, 40c; 4, 45c.

SCYTHES—Bush—

No.	Each.	No.	Each.
400	2.40	200	2.85
450	2.25	250	2.25
300	2.40	100	2.35
350	2.25	150	2.25

SHEETS—IRON—Galvanized—10 to 16, 11 1/4c; 18 to 24, 12c; 26 to 27, 12 1/2c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 24, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., \$6.25; Galv., 26, \$9.50; 28, \$8.50. Rockface Siding, \$9.50.

SHEETS—STEEL—Black, Soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 15 cut, 10c full sheet. Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, 18c cut, 12c full sheet.

SHIELDS—Expansion—Sebeco—Per 100 list.

Size, each	Lead	Size, each	Lead
3-16	.06	1	.40
1/4	.07	1/2	.04
5-16	.08	3/4	.04
3/8	.09	1	.04
7-16	.11	1 1/2	.04
1	.15	2	.06
1 1/4	.17	3	.06
1 1/2	.25	4	.06

SHINGLES—Tin, 5x7, \$2.50; 7x10, \$4.00.

SHOES—Horse—Light, extra light or snow. All sizes, 12c lb. Neverslip, Calked, B Patterns—set of 4—No. 0, \$1.70; 1, \$1.75; 2, \$1.90; 3, \$2.15; 4, \$2.35; 5, 2.90; 6, \$3.10; 7, \$3.50.

Calks, Nos. 1 and 4, 5-16 and 3/4, \$3.50 per 100; 7-16 and 1/2, \$3.75; 9-16 and 3/4, \$4.00. Mule, No. 00 and 0, 14c lb.; 1, 18c; 2 and larger, 18c. Steel Sleigh Shoes—Flat, 9c lb.; concave or convex, 12c; cast sleigh shoes, 7c.

SHOT—Air Rifle, No. 25 (bulk), 25c lb.; No. 125 (1-lb. bags), 25c lb.; No. 525 (tubes), 10c pkg. Balls, Nos. 0, 00, 000, 20c lb. Buck, Nos. 1, 2, 3, 25c lb. Drop, Nos. 1 to 12, 25c lb.; B, BB, BBB, 20c lb.

SHOVELS—D Handle, Round Point, No. 102, \$2.40 each; 201, \$2.25; 401, \$1.85; 1003, \$2.15; 1004, \$2.25; 1005, \$2.50. D Handle, Square Point, No. 104, \$2.40 each; 203, \$2.25; 307, \$2.85; 403, \$1.85; 404 B, \$1.85; 1009, \$2.50; 1010, \$2.25; 1111, \$2.15; 1112, \$2.25.

Long Handle, Round Point, No. 200, \$2.25 each; 300, \$2.25; 400, \$1.75; 400 A, \$2.10; 700, \$2.25; 701, \$2.50; 800, \$2.50; 801, \$2.50; 1000, \$2.15; 1001, \$2.25; 1002, \$2.50. Long Handle, Square Point, No. 103, \$2.10 each; 202, \$2.25; 304, \$2.50; 402, \$1.75; 702, \$2.50; 1006, \$2.15; 1007, \$2.25; 1008, \$2.50.

SLEDs—Hand and Coaster—

Flexible Flyer—	Jr. Racer
No. 1	4.25
No. 2	5.00
No. 3	7.50
No. 4	1.75
No. 5	2.25
No. 6	2.75
No. 7	3.25

SMOOTH-ON—85c lb.

SOLDER—1/2 and 3/4, 75c lb.; No. 1, 90-100, 55c; Wiping, 40-60, 65c; Wire, 50-50, 75c; Electrical Wire, 40-60, 50c.

SPORTING GOODS—

Official Baseballs	Each
2.50	
2.00	
2.00	
2.75	
2.50	

Baseball Bats, league, 1.75

Baseball Masks, 10.00

Chest Protectors, 8.50

Official—

Rugby Footballs, 10.00

Soccer Footballs, 12.00

Basketballs, 15.00

Volley Balls, 8.00

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, \$7.00; Barnes 278, \$8.80; Little Giant, 327 1/2, \$5.75; Acme Pressure 345, \$8.50; Defiance, No. 324, \$8.50.

STAPLES—Fence Wire—Polished, 8c lb.; galvanized, 9c

Poultry Wire—1/4-inch, 15c lb.

STARRETT'S TOOLS—Add to Catalogue—

Micrometers, 50%	End Meas. Rods, 50%
Thickness Gauges, 50%	Caliper Gauges, 50%
Gr. Flat Stock, 50%	Micrometer Cases, 50%
Handy Equiv. Table, 50%	
Balance of Book (not itemized above) add to list 40%.	

STEEL—Mild—See Iron. Tool, 22c; Drill, Com., 20c.

HARDWARE WORLD

RETAIL SELLING PRICES—Continued.

231

STOCKS AND DIES—

Easy		1112	46.20
2B	17.75	1118	47.85
5B	21.00	Armstrong	
7B	31.00	No. 1 Pipe	8.25
52	21.00	No. 2	11.00
55	28.00	No. 2 1/2	12.75
57	43.50	No. 3, 1 1/2 to 2-in.	16.25
Little Giant		Common	
5	30.25	No. 0 Pipe	7.25
7	46.30	No. 1	9.75
9	47.85	No. 2	13.00
65	37.95	Stocks Only—	
67	59.40	No. 1 pipe, Common	8.25
Green River		No. 2 pipe, Common	7.25
1124	25.00	No. 2, Armstrong	8.75
1104	30.25	No. 3, Armstrong	6.00
STONES—Carborundum—No. 76, 50c; 107, \$2.00; 108, \$2.25;			
109, \$1.75; 110, \$2.00; 111, \$1.85; 112, \$1.00; 118, \$1.00;			
115, \$1.75; 116, \$1.75; 117, \$1.75; 118, \$1.50; 119, \$1.50;			
120, \$1.50; 121, \$1.25; 122, \$1.25; 123, \$1.25; 124, \$1.00;			
180, 75c; 181, 75c; 142, 75c; 143, 75c; 144, 75c; 145, 50c;			
146, 50c; 147, 50c.			
Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c;			
20, 40c; 22, \$1.00; 25, 15c; 27, 25c; 40, 25c; 42, 85c;			
48, 50c; 51, \$1.00; 52, \$1.25; 58, \$1.50; 54, \$1.00; 55,			
125; 56, \$1.50; 59, 15c; 60, \$1.75; 62, \$2.25; 66, \$2.75;			
68, \$3.75; 78, 50c; 80, 60c; 86, 75c; 88, \$1.00; 92, 50c;			
94, 60c.			
Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.			
STOP AND WASTE—			
Rough Brass, Iron Pipe Threads No. 10 T-Handle or No.			
20 Lever Handle—			
1/2-inch, \$1.25; 3/4-inch, \$1.75.			
No. 80 High Grade Cap Pattern T or Lever Handle—			
1/2-inch, \$1.50; 3/4-inch, \$2.00.			
Glauber or Muellers—			
1/2-inch, \$1.75; 3/4-inch, \$2.25.			
Compression—			
1/2-inch, \$2.25; 3/4-inch, \$2.50.			
STRIP—Weather—Rubber, 1/2-inch, 3 1/2 c ft.; 3/4-inch, 5c ft.			
Felt, 1/2-inch, 4c ft.; 3/4-inch, 5c ft.			
SUPPORTS—Wagon Tongue—			
Lindquist		Haggard Spiral	
1	2.00	0	1.85
2	2.50	1	1.75
3	3.25	2	1.90
		3	2.15
SWEEPERS, CARPET—Bissell's—American Queen (N), \$6.50			
each; Club (N), \$14.00; Grand Rapids (N), \$6.75; Grand			
Rapids (J), \$5.50; Parlor Queen (N), \$7.50; Princess (N),			
\$6.50; Superba (N), \$8.00; Universal (N), \$5.50; Universal			
(J), \$4.75.			
TACKS—Bill Posters', No. 545 Wire, or 555 Cut, 3, 85c lb.;			
4, 30c; 6, 30c; 8, 30c; 10, 30c.			
Carpet—484 Cut, or 484 Wire 1/2-lb. papers, 3, 10c box; 4,			
10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. 488 Cut, or Wire			
1/2-lb. papers, 3, 5c box; 4, 5c; 6, 5c; 8, 5c; 10, 5c; 12, 5c.			
495 Wire in bulk, 3, 85c lb.; 4, 30c; 6, 30c; 8, 30c; 10,			
30c; 12, 30c.			
Gimp—824—2 1/2, 15c box; 3, 10c; 4, 10c; 6, 10c; 8, 10c.			
Upholsterers—304 Cut, 1/2-lb. papers, 1 1/2, 15c box; 2, 15c;			
2 1/2, 10c; 3, 10c; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12 to			
16, 10c. 305 Cut, or 355 Wire in bulk, 3, 85c lb.; 4, 30c;			
6, 30c; 8, 30c; 10, 30c; 12, 30c.			
Double Pointed—Blued, 1/2-lb. papers, 9, 5c box; 10, 5c; 11,			
5c; 12, 5c; 14, 5c. Blued, in bulk, 209, 80c lb.; 210, 30c;			
211, 30c; 212, 30c.			
TAPES—MEASURING—(Lufkin)—(Starrett)—			
Asses' Skin		735	1.50
No.	Each.	736	1.75
710	.75	Linen	
713	1.00		
715	1.50	1080	1.10
716	1.75	1033	1.65
730	.75	1035	2.25
733	1.15	1086	2.65

	Metallic	145	1.10				
500 L.....	8.50	165	.60				
503 L.....	5.00	3148	.60				
505 L.....	6.50	3175	.50				
506 L.....	8.00	Surveyors'					
	Pocket	276 D.....	18.00				
143.....	.95	5100.....	9.00				
STEEL TAPES—							
100.....	5.25	260.....	4.50				
103.....	7.50	263.....	5.50				
105.....	10.25	265.....	7.25				
106.....	12.25	266.....	9.50				
200.....	5.25	550.....	4.25				
200 D.....	5.25	553.....	5.00				
203.....	8.50	555.....	6.50				
203 D.....	8.50	556.....	8.25				
205.....	12.00	1240.....	4.25				
205 D.....	12.00	1243.....	4.75				
206.....	14.75	1260.....	4.50				
206 D.....	14.75	1263.....	5.25				
240.....	4.25	1264.....	6.50				
243.....	5.00	1265.....	7.00				
245.....	6.75	1266.....	8.75				
246.....	8.50						
Comparative Nos. K. & E. and Starrett same price as Lufkin.							
Asses' Skin Case—25, 65c; 50, 85c; 75, \$1.15; 100, \$1.85.							
TAPE—Friction— $\frac{1}{4}$ lb., 35c; 2 oz., 15c; 1 oz., 10c.							
TENTS—Single Filling—							
Size	8-oz.	10-oz.	Size	8-oz.	10-oz.		
7x7	13.85	15.60	16x18	51.60	60.65		
7x9	15.85	18.40	16x20	56.85	66.85		
9x9	18.25	21.85	16x24	64.75	75.85		
9 $\frac{1}{2}$ x 12	21.50	25.10	16x30	78.85	91.25		
12x14	28.85	33.65	A or Wedge—				
12x18	35.60	41.60	5x7	8.50	9.85		
14x16	37.85	44.40	7x7	10.70	12.50		
14x20	47.00	54.60	7x9	12.85	15.05		
Flys Half Price of Tent.							
Wagon Covers—Single Filling—							
Size	8-oz.	10-oz.	Size	8-oz.	10-oz.		
10x14	8.15	10.25	12x16	12.00	14.65		
10x16	9.85	11.75	12x18	13.25	16.50		
Stockmen's Bed Sheets, Single Filling—							
Size	8 oz.	10 oz.	12 oz.	Size	8 oz.	10 oz.	12 oz.
6x12..	4.50	5.85	6.75	7x14..	7.55	9.80	11.00
6x14..	5.30	6.75	7.90	7x16..	8.90	11.25	12.70
THIMBLES—Flue—6-in., 10c; 7-in., 15c; 6-in. to 7-in. Adj., 15c.							
TIN—							
Bar and Pig, \$1.85 lb.							
Common Roofing, 40c per sheet.							
Valley, No. 4, 6c per ft.; 10, 10c; 14, 14c; 20, 20c.							
Painted 1 side, 1c foot extra, two sides 2c.							
Flashing, IC, 1x1, \$3.25 per 100 feet; $\frac{1}{2}$ x 1, \$3.25.							
Shingles—5x7, \$3.50 per 100 ft.							
Valley—14-inch, 17c per foot, \$15.00 per roll; 20-inch, 25c per foot, \$22.00 per roll.							
TOGGLE BOLTS—Sebeco No. 1—Per hundred list.							
				—Diameter—			
Length				$\frac{1}{4}$ -in.	3-16-in.	$\frac{1}{2}$ -in.	
3-inch				2.10	2.68	2.97	
4-inch				2.36	2.97	3.34	
5-inch				2.63	3.24	3.59	
6-inch				2.80	3.50	3.85	
Sebeco No. 5—With either round or flat head machine screws—							
				—Diameter—			
Length				$\frac{1}{4}$ -in.	3-16-in.	$\frac{1}{2}$ -in.	
3-inch				2.63	3.15	3.50	
4-inch				2.97	3.50	3.85	
5-inch				3.32	3.85	4.20	
6-inch				3.67	4.20	4.55	
TORCHES—Clayton & Lambert—No. 28, Alcohol, \$3.50 each.							
Gasoline—No. 14, \$5.00 each; 37, \$8.50; 38, \$9.00; 81, \$10.00; 32, \$10.50; 48, \$12.00; 62, \$13.00; 112, \$9.50; 111, \$8.00							

Business Opportunities

POSITION WANTED

Have had 14 years' experience as buyer and manager of a combined wholesale and retail hardware business, handling farming tools and machinery, seeds, etc. Expert accountant; have traveled 20 states calling on wholesale grocer trade. Can handle matters requiring executive ability. Willing to tackle any problem anywhere. Address Hardware, care HARDWARE WORLD.

WANTED

Sporting goods department man. Must be thoroughly familiar with fishing tackle, guns and athletic goods. Address Hunt & Mottet Company, Tacoma, Washington.

HARDWARE BUSINESS FOR SALE

Stock of hardware, in Skagit Valley, Wash. Fixtures and stock will invoice \$5,000. Sales will run from \$15,000 to \$18,000 annually. Will sell or rent store building. Address owner, Alfred Hanson, Lyman, Wash.

WANTED

Experienced hardware man. One that can take charge of hardware department. Must be a live wire. Give references, age, married or single, and state salary expected in first letter. Answer in own hand writing. Address E. A. Phillips, Inc., Anacortes, Wash.

WANTED

Young man about 30 as outside salesman for retail hardware, implement and pump firm in town of about 4,000 people, 75 miles from San Francisco in a Coast valley. Must have ability to meet people well and must have good mechanical judgment and some knowledge of pumps. Need not have technical education or be a mechanic, but should have ability to direct mechanics. Address G. C., care HARDWARE WORLD.

WANTED

Young man to assist in hardware, implement and pump work. Experience not necessary if willing to learn and advance. Replies confidential. Address L. H. S., care HARDWARE WORLD.

HARDWARE WORLD

BUSINESS OPPORTUNITIES — Continued

STOP!! LOOK!! READ!!

Four-line rhyme or two-line slogan—any trade—\$1.00 each. Composed by H. S. Geer, 2 Mt. Hope Place, Bronx, N. Y. Send Circulars.

FOR SALE

Hardware and Furniture Stock in prosperous, well located city in Oregon; a clean, good paying business. Stock will invoice about \$30,000. Anyone wanting a business of this kind will pay them well to investigate this proposition. Address L. O., care HARDWARE WORLD.

SALESMAN WANTED

Side line and specialty salesmen to handle Alcemo lines to hardware jobbers and dealers, also department stores. Attractive range nationally advertised. Liberal commission basis. Alcemo Mfg. Co., 101 Bridge St., Newark, New Jersey.

FOR SALE

In a Southern Idaho irrigation growing town, hardware, furniture and implement stock; will invoice about \$22,000. Also will sell new brick building and modern fixtures at far less than cost. Carry complete line of International Harvester Co. implements, and the only complete hardware line in town. Annual sales \$90,000. Address Idaho, care of HARDWARE WORLD.

WANTED

Young man with thorough knowledge of hardware and kitchen ware in a large retail store with high class trade and a good location. Must be live, energetic, neat appearing and courteous. Must furnish first-class references. State experience and salary expected. Address O. H. C., care HARDWARE WORLD.

WANTED

I want to purchase in a town of not less than 2000, in any of the Pacific Coast states, a good, clean, going hardware business, that shows a good profit and will range from \$6,000 to \$20,000. Give full particulars, size of town, size of stock, your price and reason for selling. Prefer to deal only with owner. Address Xtra, care HARDWARE WORLD, 388 Taylor St., Portland, Ore.

POSITION WANTED

As assistant manager or director of a housefurnishing department in a retail or department store is the position I would like. Nine years' experience should be sufficient to guarantee my ability to fill the position. Twenty years as a road man, visiting this same trade, has kept me in touch with the line specified. Salary no particular object, but a living remuneration expected for my services. Address G. S. H., care HARDWARE WORLD.

POSITION WANTED

An A-1 opportunity to secure the services of a high class hardware man who has successfully qualified as buyer and hardware department manager handling builder's hardware and material, paints, oil and glass, tools, iron and blacksmith supplies, cutlery, guns, ammunition, fishing tackle and sporting goods, stoves, ranges, household and kitchen supplies. Have had several years' road experience in handling wholesale and retail stocks of hardware. Can make good in any hardware position anywhere. Have bank and business house references; also some cash to back me. Address Montana, care of HARDWARE WORLD.

WANTED

Man who is experienced in the arrangement of hardware stores and the design of effective fixtures. Should have had retail selling experience in hardware lines. A real opportunity for a young man of good personality and real ability, who can do constructive work for hardware stores. Write full details, giving age, education, experience and salary desired to start. Address reply care of Box 125 HARDWARE WORLD.

SITUATION WANTED

Hardware and implement man, age 85 years, married. Experience, two years as clerk and ten years as manager and buyer for the same large corporation. Machinery salesmanship, credits and collections my hobby. Will invest \$3,000 or more with good, live concern. Climate conditions at present location reason for leaving. Address Credit man, care of HARDWARE WORLD.

POSITION WANTED

Young man twenty-nine years of age with executive ability would like managerial or traveling position. Ten years' experience hardware, house furnishings, sporting goods and window trimming. At present holding responsible position with large retail concern. Highest grade references furnished. Excellent past record; can produce results. Address Box 1822, HARDWARE WORLD.

FOR SALE

Splendid opportunity in the retail hardware, grocery, gent's furnishing and shoe business. Approximate stock is as follows: Hardware, \$15,000; Grocery, \$3500; Gent's Furnishings, \$6500. Located in a town of 1200 population, with 3500 tributary. Competitors are one small hardware store and three grocery stores. Sales will run \$75,000 annually. Will sell all or other departments. Other business occupying attention. Splendid arrangements can be made with reference to the building. Located 45 miles from San Francisco in one of the best agricultural sections of the country. Address F. T., care HARDWARE WORLD.

JUST WHAT YOU NEED

Sheet Metal Card Holders, Transparent Celluloid Card Covers, Bin Markers and Stock Record Cards for small parts and fittings of all kinds. Plumbers Labels and Stop Valve Tags, Special Bin Labels for Ford Auto Parts, Price Cards. Send for samples. Our prices will surprise you. Hadden Specialty Co., Haddon Heights, New Jersey.

FOR SALE OR TRADE

820 acres of land 13 miles from town of 4000 population. All fenced, small house, well, small granary. About 200 acres plow land, balance pasture, 45 acres plowed at present. Must sell or trade before March 1. Make me an offer. Snap price, \$5800; mortgage \$1600. J. L. Bernauer, Owner. Glasgow, Mont.

HARDWARE BUSINESS FOR SALE

Surviving partner wishing to retire offers for sale one of the oldest, best located, most profitable hardware stores in San Francisco. Stock about \$50,000. Address B. U. Y., care HARDWARE WORLD.

FOR SALE

Stock of hardware, furniture and implements in the richest section of Yakima Valley. Will sell on inventory for cash. No trades. Stock will invoice about \$5000. Address XYZ, care HARDWARE WORLD.

FOR SALE

Established wholesale and retail hardware business in Northern New Mexico. In operation 14 years. Enjoying good business on very profitable basis. City and surrounding country in which located very prosperous. Healthiest climate in United States. Merchandise stock approximately \$50,000. Reason for selling, retiring. Address New Mexico, care HARDWARE WORLD.

SITUATION WANTED

Hardware man, age 34, married, 15 years' experience retail and wholesale. Salesman, buyer and manager. Capable, experienced, reliable and the ability for results. At present employed as manager of retail department in wholesale house. Will make change for connection with good reliable hardware firm that has a permanent future. Address Box K. I., HARDWARE WORLD.

WANTED

Second-hand 8 ft. cornice brake in good condition. Address L. E. Reed, 115 East Lexington St., Independence, Missouri.

I WANT TO BUY

a hardware store in Oregon or California, prefer a stock of hardware or an accessory business and garage; don't care for general merchandise lines. Would not want it to run more than \$8000 or \$9000. Location and everything must be right. Prefer a town of 3000 or over, if it has good surrounding community. Give full particulars. Address W. C. G., care HARDWARE WORLD.

FOR SALE OR EXCHANGE

We have for sale or exchange the following:

- 1 New Era Gas Engine, No. 1078, 15 H. P.
- 20-inch Crescent Jointer.
- 1 86-inch J. A. Fay & Eagen Band Saw.
- 1 L. G. McKnight 24-inch Sander.
- 1 Pony Planer, 24-inch.
- 1 Boring Machine.

Machines complete with counter shafts. This machinery has been in use about six months. The cost today would be from \$1500 to \$1600. We will sell it for \$850 or exchange it for hardware, automobile or truck.

Address Steubenville Hardware & Supply Co., Steubenville, Ohio.

SPLENDID OPENING

for up-to-date reliable hardware and implement store, which we understand is to be found at Silverton, Oregon, a progressive town of 1588 population.

GOOD OPPORTUNITY

for an enterprising merchant in hardware, stoves, household equipment, furniture, is to be found at Eugene, Oregon. This is in the Willamette Valley, seat of the State University, and a splendid agricultural section.

WANTED

Three oil stove salesmen by one of the largest stove manufacturers in the country. Salesmen must have had extensive oil stove selling experience and a clientele. These positions carry responsibilities and the men who can effect large sales are assured a large income. Give experience and references in first letter to receive consideration. Address Box 192, care HARDWARE WORLD.

WANTED

To represent a first class aluminum factory to sell their products on commission basis for the state of Texas. Address Wm. Van Hoogenhuyze & Co., San Antonio, Texas.

FOR SALE

Factory making builders' hardware, plumbing and auto specialties. Fully equipped foundry, machine shop and plating plant. About \$15,000 required to handle. Located in San Francisco. Write Box 217, care HARDWARE WORLD.

WANTED TO BUY

A hardware, or hardware and implement, store in Oregon or Washington state. Prefer location in dry-farming, irrigated, and stock-raising community. Want a business using a \$10,000 to \$12,000 stock. Will pay cash. Write full particulars. Address W. I. care HARDWARE WORLD.

FOR SALE

Stock of hardware, furniture and implements in the Willamette Valley (Oregon) farming district. Will sell on inventory for cash. No trades. Stock will invoice around \$18,000. Will sell or lease building. Business established 22 years, owner wishes to retire. J. R. Peters, Wilsonville, Ore.

INDEX TO ADVERTISERS

A		G		P	
Advance Car Mover Co.	70	G. & J. Tire Co.	149	Pittsburg Steel Co.	66
Air-Way Co.	142-143	Geneva Cutlery Company.	36	Pittsburgh Water Heater Co.	207
Albert Lea Sprayer Co.	73	Gerstendorfer Bros.	3d Cover	Porter, H. K.	60
Alert Tool Co.	103	Giant Powder Co.	37	Portland Cordage Co.	80
Alexander & Kuhn	21	J. E. Gilson Co.	63	Precision Machine & Tool Co.	88
Allith-Prouty Co.	91	Glass Founders' Corporation.	177	Prentiss-Wabers Mfg. Co.	139
Aluminum Goods Mfg. Co.	51	Gold Medal Camp Furniture Mfg. Co.	91	Progressive Manufacturing Co.	56
Aluminum Products Co.	214	Goodell-Pratt Co.	16	R	
Alvord Reamer & Tool Co.	173	Goodyear Rubber Co.	80	Raydex Mfg. Co.	141
American Bolt & Screw Case Co.	211	John Gottschalk Co.	46	Reed & Prince Manufacturing Co.	61
American Chain Co.	10	Greenfield Tap & Die Corp.	25	F. O. Reichard Manufacturing Co.	71
American Ironing Machine Company.	97	Grinnell Co.	101	Remington Arms U. M. C. Co.	27
American Pad & Textile Co.	22	H. J. Gute & Co.	50	Rhodes Manufacturing Co.	64
American Saw & Mfg. Company.	61	H		Richards-Wilcox Mfg. Co.	55
American Steel & Wire Co.	26	J. H. Hanley & Co.	179	Ringen Stove Co.	88
Apco Manufacturing Company.	165	Hays Manufacturing Co.	203	Rochester Can Company.	45
Armstrong Mfg. Co.	205	Hay-Budden Manufacturing Co.	64	Rogers Wire Works.	73
Atkins, E. C. & Co.	9	Hel-Fi Co.	167	Romort Manufacturing Co.	181
Atlas Mfg. Co., The.	72	Hess-Snyder Manufacturing Co.	88	H. Roth & Sons.	78
Atlas Shear Co.	62	Higgins Spring & Axle Co.	172	G. D. Rowell & Son.	61
Atlas Tack Company.	12	John J. Hildebrandt Co.	90	Royal Manufacturing Company.	32
Auburn Ignition Mfg. Company.	175	A. M. Holter Hdw. Co.	83	Myer S. Rubens Stove & Furnace Re-	
Automatic Lawn Sprinkler Co.	70	Honeyman Hardware Co.	83	pair Works.	213
Avis Hardware Co.	81	Frank A. Hoppe.	65	A. C. Rulofson Co.	60
B		W. H. Howell Company.	175	Russell & Erwin Mfg. Co.	15
Baker, Hamilton & Pacific Co.	79	Hunt, Helm, Ferris & Co.	20	Russell Manufacturing Co.	163
Baldwin Refrigerator Co.	44	Hyfield Manufacturing Co.	59	Rutenber Electric Co.	89
Barcalo Manufacturing Co.	11	Hygrade Lamp Co.	170	S	
Bartlett Manufacturing Co.	73	I		Safety Interlocking Stove Pipe Co.	86
Basick Co.	107	International Silver Co.	42	Salt Lake Hardware Co.	76
Beaton & Cadwell Manufacturing Co.	207	J		Samson Cordage Works.	72
Beaton & Corbin Mfg. Co.	209	Jobbers' Mfg. Co.	90	J. Sand & Sons.	90
Benjamin Air Rifle Co.	85	Johns-Manville Co.	150-151	Sargent & Company.	17
Benjamin Electric Mfg. Co.	135	K		Savage Arms Corp.	93
Bernz Co., Otto.	212	F. D. Kees Manufacturing Company.	73	Savill's Sons, Thomas.	211
Berger Bros. Co.	28	Chas. F. U. Kelly, Inc.	143	Wm. B. Scalfs & Sons.	203
Billings & Spencer Company.	72	Kentucky Wagon Manufacturing Co.	58	Schaw-Batcher Co.	84
Bissell Carpet Sweeper Co.	136-137	M. L. Kline.	203	Christian Schlcker Manufacturing Co.	86
Black & Decker Mfg. Company.	234	L		E. F. Sedgley, Inc.	178
Boller Machine Works.	68	Lalance & Grosjean Manufacturing Co.	96	Shelby Spring Hinge Co.	57
Bommer Spring Hinge Co.	63	Will B. Lane.	180	Simonds Manufacturing Co.	59
Boston Brass Co.	211	Landers, Frary & Clark.	43	Simmons Hardware Co.	13
Boston Varnish Co.	5	Lane Bros. Co.	168	Slaymaker Lock Co.	57
Brainerd Manufacturing Co.	64	Lansing Company.	82	Smith Mfg. Co., F. H.	60
Brewer-Titchener Corporation.	168	Lawson Manufacturing Co.	33	Specialty Manufacturing Co.	54
Brier Hill Steel Co.	60	Lindemann, O. & Co.	88	Spokane Stove & Furnace Repair Wks.	212
Bridgeport Chain Company.	56	Ludlow-Saylor Wire Co.	93	Spring Leaf Lubricator Co.	182
Bridgeport Hdw. Mfg. Corp.	73	Lufkin Rule Co.	56	Stanley Rule & Level Co.	53
Buckeye Aluminum Co.	92	Luther Grinder Mfg. Co.	71	Stanley Works.	Cover
Buffalo Forge Company.	68	M		Stanwood Equipment Co.	161
Buffalo Sled Co.	69	Maine Manufacturing Co.	94	Star Expansion Bolt Company.	68
Buffalo Wire Works Company.	31	Mangrum & Otter.	78	Star Heel Plate Co.	66
Buffum Tool Co.	157	Manhattan Electrical Supply.	176	Stark Rolling Mill Co.	23
Butterfield & Company.	175	Marquette Mfg. Co.	108	Starrett, L. S. & Co.	29
C		Marshall-Newell Co.	100	Staybestos Mfg. Co.	177
Caldwell Sales Co.	103	Mayhew Steel Products, Inc.	62	Stine Screw Holes Co.	65
Central Stamping Co.	48	McCaffrey File Co.	63	Strevell-Paterson Hardware Co.	83
Chicago Flexible Shaft Co.	41	McKinney Mfg. Co.	8	Superior Laboratories.	88
O. J. Childs Co.	64	M. H. Merchant Corporation.	168	Superior Spring Hinge Co.	62
Champion Blower & Forge Co.	52	Meyers Manufacturing Co., Fred J.	182	Jas. Swan Co.	58
Champion Ignition Mfg. Co.	145	Monarch Refrigerator Works.	34	T	
Chicago Spring Butt Co.	82	Montank Paint Mfg. Co.	90	Thomson-Diggs Co.	76
John Chatillon & Sons.	92	Frank Mossberg Co.	155	Thompson Manufacturing Co.	82
C. F. Church Mfg. Co.	207	Motor Mercantile Company.	176	Three-In-One Oil Co.	59
George M. Clark & Company.	89	Mound Tool Co.	172	J. B. Timberlake & Sons.	103
Clayton & Lambert Mfg. Co.	211-212	L. J. Mueller Furnace Co.	30	Topping Manufacturing Co.	70
Cleveland Stone Co.	68	F. E. Myers & Bro.	69	Trimon Mfg. Co.	209
Clover Manufacturing Co.	95	N		Triner Scale Manufacturing Co.	85
Coes Wrench Co.	6	National Cash Register Co.	99	Trisch Hardware Co.	74
Coleman Lamp Co.	71	National Enameling & Stamping Co.	39	Tucker Duck & Rubber Company.	90
Colt's Patent Firearms Co.	35-65	National Stamping & Electrical Works.	169	Tungsten Manufacturing Co.	171
Columbus Anvil & Forging Co.	72	New England Mills Co.	181	Turner Brass Works.	211
Columbian Rope Co.	18	New Era Spring & Specialty Co.	174	U	
Collette Manufacturing Co.	67	New Haven Clock Co.	84	U & I Toy Co.	47
Connors, Wm. Paint Mfg. Co.	88	C. E. Norcross & Sons.	71	U. S. Government.	189-200
Converse Rubber Shoe Co.	4th Cover	New York Stamping Co.	98	U. S. Steel Products Co.	26
Corcoran Mfg. Co.	163	Nicholson File Company.	24	United Mfg. & Distributing Co.	159
H. C. Cook Co.	86	North Bros. Mfg. Co.	75	United Royalties Corporation.	96
Corbin Screw Corporation.	69	The Nye Tool & Machine Works.	213	U. S. Rubber Co.	149
C. W. B. Cornelius Co., Inc.	203	O		Utility Trailer Sales Co.	201
Covert Manufacturing Co.	54	Ohio Wire Goods Mfg. Co.	177	V	
Crescent Tool Co.	53	Ohlen-Bishop Co.	72	Vacuum Pipeless Furnace.	21
Curtis Pneumatic Machinery Co.	181	Ontario Knife Co.	90	Vaughan & Bushnell.	61
D		Operello Phonograph Co.	94	Voss Bros. Co.	104-105
Deafance Welding Co.	174	Wm. H. Ottemiller.	103	W	
Delta File Works.	52	Owen Tire & Rubber Co.	179	Wagner Manufacturing Co.	66
Diamond Saw & Stamping Works.	63	P		Warren Axe & Tool Co.	64
R. E. Dietz Company.	14	Pacific Pump & Supply Co.	205	Walden-Worcester, Inc.	172
Henry Disston & Sons.	57	Pacific Sanitary Mfg. Co.	205	Western Brass Manufacturing Co.	209
Joseph Dixon Crucible Co.	102	Packham Crimper Co.	86	Western States Cutlery & Mfg. Co.	85
Duluth Show Case Co.	89	Parker Supply Co.	85	Whitaker-Glessner Co.	87
Dunham, Carrigan & Hayden Co.	97	H. W. Peabody & Co.	49	Whitlock Cordage Company.	3
Durham Manufacturing Co.	77	Peck, Stow & Wilcox.	7	Wickwire Bros.	19
E		Pennsylvania Lawn Mower Co.	72	Winchester Repeating Arms Co.	146-147
Elastic Tip Co.	40	Peters Cartridge Co.	81	Witt Cornice Company.	102
Elgin Stove & Oven Co.	87	Perfection Manufacturing Co.	91	Wrought Washer Manufacturing Co.	58
Enterprise Manufacturing Co.	75	Philadelphia Lawn Mower Co.	55	X	
Eyelet Tool Company.	90	Phoenix Horse Shoe Co.	54	"X" Laboratories.	2d Cover
F		Phenix Manufacturing Co.	62	Y	
Faultless Caster Company.	38	Pioneer Paper Co.	84	Yost Gearless Motor Co.	102

E
V
I
D
E
N
C
E

Exhibit A

BLACK & DECKER

ELECTRIC VALVE GRINDER

"With the Pistol Grip and Trigger Switch"

Used by the Avery Tractor Company, Peoria, Ill., for grinding their big tractor engine valves. "Jimmy McCabe" who is shown using the Black & Decker Electric Valve Grinder says: "The Black & Decker Electric Valve Grinder has any other method beaten all hollow." Jimmy is an expert mechanic and knows what he is talking about.



We also manufacture the well known Black & Decker Portable Electric Drills *"With the Pistol Grip and Trigger Switch."*



THE BLACK & DECKER MFG. CO.

TOWSON HEIGHTS, BALTIMORE, MD., U. S. A.

Portable Electric Drills Electric Valve Grinders Electric Air Compressors

BRANCH OFFICES:

New York, N.Y. Philadelphia, Pa. Atlanta, Ga. San Francisco, Cal. Chicago, Ill.
 Detroit, Mich. Cleveland, Ohio Buffalo, N. Y. Boston, Mass.

SAPOLIN

EVERY MERCHANT EVERYWHERE, SHOULD WRITE FOR PARTICULARS
ON THIS POPULAR LINE OF ENAMELS, STAINS, GILDINGS,
VARNISHES, BRONZE POWDERS AND BRONZING
LIQUIDS

WRITE TODAY

"Special Goods
for
Special Purposes"

Sapolin Varnishes
Sapolin Glass Frosting
Sapolin Metallic Enamels
Sapolin Carriage Gloss Colors
Sapolin Enamel, Porcelain Finish
Sapolin Gilding Powders and Liquids
Sapolin Motor & Engine Enamel
Sapolin Stove Pipe Enamel
Sapolin Aluminum Enamel
Sapolin Iron Enamel
Sapolin Gold Enamel

"Serve, Save
and Satisfy"



"Special Goods
for
Special Purposes"

Sapolin Gold Ink
Sapolin Bathtub Enamel
Sapolin Furniture Polish
Sapolin Wire Screen Enamel
Sapolin Porch Furniture Enamel
Sapolin Floor & Furniture Stains
Sapolin Gold and Aluminum Glaze
Sapolin Hot Pipe Aluminum
Sapolin Varnish Stains
Sapolin Auto Enamel
Sapolin Gold Paint

"Serve, Save
and Satisfy"

FOR 40 YEARS

THOUSANDS OF MERCHANTS HAVE REALIZED THE DIS-
TINCT ADVANTAGE OF SELLING SAPOLIN BECAUSE WITH EVERY
SALE THEY COULD CONSCIENTIOUSLY SAY, "YES, I RECOMMEND
IT; I BACK UP GERSTENDORFER BROS., BECAUSE THEY BACK UP ME."

WE ARE READY TO BACK YOU IN THE SAME MANNER

GERSTENDORFER BROS., 231-35 E. 42d St., New York, U. S. A.

SAPOLIN



Converse Tires

*More miles—
less skid*

Made by

**CONVERSE RUBBER
SHOE CO.**

MALDEN, MASS.

Service Branches

300 Amsterdam Ave., New York
618 W. Jackson Blvd., Chicago

Exclusive Distributors

The Potter Hoy Hardware Co., Bellefonte, Pa.
Nash Hardware Co., Fort Worth Texas
F. P. May Hardware Co., Washington, D.C.
McGowin-Lyons Hardware & Supply Co., Mobile, Ala.
Sloss & Brittain,
55 Main St., San Francisco, Cal.
Stratton-Warren Hardware Co., Memphis, Tenn.
Stauffer, Eshleman & Co., New Orleans, La.
Failing, McCalman Co., Portland, Ore.
J. S. Latta & Co.,
1318 Arch St., Philadelphia, Pa.
Stowe-Shaw Rubber Co.,
1319 S. Figueroa St., Los Angeles, Cal.
Charles A. Shaeffer,
Reserve Bank Bldg., Kansas City, Mo.

Hardware • PLUMBING AND HEATING • World

MARCH 1920



New! STANLEY SCREEN HARDWARE BOOK

Prepare for the Screen
Season

Send your customers one of these new books illustrating the Stanley line of screen hardware. This book is furnished to dealers with their name and address imprinted on the cover. Ask for B9 and tell how many.



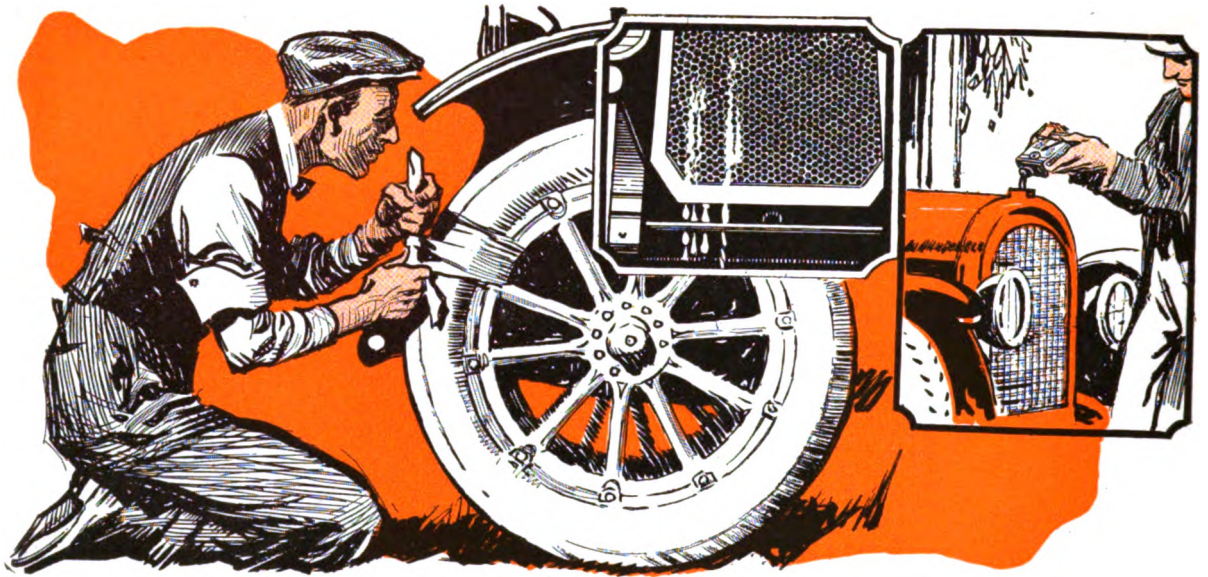
THE STANLEY WORKS

NEW BRITAIN, CONN.

NEW YORK, 100 Lafayette Street

CHICAGO, 73 East Lake Street

Digitized by Google



Would anyone try to repair a blow-out with a handkerchief—

SOME accessory dealers seem to think that a man parts with his common-sense when he buys a motor car!

How else could you account for the fact that these dealers offer a man flaxseed, corn-meal, glue and such canned "dopes" to repair leaks.

As if a leaky radiator didn't mean trouble enough — **without buying more!**

Unfortunately not every car owner yet knows what harm these "dopes" do in choking the water circulating system.

Wise car owners have learned that "X" is the only scientific Liquid process for making permanent repairs anywhere in the radiator, in the water jacket, pump, motor head, gaskets, etc.

They know that "X" Liquid circulates freely as part of the water—and in 10 minutes "X" makes a metallic-like repair that lasts as long

as any soldering job. And "X" Liquid gets to places that solder can't reach.

One can of "X" Liquid has saved a car owner \$150.00 in repair bills!

No More Rust or Scale—

A Cooler, Better Working Engine

If "X" Liquid is kept constantly in the water it will loosen all Rust and Scale now clinging to the metal walls. And so long as "X" is in the water no new Rust or Scale will appear.

This improves cooling, saves oil and helps the engine perform better.

Keep a can of "X" Liquid handy for emergencies. Keep it in the water and there will never be any cooling system leaks; or any rust and scale, either.

Not a Radiator Cement!

Don't confuse "X" Liquid with radiator cement or flaxseed meals in powder or liquid form. These clog the cooling system and often damage it.

"X" is the only scientific process guaranteed to keep cooling systems LEAKPROOF — RUSTPROOF — SCALEPROOF — and troubleproof. Used by the U. S. Government, Standard Oil, Ameri-

can Telephone & Telegraph Company, Etc.

STANDARD SIZE . \$1.50

Will do a \$25 repair job!

FORD SIZE . . . 75c

Over 25,000 progressive dealers now sell "X" Liquid. Many of them sell "X" Liquid **exclusively**. It is the only product of its kind that works in alcohol or reliable anti-freeze solutions.

DEALERS! Once a car owner knows the facts about "X" Liquid—learns that in addition to repairing leaks scientifically, it eliminates Rust and Scale—he'll never use the halfway measures that simply plug leaks for a while and endanger the cooling system.

"X" Liquid sells easiest not only because it is the biggest advertised, but because it gives a motorist most for his money.

Over 3,000,000 cans of "X" Liquid have been sold. "X" is selling at the rate of over 1,000,000 cans a year! How much of the profits are you getting?

Stock the "X" Liquid Special assortment. It includes an **EXTRA \$1.50 can—FREE**. Also display stand and selling literature. Ask your jobber—or write us direct—today.

"X" LABORATORIES

25 West 45th St., New York City

Pacific Coast Representative
Norman Cowan Co., Bialto Bldg.,
San Francisco, Cal.

"X"
TRADE MARK

Liquid makes all water cooling systems
LEAKPROOF • RUSTPROOF • SCALEPROOF

Ropeconomy

TALK No. 6

You may pay a little more per pound for Whitlock ALL - Manila Rope, because we pay more per pound for the fibre we use. But—

Your cost per foot is little, if any, higher, —often it is lower, and your work is done more cheaply because Whitlock ALL-Manila Rope has greater strength and life.

Careful buyers, mindful of ultimate “Ropeconomy,” specify—

WHITLOCK

“The Utmost in Rope Value”

WHITLOCK CORDAGE COMPANY

46 South Street, New York

Chicago Office, 1303 Chamber of Commerce.

KANSAS CITY BRANCH, 339 Railway Exchange Building

Hardware World

(Copyright 1920 by the HARDWARE WORLD. All rights reserved)

Volume XV

MARCH :: 1920

Number 3

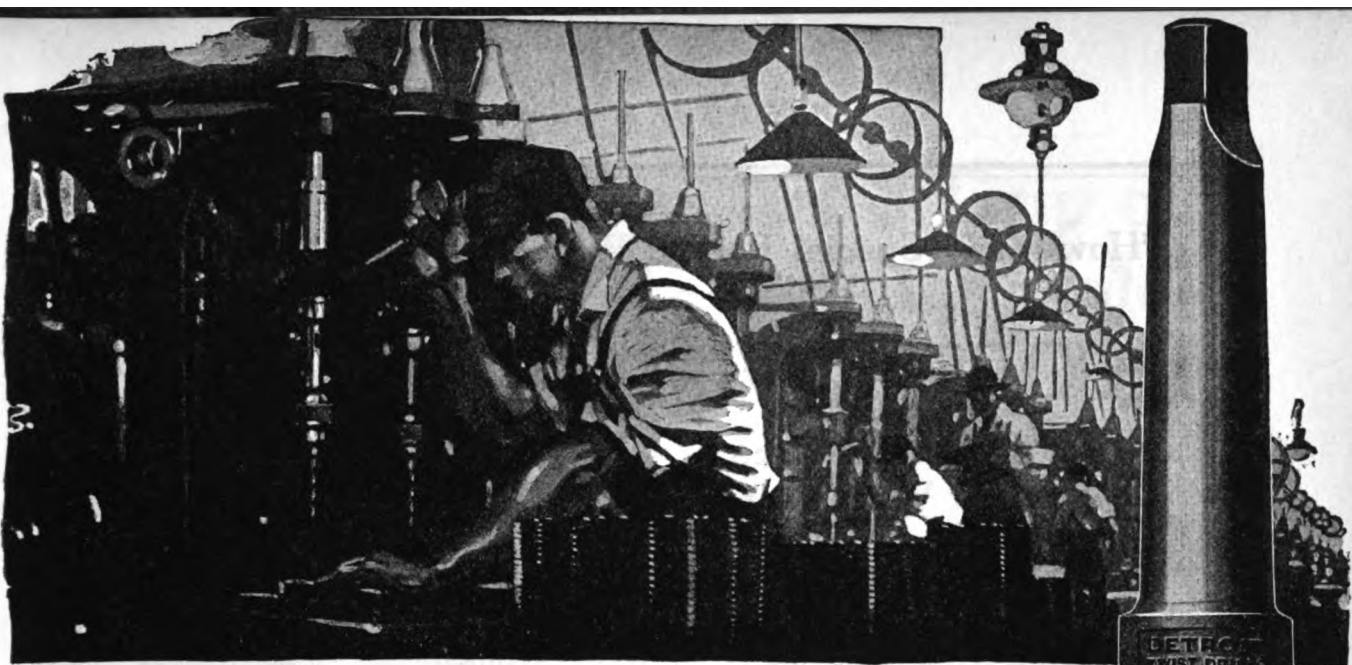
INDEX OF CONTENTS

	Page
"REASON WHY" ADVERTISING WOULD INCREASE PAINT SALES.....	107
"TO BE OR NOT TO BE" AMERICANS.....	108
A LITTLE LEAK WILL SINK A BUSINESS.....	109
MOST MEN NEED TO "TAKE UP SLACK".....	110
FACTS FOR MERCHANTS SELLING ELECTRICAL APPLIANCES.....	111
USING THE "BELL SHEEP" TO LIVEN UP PAINT TRADE.....	111
BOLSEVISM A MENACE—Rev. Newell Dwight Hillis.....	112
SIZING UP THE SITUATION IN YOUR STORE.....	113
BOOSTING THE SALE OF REFRIGERATORS.....	115
PUSHING BUILDERS' HARDWARE IN THE EARLY SPRING.....	117
SAFE FOUNDATION PRINCIPLES.....	119
REPRESENTATIVE, NOT INDIVIDUAL, GOVERNMENT.....	121
THE "SIDE LINE" PAINT DEALER.....	123
WHERE YOU STAND WHEN SOMEONE SHIPS YOU DIFFERENT GOODS THAN YOU ORDERED.....	124
THE CUTTER'S LAST HOPE GONE.....	125
WHY JOHNSON MADE GOOD.....	126
DEVELOPMENT OF CHAIN STORES.....	128
VIEWS OF JOBBERS AND DEALERS ON WINCHESTER SALES PLAN.....	131-136
WEST NOW LEADS IN AUTOMOBILE OWNERSHIP.....	142
DON'T BEGRUDGE A SHARE TO YOUR COMPETITOR.....	148
ELECTRIC SALES LARGEST PER CAPITA IN THE WEST.....	154
THE LAW ON PROFITEERING.....	156
RIGHT OF BUSINESS MEN TO USE SIDEWALKS.....	166
WHY DO FISH SWIM UP STREAM?.....	174
WHAT "SERVICE" MEANS TO MERCHANTS SELLING WASHING MACHINES.....	184
A SPLENDID BUSINESS ASSET.....	200
THE POSY ON THE STEM.....	202
GIVE YOUR CUSTOMER ALL HE IS ENTITLED TO.....	204
DURKIN'S BIGGEST ORDER.....	208
RETAIL SELLING PRICES.....	215-231
BUSINESS OPPORTUNITIES.....	231
INDEX TO ADVERTISERS.....	233

HARDWARE WORLD. Issued on the first of each month by HARDWARE WORLD Publishing Co. Subscription, payable in advance, 50c. per year, or three years for \$1.00. Entered as second class matter, under act of Congress, at Portland, Oregon.

T. M. Shearman, Editor and Manager. Raymond L. Shearman, Associate Editor.
Correspondence, or articles for publication may be addressed to office nearest you.

388 Taylor Street, Portland, Ore. Phelan Bldg., San Francisco. 70 Fifth Ave., New York. 1802 Young St., Dallas, Texas. Salt Lake, Utah. 507 Pioneer Bldg., Seattle, Wash. 220 Pacific Bldg., Vancouver, B. C., Can.
Boatmen's Bank Bldg., St. Louis, Mo.



Modern Accounting Demands Accurate Holes

The calculating machine does away with the mistakes made by the human brain.

To do this its construction must be just as accurate as its work.

The holes, by means of which part is fitted to part, must be exactly located and precisely drilled.

The ability to do this kind of drilling is built into Detroit Twist Drills.

They make truer, quicker holes, with less regrinding and less cost for power.

*When You Buy, Specify
Detroit Twist Drills*

DETROIT TWIST DRILL CO., DETROIT, U. S. A.



Metallographic Laboratory

DETROIT TWIST DRILLS



**"How Many Special Forged Wrenches
Will a**

COES 'Key-Model'

**Replace
— and at What Cost Saving?"**

THERE'S food for thought in that question, Mr. Dealer, because the Coes "Key-Model" replaces many different sizes of "set" wrenches. Engineers in boiler rooms figure a big saving in using the "Key-Model" because they had rather save money by buying many wrenches in one, rather than one in many sizes.

But "Key-Model" savings don't end there, the "Key-Model" is made to **conserve material**—not damage it. It saves enough valve bonnets, nuts and unions in the course of a year to prove its economy over and over. It grips large nuts without slipping and performs heavy duty with the least exertion.

And remember, it doesn't jam and batter large nuts as chain wrenches do.

You can sell COES "Key Model" to gas and water works, pipe line companies, refrigerating plants, railroad and machine shops, and all places where heat, steam and moisture prevail.

Sizes: 28", 36", 48" and 72". The 36" size is used by the big coal and iron roads in the United States for regular service. The 48" size is popular in garages, pumping plants and oil pipe line service. The 72" size is supplied on special orders for eye bar bridge erection, or filter press work.

Ask your Jobber to supply you

COES WRENCH CO.

Established 1841 in

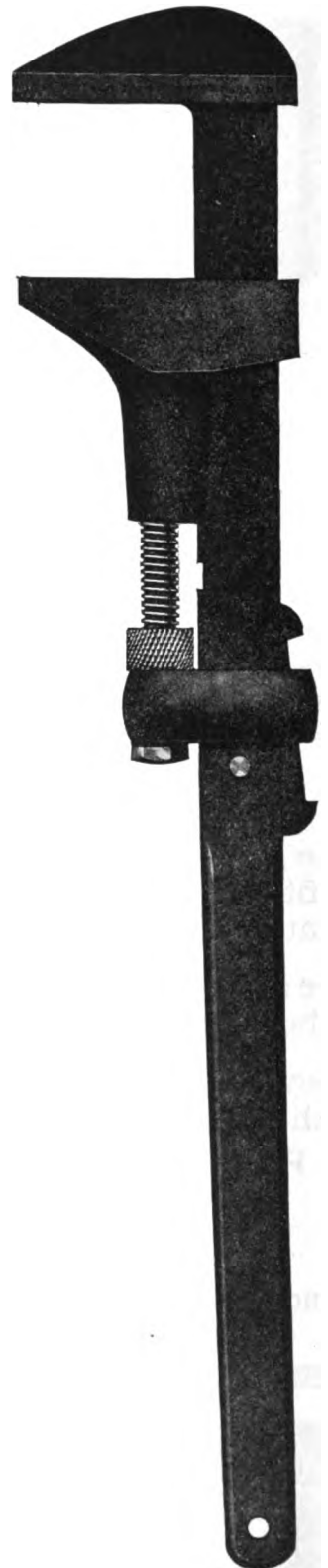
WORCESTER, MASS.

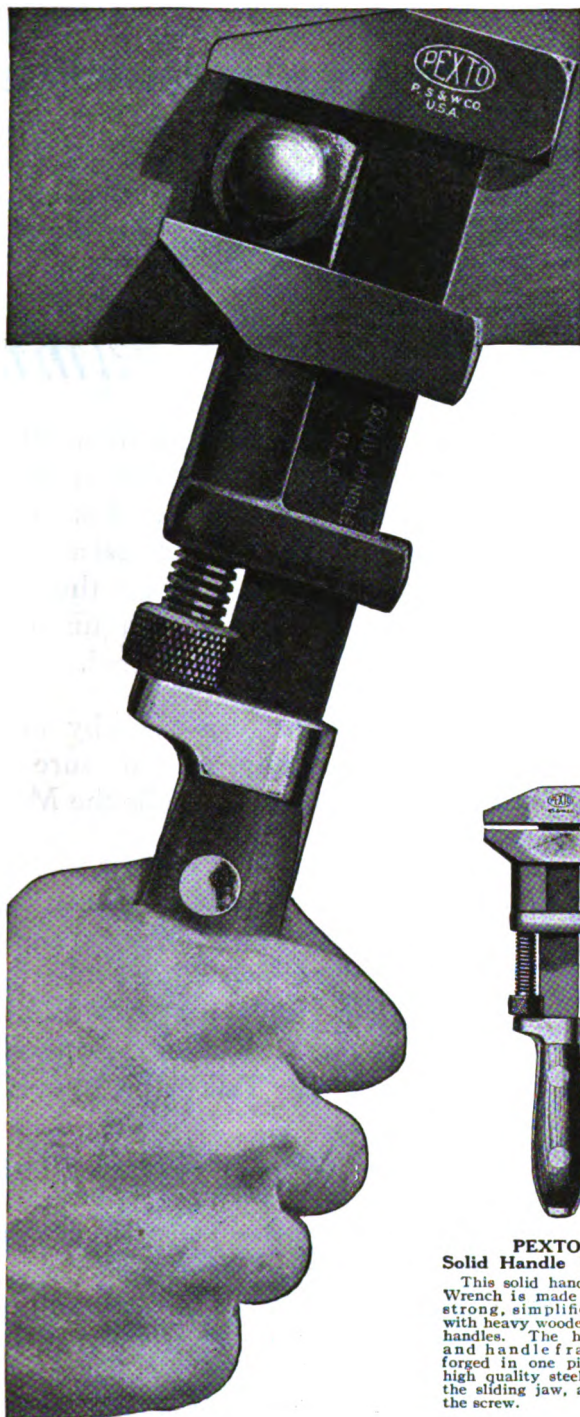
JOHN H. GRAHAM & CO., 226 Market St., San Francisco, Cal.

J. C. McCARTY & CO., 29 Murray St., New York.

J. H. GRAHAM & CO., 113 Chambers St., New York.

HUGHSON & MERTON, Inc., Portland, Ore.; Los Angeles, Cal.;
San Francisco, Cal.; Denver, Colorado.





Get a Grip on Wrench Sales

Sell a good wrench—or better not make the sale. Good wrenches like Pexto, out-grip, out-last and in the end out-sell cheap ones. Stores with a real grip on wrench sales are found to recommend only the best.

Pexto Wrenches are good wrenches with a hundred years' experience built into them. They have the metal, the temper, the design and features to maintain their leadership for another century.

And Pexto Wrenches are known to the general public. National advertising in the Saturday Evening Post has planted the name Pexto indelibly in the minds of hundreds of thousands of people. They can be sold *more* than wrenches—they are ready for the complete line of Pexto Tools—and you can sell them.

THE PECK, STOW & WILCOX COMPANY

Mfrs. Mechanics' Hand Tools, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Builders' and General Hardware.

Southington, Conn.

Cleveland, Ohio

Address correspondence to 233 West Center St., Southington, Conn.
100% American for 100 Years.

Founded in 1819



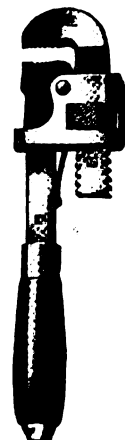
PEXTO
Solid Handle Wrench

This solid handle Pexto Wrench is made of three strong, simplified parts with heavy wooden riveted handles. The head, bar and handle frame are forged in one piece from high quality steel, next is the sliding jaw, and third the screw.



PEXTO
Solid Steel Wrench

Like its solid handle partner this wrench is made of three simple parts—the head, bar and handle are all forged in one piece from high quality steel. This Pexto Wrench is built for heavy duty.



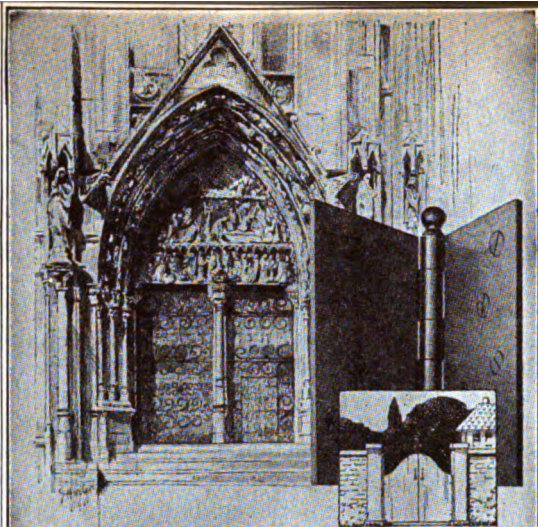
PEXTO
Pipe Wrench

This Pexto Wrench carries out the highest ideals of Pipe Wrench design. The hardened jaws of steel grip like a vise, yet they are easily tightened or released. When you get a pipe wrench be sure it's Pexto-made.

PEXTO

TOOLS

FOR USE ABOUT THE HOME AND FARM
FOR THE MECHANIC IN EVERY TRADE



From cathedral portal to garden gate—HINGES serve

MASSIVE portals, heavy industrial doors, the humble garden gate and little box lid—*All swing on Hinges!*

Stop and think! How many times each day do *you* use hinges? In building after building, house after house, on cupboard, box or cabinet, hinges continually and quietly mark your progress.

To last indefinitely, to swing back and forth day after day, without sagging, repairs or even a squeak—that is the creed of every McKinney Hinge.

For half a century the McKinney Manufacturing Company has been making hinges and butts. Harmoniously their products have been made to blend with every known architectural design. Unnoticed and unassisted they have effectively and noiselessly served.

In your plans for building or repairs consider the little hinge item seriously. While at first it may seem small, your careful consideration will later be rewarded by years of un-failing usefulness.

See that the name McKinney is stamped on the hinges or butts you buy. Hinge consideration is important.

McKINNEY MANUFACTURING COMPANY, Pittsburgh
Western Office, State-Lake Bldg., Chicago—Export Representation

McKINNEY
Hinges and Butts

Also manufacturers of McKinney

garage and farm building door-hardware, furniture hardware and McKinney One-Man Trucks.

This is the second advertisement in the big national campaign to make 3,000,000 prospective customers think more about McKinney Products. This advertisement appears in The Saturday Evening Post February 7. Other advertisements, appearing in Architects' and Builders' magazines, are swinging this class of buyers to a fuller realization of the McKinney standard.

Like a trip-hammer

These McKinney advertisements are making millions think more and more about McKinney Hinges. Like smashing blows they reach their goal and stamp the name McKinney upon the public mind as a mark by which hinges and butts may be carefully selected.

You, as a dealer, can profit by this well directed advertising. Make sure your customers know you handle the McKinney line.

McKinney products have been on the market for fifty years. They are known as standards by which other similar products may be fairly judged. Establish your store as McKinney Headquarters in your locality. Talk McKinney!

McKINNEY MANUFACTURING COMPANY

Pittsburgh

Western Office, State-Lake Bldg., Chicago
Export Representation

*Also manufacturers of McKinney
garage and farm building door-
hardware, furniture hardware
and McKinney One-Man Trucks.*

McKINNEY
Hinges and Butts

ATKINS

SILVER STEEL SAWS

A—the first letter in the alphabet stands for ATKINS. ATKINS—stands for the highest quality and efficiency in SAWS, SAW TOOLS and SAW SPECIALTIES. Atkins products are known the world over as

“The Finest on Earth”

Learn more about Atkins Products. Write for our free books, “Pointers” and “Atkins 1920 Advertising Service.”

E. C. ATKINS & COMPANY, Inc.

Established 1857

“The Silver Steel Saw People”

Home Office and Factory, Indianapolis, Indiana

Canadian Factory, Hamilton, Ontario

Machine Knife Factory, Lancaster, N. Y.

Branches carrying complete stocks in all large distributing centers as follows:

Atlanta
Chicago
Memphis

Minneapolis
New Orleans
New York City

San Francisco
Seattle
Portland, Oregon

Paris, France
Sydney, N. S. W.
Vancouver, B. C.



A Word to Buyers

OWING to present manufacturing conditions, we advise buyers of spring hinges to place their orders as far ahead as they can see.

All hardware manufacturers are getting behind in their orders, due to difficulties in the labor and material markets. Railroad shipments are still slow and uncertain.

We do not advise buying for speculation, but to make sure of your goods being delivered when you want them, we urge your ordering now to cover all your needs for the immediate future.

At present we are making reasonable deliveries on practically all lines. Your co-operation will enable us to continue to do so.

Coast Representative
C. N. & F. W. JONAS
Seattle, San Francisco,
Los Angeles

Eastern Representative
JOHN H. GRAHAM & CO.
113 Chambers St., 95 Reade St.
New York City

Lawson Manufacturing Co.
228-230 West Superior Street
Chicago, Illinois

BARCALO

Adjustable

OPEN END

22½° Angle

WRENCH

*DROP
FORGED*

Guaranteed

BARCALO

DROP FORGED

*Barcalo Manufacturing Co.
BUFFALO, N.Y. U.S.A.*



ROUND CORD PULLEY CHAIN

PATENT APPLIED FOR

GUARANTEED to operate over any common cord pulley, and is stronger and more economical than sash cord.

Get rid of the troublesome and unreliable sash cord, and standardize on the modern product, the latest thing out—"ACCO" Round Cord Pulley Chain. Guaranteed to operate freely and smoothly over any common cord pulley. Will not kink

Infinitely stronger than sash cord and will not stretch or rot—practically ever-lasting. Costs no more than common grade sash cord.

In case of fire "ACCO" Round Cord Pulley Chain won't burn. It will keep the windows closed, prevent drafts and the spread of a conflagration. Looked upon with favor by fire insurance companies.

"ACCO" Round Cord Pulley Chain

is made of the best steel obtainable, and blanked and assembled on specially designed automatic machines. Its strength is uniform throughout.

The builder likes "ACCO" Round Cord Pulley Chain because there is no waste. It can be cut into exact lengths, and the quantity required checked. You can hang more sash with "ACCO" Round Cord Pulley Chain than you can with sash cord. There's no knotting—it's all used.

"ACCO" Round Cord Pulley Chain is easily handled, and won't deteriorate in stock. It is packed in strong cloth bags containing 100 feet of chain, with 20 weight fixtures—enough for five double hung sashes.

"ACCO" Round Cord Pulley Chain comes in two finishes—Coppered Steel and S. R. P. (Special Rust Proof). Order from your regular jobber. If his stock hasn't arrived, write us direct. We'll give you immediate delivery.

MANUFACTURED ONLY BY

AMERICAN CHAIN COMPANY
INCORPORATED
BRIDGEPORT, CONN., U.S.A.

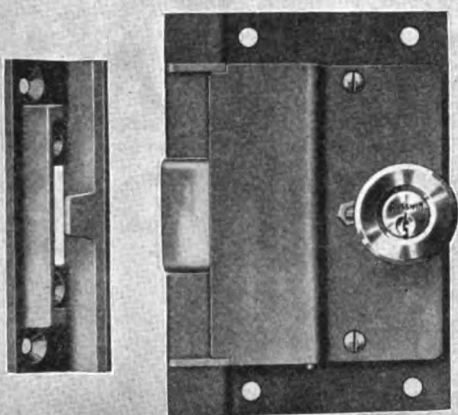
IN CANADA: DOMINION CHAIN CO. LTD., NIAGARA FALLS, ONT.

General Sales Office, New York City

DISTRICT SALES OFFICES: CHICAGO, PITTSBURGH, BOSTON, PHILADELPHIA, PORTLAND, ORE., SAN FRANCISCO

Largest Chain Manufacturers in the World





RUSSWIN

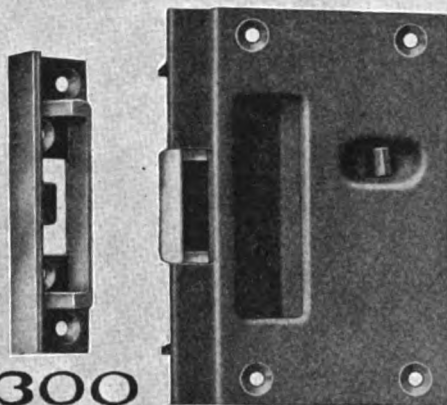
RUSSELL & ERWIN

Adaptable

GARAGE

SLIDING DOOR

LOCK



No. 300

Security

With Russwin Adjustable, Unit Ball-Bearing Cylinder and protected strike.

The broad, hinged latch bolt, of malleable iron, engages with the strike regardless of any sag of the doors.

Operated by key outside, and by lever inside. When withdrawn by the key the latch is held retracted as long as the key remains in the lock, leaving both hands free to operate door. Latch bolt can also be held retracted by the stop inside.



RUSSELL & ERWIN MFG. CO.,

The American Hardware Corporation Successor

New Britain, - Conn.

NEW YORK

SAN FRANCISCO

CHICAGO

LONDON, ENG.

COLUMBIAN MANILA ROPE



"A CONNOISSEUR OF ROPE"

COLUMBIAN ROPE COMPANY

"The Cordage City"

AUBURN

N.Y.



"I beg you do not linger"
 Advises Winthrop Wise.
 "But hasten now and grasp it
 This line called KYANIZE"

The full force of all Kyanize Advertising in big space in the big magazines is focused directly on ONE EXCLUSIVE AGENT only in each locality.

Kyanize

KY-AN-IZE

The Business-Building Varnishes and Enamels

This high grade, quality line places you in the position to command the profitable business of your town.

Bigger advertising plans than ever are under way. Winthrop Wise, the Kyanize salesman extraordinary, is back. All the old Kyanize Agents know what that means and the new agents soon will feel the results of his work.

NOW'S THE TIME—WRITE FOR PARTICULARS

In towns where there is now no Kyanize Agency an opportunity awaits some live dealer. Perhaps you're the man. Write us today, a postal will do, for full particulars. Just say: "Send me details on the Kyanize Agency." Now's the time to grasp this opportunity.

BOSTON VARNISH COMPANY

San Francisco
 Warehouse and Office
 269 Eighth Street

Everett Station, Boston, Mass.
 U. S. A.

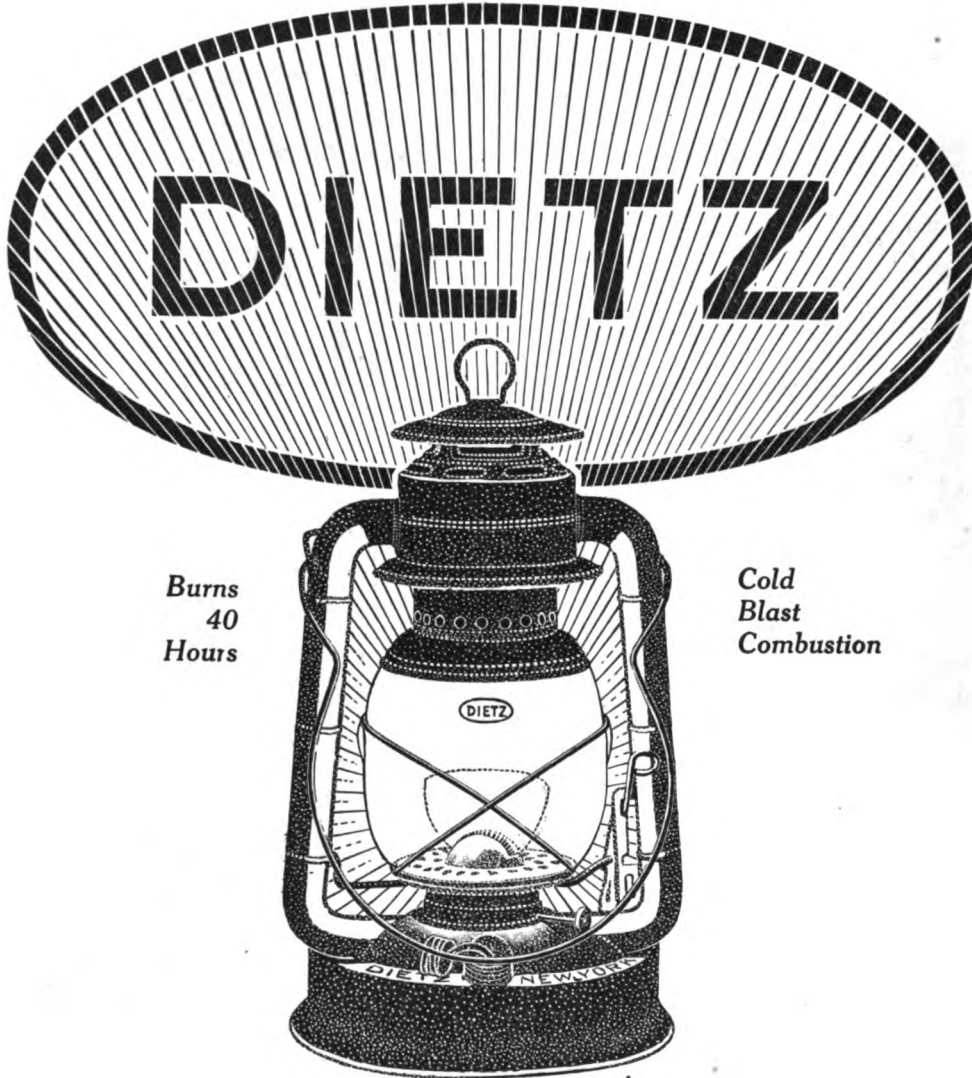
Chicago
 Warehouse and Office
 519 W. Roosevelt Ed.

Bogardus, Wickens,
 Limited,
 Vancouver, B. C.

Campbell Hdw. Co.,
 Seattle, Wash.

Sunset Paint Co.,
 Los Angeles, Calif.,
 and El Paso, Texas

Timms, Cress & Co.,
 Inc.,
 Portland, Oregon



DIETZ NO. 2 LARGE FOUNT "D-LITE" LANTERN

(Formerly No. 2 Wizard)

THE DIETZ No. 2 large fount "D-LITE" represents the utmost in value and service that you can offer your customer.

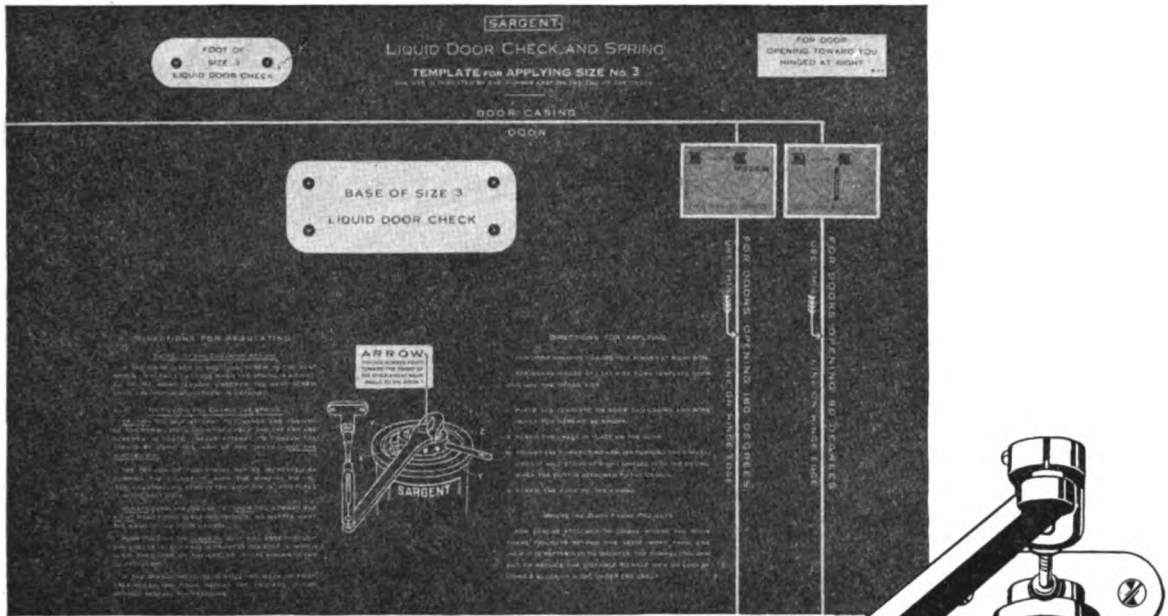
FEATURES

Cold Blast Combustion; easily cleaned Short Globe with Loc-Nobs which prevent slipping; 10 C. Power White Light; Burns 40 hours; Reinforced Lift. Unloseable Oil Cap; Bright tin or bright tin with brass fount and top.

R. E. DIETZ COMPANY, NEW YORK

Largest Makers of Lanterns in the World
Founded 1840

More Quality --- More Demand --- More Sales --- More Profit
Your Jobber Stocks DIETZ Lanterns



The Template makes it easy to install

The above illustration shows in reduced size the blue-print template which is packed with every Sargent Liquid Door Closer. It simplifies the work of applying the closer and makes it impossible for anyone to place the different parts in the wrong positions.

In its mechanism the closer is sturdy, positive in action and can be depended upon to close the door quickly and quietly.

The Sargent advertising campaign in national publications is increasing the demand for this sturdy closer

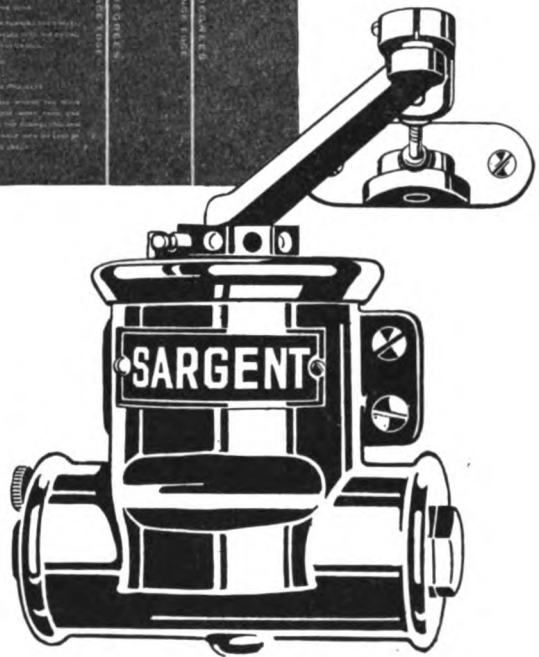
SARGENT & COMPANY

New Haven, Conn.

NEW YORK

BOSTON

CHICAGO



SARGENT
LOCKS AND HARDWARE

GOODELL PRATT

1500 GOOD TOOLS

CHUCKS

A complete line of simple, durable, accurate chucks carried in stock, fitted with any standard shank. They are made entirely of steel and built to stand up under the hardest shop use. Is your stock adequate to care for the requirements of your trade?

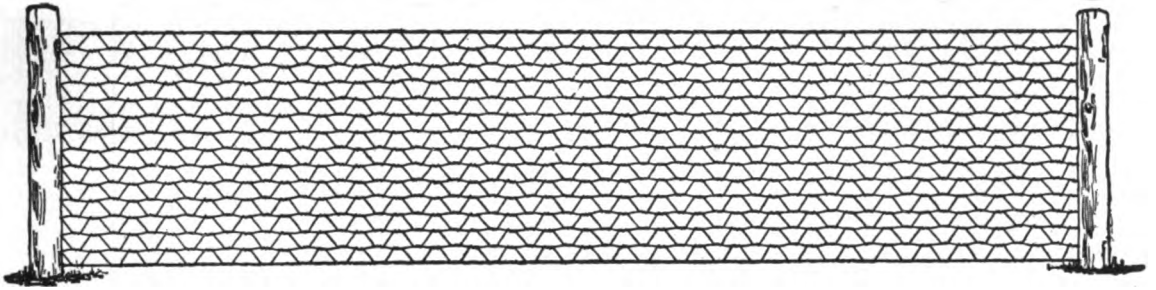
Goodell - Pratt Company

Toolsmiths

Greenfield, Mass.



"W W" Poultry Fencing



**Most Practical—Durable—Economical
Poultry Fencing on the Market**



Wickwire Brand Hex Nettings

Galvanized Before or After Weaving

Wickwire Screen Wire Cloth

Cortland Painted Wire Cloth

Made from Hard Drawn Steel Wire

Wickwire White Metal Finish Wire Cloth

Heavily coated with high-grade spelter or zinc by the old fashioned hot process method, recognized the world over as the most approved method of applying a durable zinc coat to iron or steel.

Wickwire Bronze Wire Cloth Made from Hard Drawn Bronze Wire



WICKWIRE BROTHERS

**CORTLAND
NEW YORK**



**NICHOLSON
U.S.A.**
(Trade Mark)

**Where Singing Saws
Cut Up Timber**

Saws must be sharpened constantly to speed their cutting. Saw filers are experts who know files as few others do. Filing is their only work and they widely demand

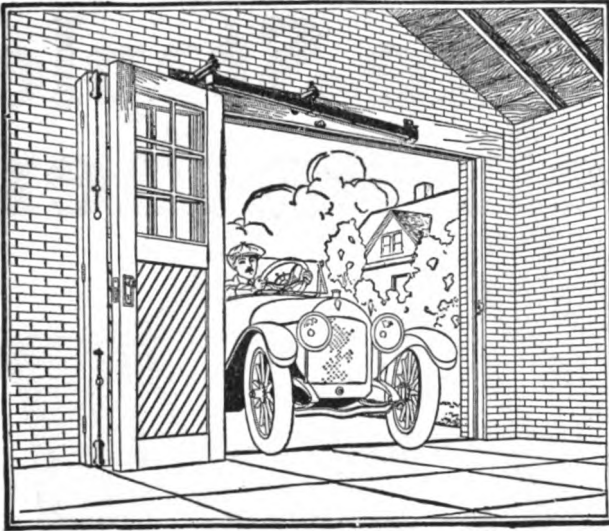
Nicholson Files

Saw filers and others who demand most of files, are enthusiastic in their praise of Nicholson Files. They get longer and better service from every file and find every one sharp and ready for instant, superior performance.

Write for File Philosophy and the NICHOLSON CATALOG both valuable to File users.

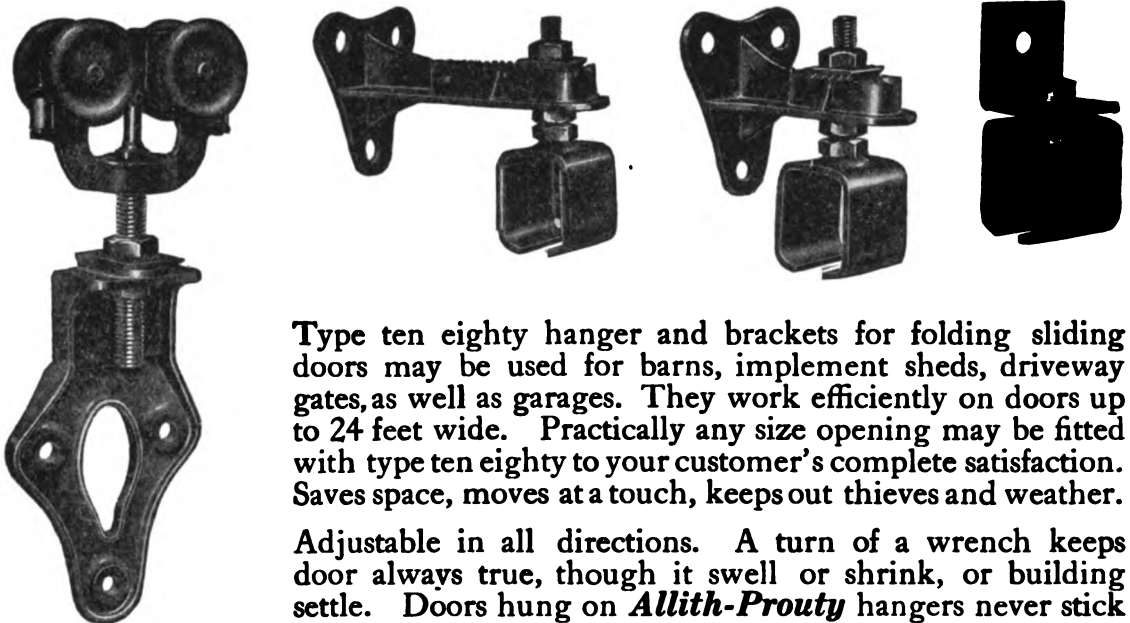
NICHOLSON FILE CO.
Providence, R. I., U. S. A.





ALL the reasons you know for stocking sliding door hardware are in the **Allith-Prouty** line. Skilled workmanship and correct design are so plainly seen in **Allith-Prouty** hardware that your customer is sold at sight. There is an **Allith-Prouty** sliding door fixture to meet any need.

ALLITH-PROUTY



Type ten eighty hanger and brackets for folding sliding doors may be used for barns, implement sheds, driveway gates, as well as garages. They work efficiently on doors up to 24 feet wide. Practically any size opening may be fitted with type ten eighty to your customer's complete satisfaction. Saves space, moves at a touch, keeps out thieves and weather.

Adjustable in all directions. A turn of a wrench keeps door always true, though it swell or shrink, or building settle. Doors hung on **Allith-Prouty** hangers never stick or bind. Permit use of all or any part of opening.

Write for Catalog No. 90

ALLITH-PROUTY CO. DANVILLE ILLINOIS.



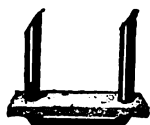
CHICAGO
NEW YORK
PHILADELPHIA

BOSTON
LOS ANGELES
SAN FRANCISCO

Digitized by Google

A Strong Wire Staple -- and a Felt Washer

**---Little Things, Yet As Here
Applied They Lengthen Life
And Increase Usefulness
Of Collar Pads**



Pat. in U.S. Dec. 1, 1914
Pat. in Canada Apr. 6, 1915

New Patented Hook Attachment

A strong wire staple reinforced by felt washer firmly grips hook to body of pad even though cover has been weakened by sweat and long usage. This lengthens life of pad. It is the greatest improvement since we invented the hook. *Used on all our Hook Pads and only on pads made by us.*

Stuffed Collar Pads

are the best safeguard against shoulders of horse being chafed, galled and bruised by collar. They excel the unstuffed kinds which lack the soft, pliable, cushion-like and absorbent features possessed by pads containing our specially prepared composite stuffing.

Low in Price---Long Lasting---Well Advertised

Our sixth campaign of advertising direct to users, through the medium of leading agricultural publications, is on a more extensive scale this year than any previous one. This serves to further the interest of dealers and jobbers.

Dealers are requested to write us for a supply of new books concerning care of horses and containing many valuable emergency horse remedies. Every horse owner will want a copy. Sent Free upon request.

For Sale By Jobbers

The American Pad & Textile Co.

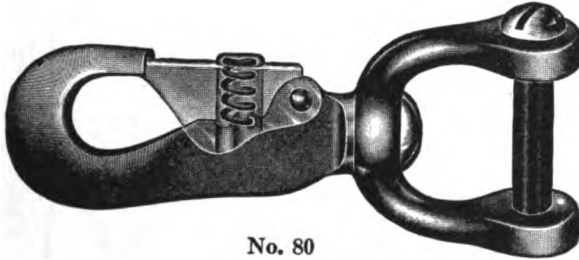
Greenfield, Ohio

Canadian Branch "Thirty-Eight Years Making Pads" Chatham, Ontario



ANCHOR BRAND

HARDWARE PRODUCTS



No. 80

Swivel Trace Snap with Screw and Roller
(Showing Spring Construction)

LOXPRING

[PATENTED]

SNAPS

Embody
one of the most
striking advancements
in the manufacture of
Harness Hardware.



No. 187

Double Snap for Breast Chains

THE ONLY SNAPS
IN THE WORLD WITH THE

SPIRAL SPRING LOCKED IN



No. 85

Breast Strap Roller Snap

*They improve harness and thereby
multiply sales—that is the testimony
of the men best qualified to speak—
Harness Makers and Dealers.*



No. 183

Breast
Chain Snap

*Spiral Springs in
Loxpring Snaps
are like true friends—
you always know
where to find them
and they wear
well.*



CERTIFIED QUALITY

Send for free copy of "Harness Hardware
Supremacy," which explains in detail advan-
tages of **LOXPRING** Snaps and other improved
Harness Hardware.

WHOLESALE ONLY

Samples Free upon Addressing Dept. A

MADE ONLY BY
NORTH & JUDD
MANUFACTURING CO.
NEW BRITAIN
CONNECTICUT

The Value of Quality in Sheet Metal

Toncan Metal possesses a durability unsurpassed by any sheet metal made from iron ore.

It possesses superior forming qualities—seams better. The galvanizing is better than that of most sheet metals and it is uniform in quality—**always good.**

What does this mean to you as a dealer? Just this—Users in rapidly increasing numbers are learning by experience that Toncan Metal is the most economical and satisfactory metal sheet they can buy—and they are spreading the news.

That means business for the sheet metal man who can supply Toncan Metal.

Thousands of buyers of sheet metal are looking for something better—more lasting in sheet metal—They will appreciate an opportunity to secure it.

That's why more and more sheet metal men are stocking—using—recommending Toncan Metal and Toncan Metal Products.

That's why it will pay you every way—to specialize on Toncan Metal.

Want Quotations? Suggestions? Information?
Write Nearest Distributor

THE STARK ROLLING MILL CO., Canton, Ohio
Sole Makers

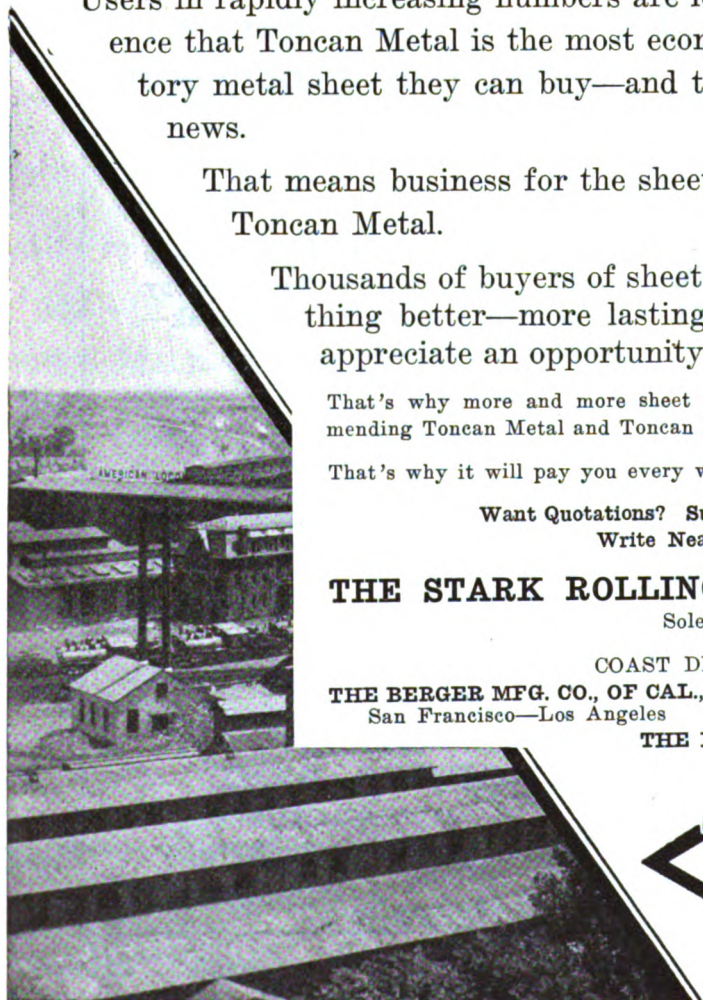
COAST DISTRIBUTORS

THE BERGER MFG. CO., OF CAL., HOLBROOK, MERRILL & STETSON
San Francisco—Los Angeles San Francisco—Los Angeles
THE FAILING-McCALMAN CO.,
Portland, Ore.



Resists Corrosion

Digitized by Google



As if the customer were yourself

STEP into your own store some day as if you were a total stranger.

Imagine yourself a customer for some such item as a $\frac{1}{4}$ -20 **GTD** hand tap which you've seen advertised and expect a good store to carry.

Could **your** store make good? Would they know what a $\frac{1}{4}$ -20 **GTD** hand tap is? Where to find it at once? And how to explain its particular and especial features if you as a customer hesitated about buying it?

If they can do that, it's real merchandising.

Try this little test some day. Look in at yourself from the other man's viewpoint. Get out of the parade and watch yourself go by. It may give you a jolt or two, and it may also put your stock and your store's selling ability a peg or two ahead—where you'd like it to be.

GREENFIELD
TAP & DIE CORPORATION
Greenfield, Massachusetts, U.S.A.
Canadian Plant; Wells River, Co. of Canada, Ltd., Galt, Ontario

GTD Screw Plates, Taps, Dies,
Reamers, Gages, Pipe Wrenches

P. S. If your experience shows any incompleteness of your **GTD** stock or information, our Pocket Size Catalog No. 40 will set you on the proper road. Use the coupon.



GTD
Corp.
Greenfield
Mass.

Send latest No. 40 catalog and put our firm on your mailing list to receive information about your threading tools whenever issued.

Name of person _____

Firm _____

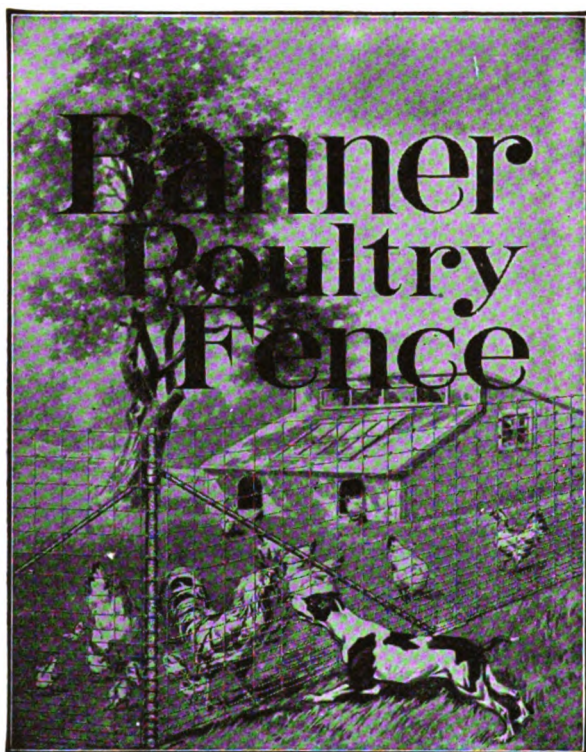
Address _____

205
H W

The Greatest Galvanizing Discovery of the Age

Exclusively Developed by the
American Steel & Wire Company

A new and decided advance in the art of galvanizing wire, resulting in a heavier coat of more lasting zinc that stays on. Either Bessemer or open Hearth Steel. Big wires—more steel per rod—mean longer life and greater strength. Elastic hinged joints—mechanically joined, the only true and enduring way to unite a fabric without injuring the metal. We also put this wire into



Banner Poultry Fence brings big and quick profits to dealers, and great satisfaction to customers.

Banner Poultry Fence is a true woven wire fence and not a netting. Larger wires without increased cost. It is made of 15 and 17 gage wires, instead of 19 or 20 gage wires, as used in old-style fabrics, and has 22 wires in 4-foot height, 16 wires in 2-foot height, making a poultry fence of minimum close space and immense strength.

Banner Poultry Fence Wire is hard, stiff and springy. It carries a coat of zinc put on by the latest method—a discovery, a real improvement in galvanizing—a zinc covering more lasting; it stays on.

Banner Poultry Fence costs about the same as poultry netting in the principal selling sizes, despite the use of heavier wires. The close spaced wires are at the bottom where needed, with gradually increased space at the top, where close spacing is not necessary. Graduated spacing means a

saving which is put into larger wires without increased cost to dealer or consumer.

Banner Poultry Fence saves in cost of erection, because it requires fewer posts, while top and bottom rails are not needed to keep the fence in shape.

Banner Fence makes a neat construction, and forever does away with the ragged, saggy appearance of old-style fabrics.

American Steel & Wire Company

United States Steel Products Company

SELLING AGENTS

SAN FRANCISCO

LOS ANGELES

PORTLAND

SEATTLE

Awarded the Grand Prize at the Panama-Pacific Exposition

GIANT



Cuts blasting costs

Giant Explosives will do your customers' blasting better and more economically than ordinary powders or dynamites.

For more than 50 years they have been made in the West by a Western company.

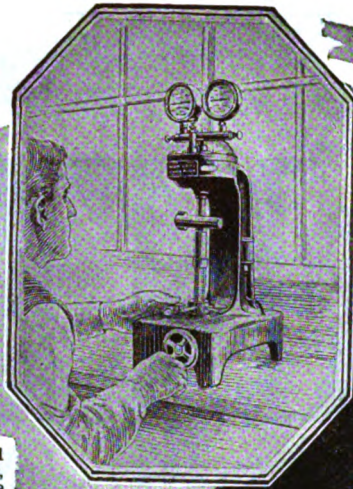
Naturally they are peculiarly adapted to mining, quarrying or engineering operations under Western conditions.

Because of the constantly growing demand for Giant Farm Powders and other Giant Explosives we are looking for live, aggressive dealers in farming, mining and lumbering sections. We help our dealers build up a profitable business. Let us tell you how. Write today.

THE GIANT POWDER CO., Con., San Francisco
"Everything for Blasting"

Branch Offices: Denver, Portland, Salt Lake City, Seattle, Spokane

EXPLOSIVES



A very hard steel ball is pressed into the surface of the forging, at regulated pressure and the indentation thus made varies in size according to the degree of hardness of the metal. This is the Brinell Machine, in connection with which indentations have been taken for every grade of steel in every condition of heat treatment so that it is possible to produce forgings to any desired degree of machineability. Science countenances no guesses or approximations in modern forge practice.

Round Shoulders

IN men and in nuts, round shoulders mean life has been too much for them.

To your upstanding workman, the scarred face of a round-shouldered nut is a mark of disgrace.

So he demands a Billings & Spencer Triangle B wrench because (having a reputation of his own) he likes theirs.

You can safely take a workman's word for what is right in tools.

He will tell you the Triangle B wrench fits his hand as if it were glad to work with him—its steel is tough (not brittle) with a hidden something in its

makeup which means honest years of service instead of dishonest months of trouble.

That hidden something took several thousand men fifty years to make. It is the value behind the Triangle B trade-mark. On a tool, a drop forging or a great machine, it says "Rely on me," and it has said that to the world of industry since the days of the Civil War.

Remember the last time you worked over a difficult nut? Did your wrench slip just a little and make the hard job harder? Triangle B wrenches would have helped instead of hindering—they fit those hard-to-get-at-nuts, cleanly, surely, without a slip.

Your hardware dealer or your garage accessory man will approve your judgment when you say Triangle B or Billings & Spencer.

He likes to sell satisfaction.

The Billings & Spencer Co Hartford

The First Commercial Drop Forging Plant in America

The machinist says:

"Sure I'm using them, the same as most of the men in the shop are doing. Some of the Starrett Tools in my kit, I bought when I was an apprentice.

"Y'see, it's like this. We got the habit when we were kids. We saw the older men, the ones that were doing the finer work, preferred Starrett Tools because they knew they were accurate, and we copied after 'em — just like our kids are doing today.

"How's that? No, I wouldn't go so far as to say that Starrett Tools by themselves will make a good machinist, but I'll say this — Starrett Tools will make it a lot easier for any machinist to do good work.

"Yes, I've got one of their 'Starrett Data Books for Machinists,' and believe me, it saves a lot of time and mistakes. If I want to know a decimal equivalent, a taper dimension, the speed of a milling cutter, or something about materials, I don't have to guess or ask — I just look in the book and find out. It set me back seventy-five cents at the hardware store, but it saved me a blame sight more than that in the first week."

The L. S. STARRETT COMPANY

THE WORLD'S GREATEST TOOLMAKERS
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

42-980

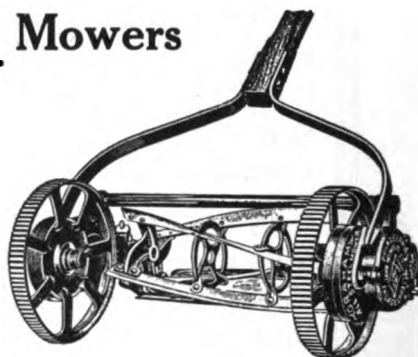
The utility and convenience of Starrett Tools are second only to their accuracy. Catalog No. 21 "BF" sent free on request.



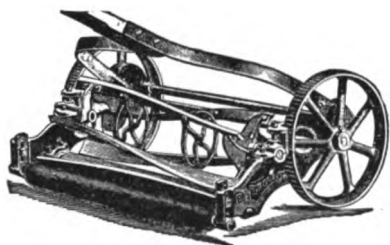
GENUINE "PHILADELPHIA"

The Name That Sells Mowers

For more than a half century the name "**PHILADELPHIA**" has been associated with the highest grade Lawn Mowers everywhere. All of this time being devoted by the makers to a specialized study of **Lawn Mowers** and nothing else.



Styles "Graham" and "A"—All Steel Vanadium Crucible Steel Blades. Practically Indestructible



Style "E"—Four Blades Removable Box Caps

Genuine "**PHILADELPHIA**" Lawn Mowers are known the world over for their shear-like cut—all knives being made of Vanadium Crucible Steel—an exclusive feature.

And whether you carry one or all of the 22 styles of Hand, the 5 styles of Horse mowers or the 2 styles of Motor, consider the part the name "**PHILADELPHIA**" plays in making the sale.

SEND FOR CATALOG AND PRICES

THE PHILADELPHIA LAWN MOWER COMPANY

MORE THAN A HALF CENTURY DOING ONE THING WELL

31st and Chestnut Streets

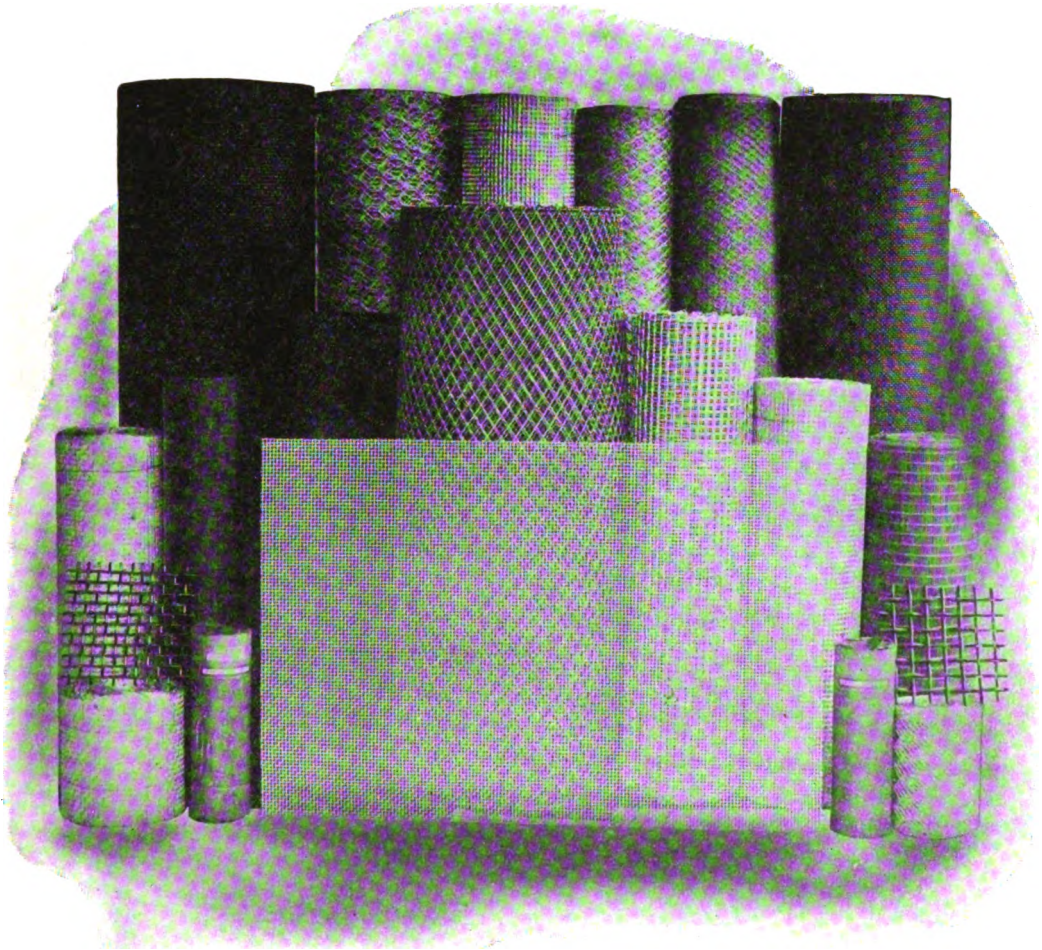
Philadelphia, Pa.

HAVEN & HAVEN, 508 Mission Street, San Francisco, California, Selling Agents

WHEN ORDERING LAWN MOWERS REMEMBER THIS NAME

GENUINE "PHILADELPHIA"

A Few of the Large Variety of "BUFFALO" WIRE PRODUCTS



THEY will aid you to increase your sales and profits. Repeat orders will be received frequently, due to satisfied customers, which means increased profits for you. "BUFFALO" Wire Cloth is made in all grades for all purposes and a complete line of standard grades carried in stock at all times, for immediate shipment. We also manufacture other wire products such as Wire Window Guards, Tool Room Enclosures, Machinery Guards, Office and Desk Railings, and many other products which are fully illustrated and described in our complete No. 8 A.G. catalog, which will be mailed to you gratis upon request. If not already in possession of this catalog, send for it now.

Awarded Bronze
Medal Panama-
Pacific Interna-
tional Exposition,
1915.




Buffalo Wire Works Company

(FORMERLY SCHEELER'S SONS)

524 Terrace

Buffalo, N. Y., U. S. A.

Branch Office and Warehouse, 9-11 South Seventh St.
Philadelphia, Pa.

Remember, a yellow tag like this  is attached to every roll or piece of genuine "BUFFALO" Wire Cloth, its the sign of QUALITY, SERVICE and SATISFACTION.



CANNON BALL Standardized Door Hangers



ANY of the different styles of "Cannon Ball" hangers can be used on any "Cannon Ball" track—and any combination of the different styles of "Cannon Ball" track may be used with any "Cannon Ball" hanger. This means that you can always answer a customer's needs as long as you have any "Cannon Ball" track and hangers in stock. In addition you have the advantages of being able to feature special combinations in the regular styles for barns and similar buildings, and a number of door sets for garages. Write and ask for the STAR barn book and catalog.

Hunt, Helm, Ferris & Co. Complete Barn Outfitters Harvard, Ill.; Albany, N. Y.
Designers and Manufacturers of

STAR Equipment



The STAR Line

"Something to Sell
the Year Round"

Barn Equipment
Litter Carriers
Water Bowls
Feed Trucks
"Harvester" Hay Tools
Door Hangers
Garage Equipment
Coaster Wagons
Tank Heaters
and Other Farm
Specialties



Royal Cotton Waste

The Perfect Royal Mix

THE selected raw materials of Royal Cotton Waste have been sorted, graded and hand-picked. Now they are thoroughly mixed in layers, in accordance with definite specified proportions. Thus every "mix" of Royal is protected for complete standardization and exact uniformity.

Ask your jobber or us for the Royal Sampling Catalogue and the Booklet "Clean Clean Thru."

SMALL USERS SHOULD ASK TO BE SHOWN
THE HANDY NEW ROYAL AUTOPAK BALE

ROYAL MANUFACTURING CO.

General Offices & Plant
Rahway, N. J.

New York Pittsburgh
Chicago Baltimore



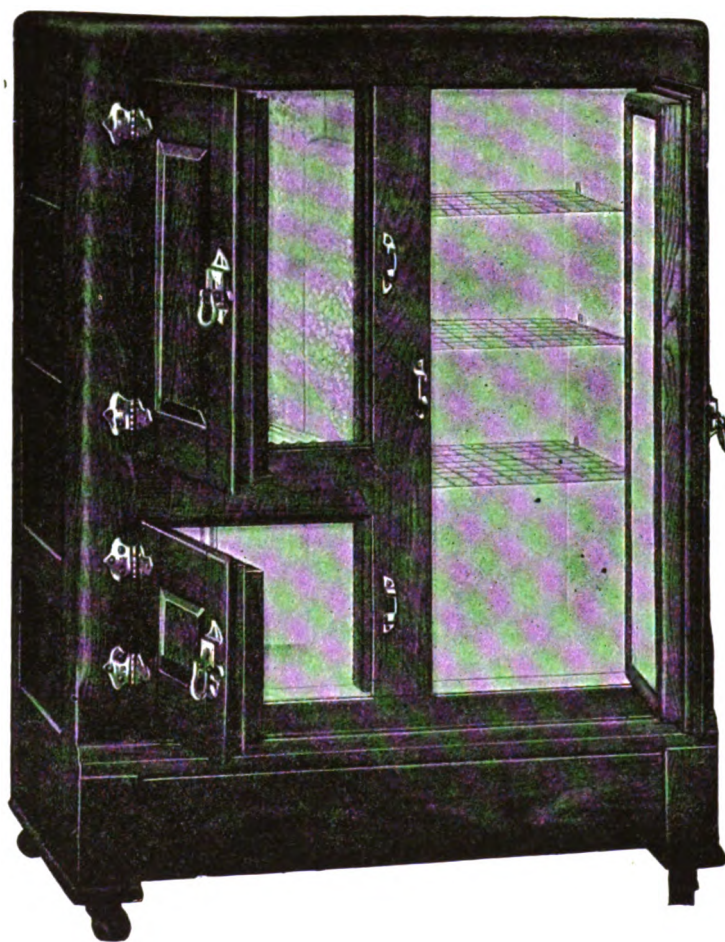
6% TARE

THE GUARANTEE: Uniform Quality

6% Tare (Wrappings) Exact Weight

EXACT WEIGHT

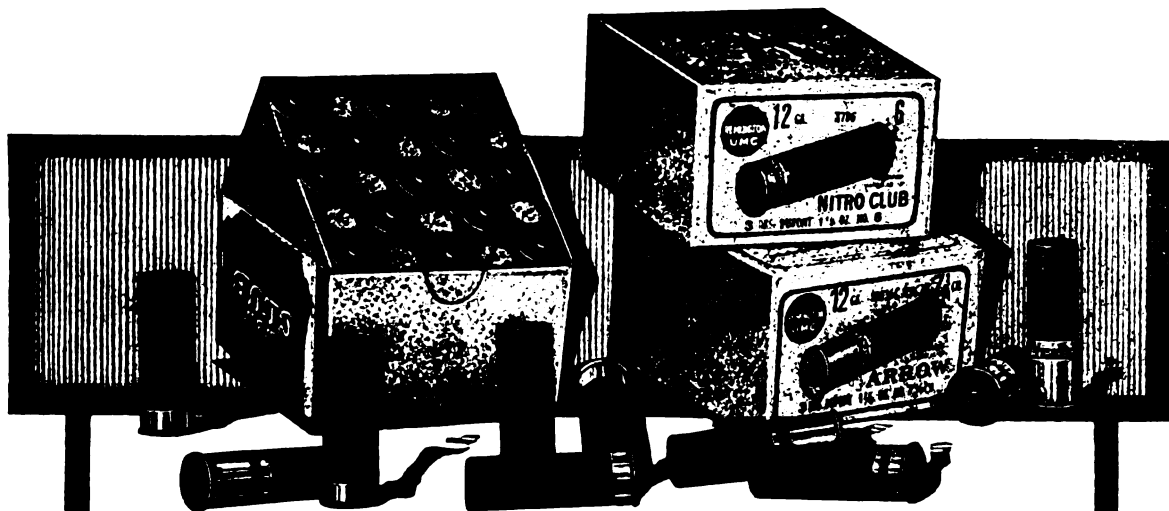
It Is Going to be Hard to Get Refrigerators Next Summer When You Want Them



UNION HARDWARE & METAL CO.
Los Angeles

SLOSS & BRITTAIN
San Francisco

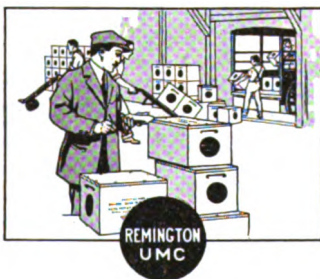
MONARCH REFRIGERATOR WORKS
BURLINGTON, VERMONT



More Than "WETPROOF"

THE WETPROOF process, applied to all Remington UMC shotshells, does more than maintain the shells in their original condition after immersion in water. WETPROOFING keeps the powder qualities of Remington UMC shells **permanent**. As a dealer in shotshells you know how important it is for the sportsman to have a shell in which the powder is in the same condition as when the shell came from the manufacturer. The WETPROOF process waterproofs the body, crimp and top wad, effectually sealing the shell and making it virtually air-tight. Thus, the powder is kept in its original condition both in wet and dry weather.

The WETPROOF process was originated and developed by Remington UMC and is exclusively owned by them. It is merely another indication of Remington UMC leadership in the firearms and ammunition field.



All Remington UMC shotshells are made under the WETPROOF process—'Nitro Club' and 'Arrow' (smokeless powder) and 'New Club' (black powder). Sportsmen know these shells and ask for them.

ASK YOUR JOBBER

And Send for WETPROOF Folder

The Remington Arms Union Metallic Cartridge Company, Inc.

Woolworth Bldg., New York City

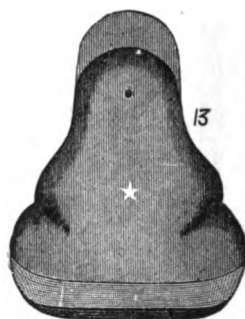
Stop! Look! Think!

OF THE GREAT PROFIT
IN OUR SPECIAL ASSORTMENT OF

"Elastic" Chair Tips

consisting of the most salable and profitable sizes,
viz:

- 8 Gross Rubber Head Nails.
- 4 100/144 Gross Bumpers.
- 17 Doz. Slotted Screw Tips.
- 4 Doz. Wood Peg Tips.
- 3 Doz. Patent Rocking Chair Tips.
- 4 Doz. Stetson's Combination Cushion Chair Tips.



"Elastic" Chair Tips

Prevent injury to floor and carpet, stop the noise, nuisance in the home, the schoolroom, the restaurant, the public hall—wherever wooden chairs are moved about on wooden floors, concrete or tiling.

Their almost universal usefulness and necessity make them most profitable sellers—if pushed.

"Elastic" Chair Tips.
Order the "Elastic" Assortment now—display it—then watch the "Elastic" sell!

ELASTIC TIP CO.

370 Atlantic Ave., Boston, Mass.



ELASTIC TIP CO., BOSTON, MASS.
Kindly send us full particulars and prices of "Elastic Assortment."
Name.....
Address.....
Hardware World.

Sell them the kind they like

Sell shells loaded with Infallible or "E. C."—the powders that never vary—that hit hard with light recoil, burn free and clean and give uniformly even pattern.

You can build good profits and win hosts of satisfied customers by selling shells loaded with

HERCULES Smokeless Shotgun **POWDERS** INFALLIBLE "E.C."

You can buy these powders in any one of the fourteen standard brands of shotgun shells listed here.

The next time you order loaded shells be sure to specify Hercules Smokeless Shotgun Powders—Infallible or "E. C."



HERCULES POWDER CO.

1043 Orange Street

Wilmington

Delaware

Remington
HORN GUN
SMALL
CALIBER
TARBOY

Remington
ONE

ARROW
HITTED CLUB

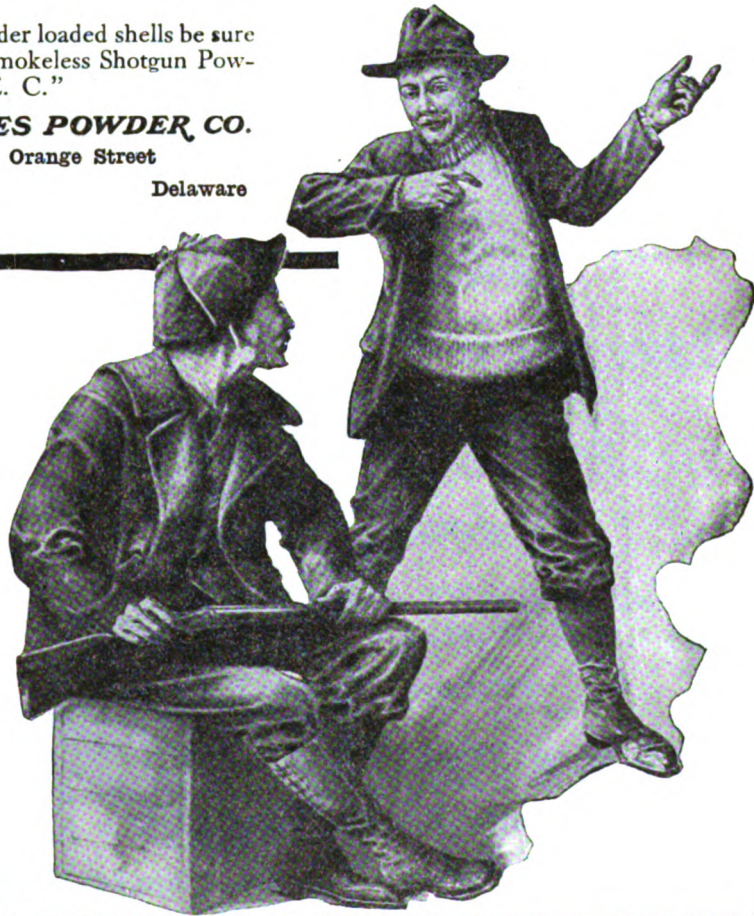
SEELY LOADS
CHALLENGER GRADE
EXPERIENCE GRADE



BLACK SHELLS
MAX
CLIMAX

Hastern
FIELD
RECORD

WINCHESTER
REPEATER
LEADER



Faultless Caster Company

PACIFIC COAST REPRESENTATIVES

CHAS. A. DOWD SALES COMPANY, 320 Market St., San Francisco, Calif.

Evansville

Indiana



Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"

REAMERS



For Repair of
FORD
Automobiles



Are You Meeting
Your Share of the
Great Demand for
These Tools?



CARRIED BY ALL
LEADING
JOBBERs



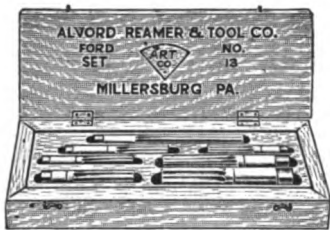
*Write for Your Copy of Our
Catalogue No. 5-A*



ALVORD REAMER & TOOL CO.
MILLERSBURG, PA.

BRANCHES

309 Broadway	- . .	New York, N. Y.
26 North Fifth Street	- . .	Philadelphia, Pa.
190 North State Street	- . .	Chicago, Ill.
693 Mission Street	- . .	San Francisco, Cal.



TAPER

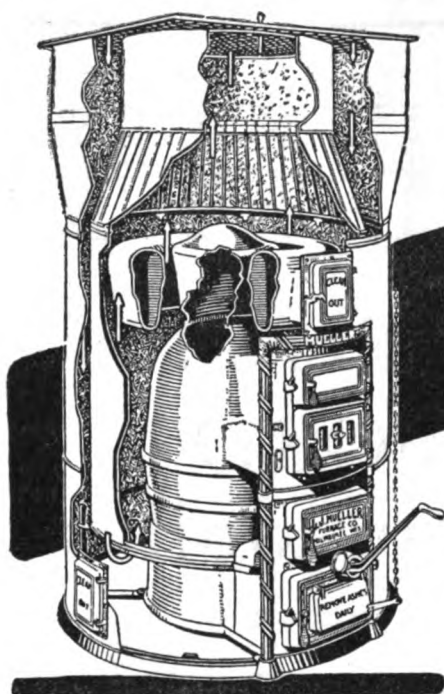


PLUG



BOTTOMING





MUELLER

The "Big 3"

PIPELESS FURNACE

Why called the "Big 3"? Because three big and exclusive construction features are mainly responsible for its heating efficiency and fuel economy. Three features have established the Mueller's superiority.

The "**BIG 3**" Are Sales Clinchers and Business Builders for You

BURNS ANY FUEL — ECONOMICALLY

The Mueller Pipeless burns hard or soft coal, coke, wood, lignite or gas. Saves from a third to a half on any fuel used.

It is guaranteed to heat every room, upstairs and down, comfortably. Requires attention but once or twice daily. Keeps air in the room moist and clean.

1. **Large and Properly Proportioned Register Face.** Insures delivery of big volume of warm moist air and rapid distribution of heat to every room in the house.

2. **Spacious, Unobstructed Air Passages**—Permit withdrawal of large volume of cool air from rooms while delivering an equally large volume of warm air into them.

3. **Vast and Scientifically Designed Heating Surface**—Insures full benefit from fuel burned. Prevents hard firing, overheated castings and big fuel waste.

You get in the "Big 3" features of construction, basic selling arguments not found in any other pipeless furnace. Rightly used they will bring you the very cream of the pipeless furnace business in your territory—will make you the dominant furnace dealer.

We have laid the groundwork for this big trade by extensive advertising in national and farm papers covering your territory. Home owners and home builders everywhere are being educated to the efficiency and economy of the Mueller, the "Big 3" Pipeless Furnace. Thousands of Muellers are installed in every section of the country.

You will want to know more about our plans, our co-operation and specially attractive dealer proposition. Write today for the Mueller Book and full details of our agency offer.

L. J. MUELLER FURNACE CO.

Makers of Heating Systems of All Types Since 1857

233 Reed Street, Milwaukee, Wis.

DISTRIBUTORS

The Salt Lake Hardware Company, Salt Lake City,
Utah, and Pocatello, Idaho.
Holbrook, Merrill & Stetson, San Francisco and Los
Angeles, California.

Richards & Conover Hardware Co., Kansas City,
Missouri.

The Jackson Hardware Co., Aberdeen, So. Dakota.
Lee-Coit-Andreesen Hdwe. Co., Omaha, Nebraska.

Stocks also carried at Brooklyn, Buffalo and Syracuse, N. Y.; Pittsburg, Scranton, Lancaster and Philadelphia, Pa.; Baltimore, Md.; Toledo and Cincinnati, Ohio; Nashville, Tenn.; Detroit and Grand Rapids, Mich.; Minneapolis and St. Paul, Minn.; Chicago, Ill.; Kansas City and St. Louis, Mo.; Omaha, Neb.; Aberdeen, S. D.; Seattle, Wash.

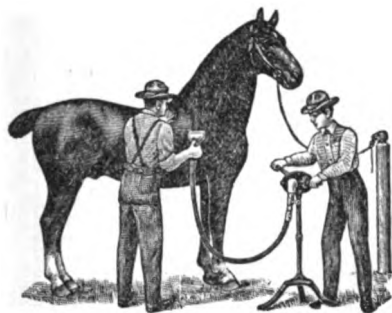


**Stewart
No. 1
Ball Bearing
Clipping
Machine**

World's
standard
hand oper-
ated machine.
Clips cows,
horses and
mules.

Retail Price
\$14.50

East of
Denver
\$12.75



The Business Is All Around You

HARDWARE men get satisfaction in handling Stewart Clipping Machines. They are quick sellers, good profit makers, and call for only moderate investment.

Cow and horse owners get satisfaction in operating Stewart machines. They clip quickly and easily; their work is thorough; they are always dependable.

The spring clipping season is just ahead, with many selling opportunities for Stewart No. 1 Machines for cows, horses and mules. Same machine for all, with no change in knives or adjustments.

A clipped horse works better, looks better and feels better than his unclipped mate. Any horse owner who clips will tell you it pays big.

Cow clipping in the spring is just as essential as horse clipping, and adds to summer comfort—in fact, the Stewart Clipping Machine is good for cows all through the year.

**SOME ONE WILL SELL A LOT OF STEWART
CLIPPING MACHINES IN YOUR LOCALITY THIS
SPRING—YOU CAN GET THIS BUSINESS**

Put the machines in your window—let people know you have them—use our new hangers and folders—ask us for cuts. Every cow, horse and mule owner a possible customer.

Another Money Maker

There will be more shearing with Stewart Shearing Machines this season than ever. Get your share of the business by being prepared to supply your customers from stock.

Hand blade shearing wastes money—a Stewart Shearing Machine gets 15% more wool after the most expert hand shearer has done his best. The extra wool from even a small flock will pay for the machine the first season.

**STOCK STEWART MACHINES—DISPLAY THEM
QUICK SALES—GOOD PROFITS**

YOU can get the shearing machine business in your community. Ask us for hangers, folders and cuts to help sales. Write for Catalog No. 68 if you have inquiries for power machines.

**Order Your Stock From Your Jobber NOW
to be sure of your supply**

**Stewart
No. 9
Ball Bearing
Shearing
Machine**

Gets 15%
more wool
than best
hand shear-
ing. Wool is
longer and
more mar-
ketable.
Pays for it-
self in one
season.

Retail Price
\$22.00

East of
Denver
\$19.25



CHICAGO FLEXIBLE SHAFT COMPANY

5604 Roosevelt Road, Chicago, Ill.



**THE
ROCKWEAVE
WICK**

**CANNOT
CREEP
OR STICK**

Outer and inner perforated tubes hang inside the Enamelled Chimney Drum. These admit just enough air, which passes through the perforations into the space between the tubes where the flame is rising. Thus a gas forms and burns into a hot blue flame.

Within the inner tube a column of air rises through holes in the discs, coming out at the top under the dome. There it is finally heated and comes out of the hole in the dome as gas which creates another flame at the top—a flame within a flame. Hot and blue, right under the utensil, without smoke or smell.

Odor in oil burning often comes when first lighting a burner. This is because oil has seeped onto the chimney tubes from the wick, which in old styles always sets in oil.



In the Nesco Perfect Oil Cook Stoves the wick in the burner bowl is lifted right out of the oil, the oil is all burned out; hence there can be nothing but perfectly dry chimney tubes.

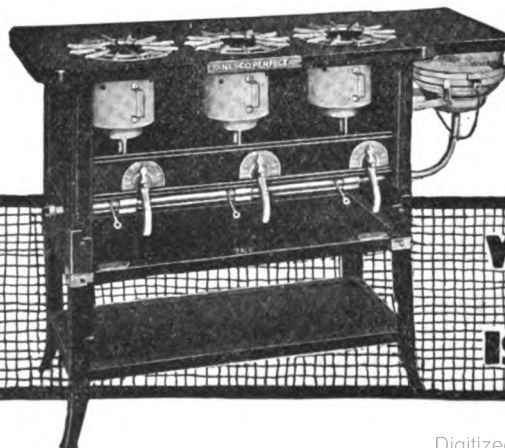
The toggle joint operation means perfect control of raising and lowering.

The lifting device is a great convenience. Pressing down the lever raises the chimney, giving space to apply the match. Then lower to position again.

Simplicity of operation, ease, economy, safety. These are characteristic of Nesco Perfect Oil Cook Stoves.

National Enameling & Stamping Co.

ST. LOUIS, MO.
GRANITE CITY, ILL.
NEW YORK CITY
MILWAUKEE, WIS.



BALTIMORE, MD.
CHICAGO, ILL.
NEW ORLEANS, LA.
PHILADELPHIA, PA.

**"SAFE TO
BE
BURNED**

**WHEN YOUR
BACK
IS TURNED"**

UNIVERSAL

WHY You Should Push UNIVERSAL

A few of the many publications that are carrying the Universal Story to Millions of Readers in 1920.

This advertising is working for you—coat off and sleeves up—telling your home folks about UNIVERSAL Home Needs.

UNIVERSAL advertising is universal, in fact as in name. Its influence is as broad as the continent, reaching possible buyers in every city, town, village and cross-road section. It draws trade to dealers everywhere. This spring UNIVERSAL advertising will be more extensive than ever before. It will liberate the dollars for the benefit of dealers who are prepared to sell UNIVERSAL Home Needs. It is the rudder that will steer buyers to the ports of supply. It will work for you night and day if you'll make your store a part of the great UNIVERSAL Idea.

UNIVERSAL advertising plays no favorites. It is as impartial and democratic as the shining sun. It benefits the big dealer in the big city and the little dealer in the small town.

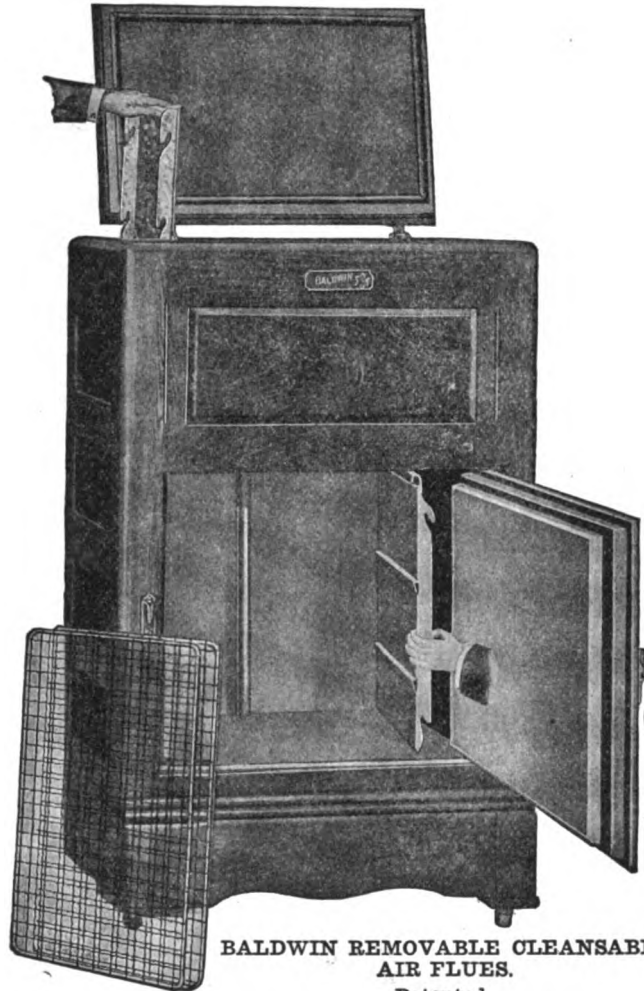
Prepare for the big trade that is bound to come.

Order Today Through Your Jobber

LANDERS, FRARY & CLARK
New Britain, Conn.



BALDWIN ^{DRY}_{AIR} REFRIGERATORS



**BALDWIN REMOVABLE CLEANSABLE
AIR FLUES.**
Patented.

This cut shows our fine patent removable air flues, giving access to all parts of the refrigerator for cleaning. They are made of stout galvanized sheet steel, securely locked to sides of refrigerator, and so shaped as to render them strong and proof against the rough usage of the average ice man; a radical improvement over the usual flat, loose piece of metal sliding in a groove used by competitors and ruined by the ice man in a few days. Ours is the strongest, most convenient and effective system of movable air flues in the market.

The Baldwin Refrigerator Company
Burlington, Vermont

Stock Carried by HEYMAN-WEIL CO., San Francisco, California



IRON HORSE

The Preferred
Metal Ware

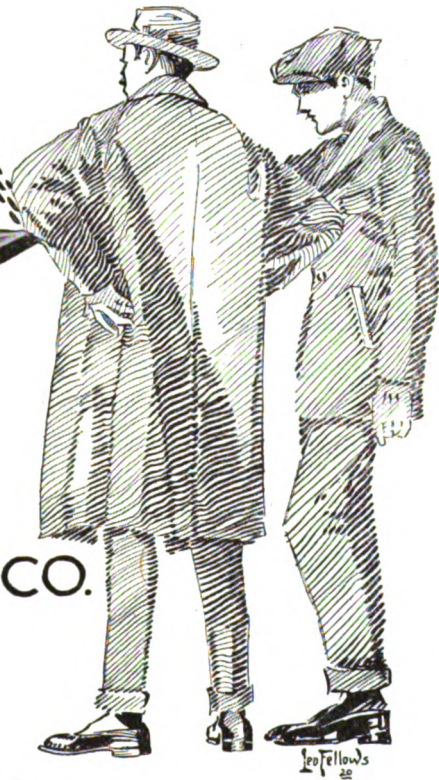
*More Strength
Better Service*



AS STRONG AS THE NAME IMPLIES

ROCHESTER CAN CO.

Rochester, N.Y. U.S.A.



MAGNETIC CLOTH

The Most Complete Domestic Help Device Known

It instantly removes Grease, Burned Foods and all dirt from all kitchen ware. ALSO cleans Vegetables, New Potatoes, Sweet Potatoes, Carrots, Parsnips and such like. ALSO Tile work, Marble or Brown Stone Steps and many other things too numerous to mention. ALSO is used extensively for cleaning stained and greasy hands, for instance in machine shops, garages, etc.



These are the days of progress and efficiency. The woman in the kitchen is no longer satisfied with the old-fashioned, back-aching methods of cleaning greasy pots and pans; MAGNETIC CLOTH is now the active housemaid that saves time and labor and conserves sweetness of disposition. The kitchen sink of the modern housewife is no longer complete without a MAGNETIC CLOTH hanging on a hook.

The MAGNETIC CLOTH is as pliable as cloth, entirely as efficient as the best abrasive. Made to slip on the hand like a mitten. After using, rinse in warm water and hang up by the loop, to dry.

As a magic wonder this MAGNETIC CLOTH is demanded everywhere; its market is wide and insistent and it is a logical, inevitable profit-maker for the merchant who reads and heeds the mind of his trade.

Retails for 10 Cents



Retails for 10 Cents

Send us your jobber's name if he can't supply you with a trial gross. Packed in two dozen attractive cartons for show case display.

MANUFACTURED BY

JOHN W. GOTTSCALK MFG. CO.

LEHIGH AVE. AND MASCHER ST.

PHILADELPHIA, PA.

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco



Royal Cotton Waste

Royal for Cleanness

AT the modern Royal plant the selected, high-quality raw materials are sorted, graded and hand-picked by a corps of expert workers. Thus absolute cleanliness and freedom from foreign elements are assured.

Ask your jobber or us for the Royal Sampling Catalog and the Booklet "Clean Clean Thru."

SMALL USERS SHOULD ASK TO BE SHOWN
THE HANDY NEW ROYAL AUTOPAK BALE

ROYAL MANUFACTURING CO

General Offices & Plant
Rahway, N. J.

New York Pittsburgh
Chicago Baltimore



6% TARE

THE GUARANTEE: Uniform Quality

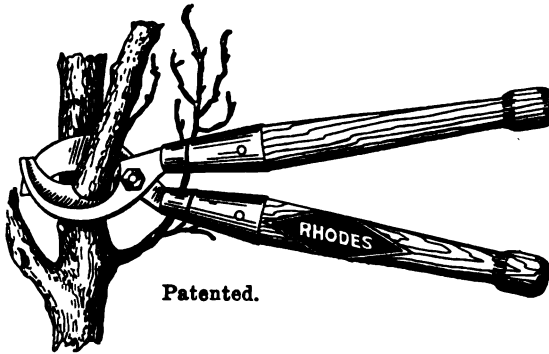
6% Tare (Wrappings) Exact Weight

EXACT WEIGHT

RHODES

Double Cut Pruning Shears

IN USE THROUGHOUT THE WORLD



The finest cutting and best made pruner on the market and the only one that cuts from both sides of the limb and does not bruise the bark. Made in all styles and sizes.

They are advertised in all the leading journals throughout the country and will prove a profitable line for you to handle. All goods delivered.

Send for circular and trade discounts.



RHODES MFG. CO.

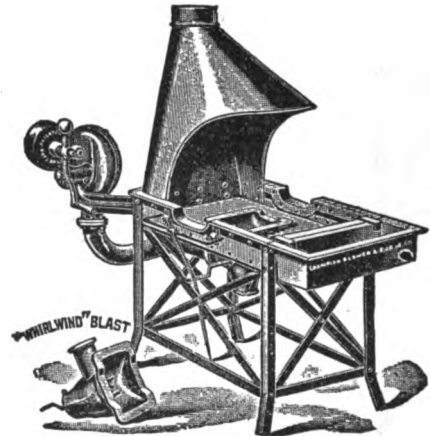
515 S. DIVISION AVENUE,
GRAND RAPIDS - MICHIGAN

CHAMPION

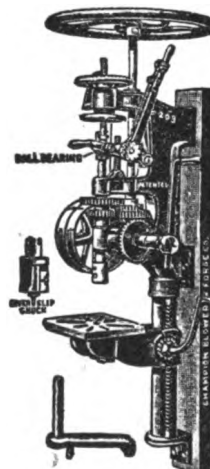
BLOWERS FORGES DRILLS



No. 400 Blower



No. 408 Forge



No. 203 Drill

CHAMPION TOOLS

Built for Service

Carried in Stock by all
Leading Jobbers

Write for 365-Page Catalogue



THE CHAMPION BLOWER AND FORGE CO.

Lancaster, Pennsylvania,
U. S. A.

CORBIN-BROWN SPEEDOMETER for MOTOR TRUCKS



Luminous Hands and Dial---Maximum Speed Hand---Brass and Steel Construction Throughout

No other truck speedometer has so many absolutely **exclusive** features—no other speedometer **sells** so readily—no other speedometer creates such customer **good-will** and **enthusiasm**.

The Corbin-Brown line embraces a model for **every** Motor Truck, Automobile—including Ford Special type—and Motorcycle. Every one is built to withstand the hardest usage and give perfect service.

Corbin Speedometers mean a steady-selling, popular, profitable line, backed by the consistent co-operation of the makers.

The Corbin line of Coaster Brakes also is worth immediate investigation. They, too, are built to make good the name they bear.

Send for literature and full particulars regarding selling arrangements

CORBIN SCREW CORPORATION

American Hardware Corporation, Successor,
NEW BRITAIN, CONN.

Branches: **New York Chicago Philadelphia**

Makers of Corbin Automatic Screw Machine Products

ALWAYS INSIST

THAT YOUR JOBBER
SUPPLY

Ludlow-Saylor Products



**WHENEVER
YOU NEED**

**Hex
Nettings**

**Hardware
Cloths**

and

**Window
Screen
Cloths**

You Will Then Be Assured—of Quality and Perfection of manufacture.

You Will Then Be Assured—that the labels tell you what you Bought not merely what you Ordered.

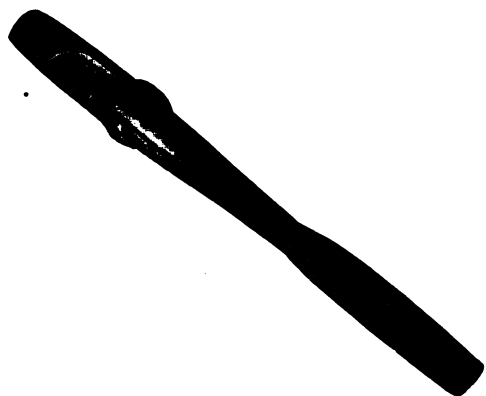
You Will Then Be Assured—that Today's Customer will be Tomorrow's Friend.

*Please Order
Through Your Regular
Jobber*

Manufactured by

**The LUDLOW-SAYLOR
WIRE CO.**

ST. LOUIS, MO.



These pliers will stand the strain

CEE TEE CO. Pliers are made the "Crescent way" for men who appreciate good tools.

And they are sold by dealers who appreciate good customers!

You'll know them by the "Checkerdot" knurling on the handles.

Get them from
your jobber.



CRESCENT TOOL COMPANY
Jamestown, N. Y.

Crescent
TOOLS

YOUR TRADE WANTS



The Highest Grade Coil
File Made

IT'S A TOOL



Will Please Your Customers

Needs Only to be
Displayed to Make
Sale

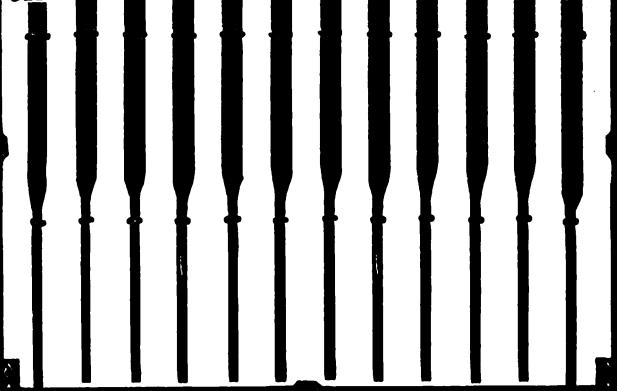
REMEDY Your IGNITION TROUBLES with

DELTA COIL FILE



Remedy your Ignition Troubles with a "Delta" Coil File

CLEAR ALL CONTACT POINTS — SPARK PLUGS — COILS — MAGNETOS
SHOULD BE IN THE TOOL KIT ON EVERY AUTOMOBILE OR MOTOR BOAT



**Cleans All Contact Points, Spark
Plugs, Coils, Magnetos**

*Should be in the Tool
Kit on Every Auto-
mobile or Motor Boat*

High Grade Files for Every Purpose



DELTA FILE WORKS

PHILADELPHIA, PA., U. S. A.





Nos. 50, 55 and 56 Machinist's Case

PILLIOD Tool Cases

**THE
BUILT FOR SERVICE
LINE**

Tool Cases for every purpose, sturdy, light weight, beautifully finished quality cases for Machinists, Carpenters, Auto Owners, Auto - Repairmen, Plumbers, Household Tools and Fishing Tackle. "The line that sells and satisfies."

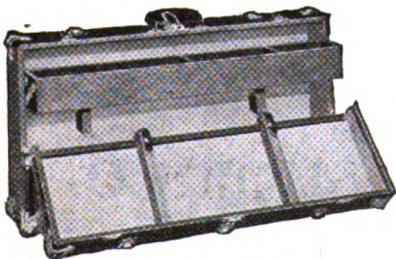
The Pilliod Lumber Co.

SWANTON, OHIO

Western and Mountain Representatives

SPRAKE SALES COMPANY

San Francisco Los Angeles Portland
Salt Lake City



No. 7 Carpenter Case

SAVAGE



WITH greatly enlarged plants, with manufacturing facilities increased many fold, with new models soon to be announced, the Savage Arms Corporation is in a position to render better and more complete service to its friends in the trade than ever before.

Your attention is particularly invited to the Savage High Power Sporting Rifles, Savage Single Shot, Repeating and Bolt Action .22 caliber Rifles and Savage Automatic Pistols.

Savage Service stands back of Savage Products.

SAVAGE ARMS CORPORATION

UTICA, N. Y.

DETROIT, MICH.

SHARON, PA.

Executive and Export Offices:
50 Church Street, New York, N. Y.

THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

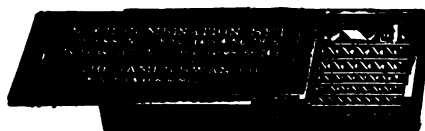
Bits
Augers



Chisels
Draw Knives



Nail Sets
Gimlets



Gouges
Screw Drivers

New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California

PHOENIX HORSE AND MULE SHOES

and BULL DOG TOE CALKS

BEST IN THE WORLD

Phoenix Shoes are Kept in Stock by the Following Houses

Boise, Idaho.....Northrop Hardware Co.
Butte, Montana.....Montana Hardware Co.
Fresno, California.....Inland Iron Co.
Hamilton, Montana....The Valley Mercantile Co.
Los Angeles, Calif.—
 W. T. McFie Supply Company
 Percival Iron Company
 Waterhouse & Lester Company
Ogden, Utah.....Geo. A. Lowe Company
Portland, Oregon—
 Northwestern Hardware & Steel Co.
 J. E. Haseltine Company

Pocatello, Idaho..Salt Lake Hardware Company
Sacramento, Calif.....Schaw-Batcher Company
San Francisco, Calif.—
 Baker, Hamilton & Pacific Company
 Scovel Iron Store Company
 Spotswood-Helfer Company
 Taylor-Spotswood Hardware Company
 Waterhouse & Lester Company
Salt Lake City, Utah....Salt Lake Hardware Co.
Seattle, Washington.....Gray Brothers
Spokane, Washington..Holley-Mason Hdwa. Co.
Tacoma, Washington.....West Coast Wagon Co.

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES

JOLIET, ILL., POUGHKEEPSIE, NEW YORK

Dependability

Your Greatest Asset and Ours is Alike

With each year in business you adhere to a policy that will build a name for dependability. By so doing is your guidance to buyers more sought, your service more appreciated.

With each year's advance towards a greater perfection in the gunsmith's art, the great Colt factories maintain a leadership early attained. But the achievement of each year, no matter how crowded with laurels won, is never considered complete. It is only a means for reaching still further perfection in the next.

Hence is the name COLT on firearms your assurance of being able to maintain without question your asset of dependability year in and year out.



"Proven Best by Any Test"

COLT'S PATENT FIRE ARMS MFG. CO.

Hartford, Conn.

Manufacturers of

Colt's Revolvers
Colt's (Browning) Automatic
Machine Guns

Colt's Automatic Pistols
Colt's (Browning) Automatic
Machine Rifles.



"You can't forget to make a COLT Safe"



STANLEY "EVERLASTING" CHISELS

Blade, Shank and Head One Piece of Solid Steel

This not only insures great strength and durability, but enables the full power of the blow struck by a hammer or mallet to be transferred directly from the head to the cutting edge.

The Blade is forged from one end of the steel rod, the other end being upset to form the Head.

A leather washer (A) is placed between the head and the handle. This acts as a cushion, relieving the handle from shock when a blow is struck, thus preventing same from splitting. A Brass Ring (B) is driven into the large end of the handle, providing an additional safeguard.

The illustration shows the general construction of all "Everlasting" Chisels.

A Line that will attract attention

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



Teaching American Boys to Buy Good Tools

MANUAL training courses in our schools are teaching boys and young men how to do good work with tools.

These boys, as a result, are coming to appreciate good tools more than ever. They make up a class of tool-buyers that it is distinctly worth while to cultivate.

We are telling these young amateur carpenters and wood-workers about the quality of Disston Saws and Tools.

To do this, we are using the magazines to which they look for information on mechanical subjects—"Popular Mechanics," "Popular

Science Monthly," "Scientific American," and "Industrial Arts." We send the Disston message to more than three-quarters of a million readers of magazines of this kind. The exact number of subscribers is 781,067. These boys constitute by no means a small market for sales of quality saws and tools.

Telling this market the story of Disston Saws and Tools is another instance of our thorough cultivation of all classes of buyers to increase public demand for high-grade saws and tools.

Next month we will tell you how we reach another class of tool-buyers—the "handy man around the house."

Disston Saws and Tools are constantly advertised in magazines and agricultural publications with a total circulation of 8,497,008 copies each issue.

HENRY DISSTON & SONS, Inc.

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, U. S. A.

DISSTON

SAWS AND TOOLS

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



peditions than chisel, gouge, scroll-saw, or lathe tool combined, for screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any are of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more ex-

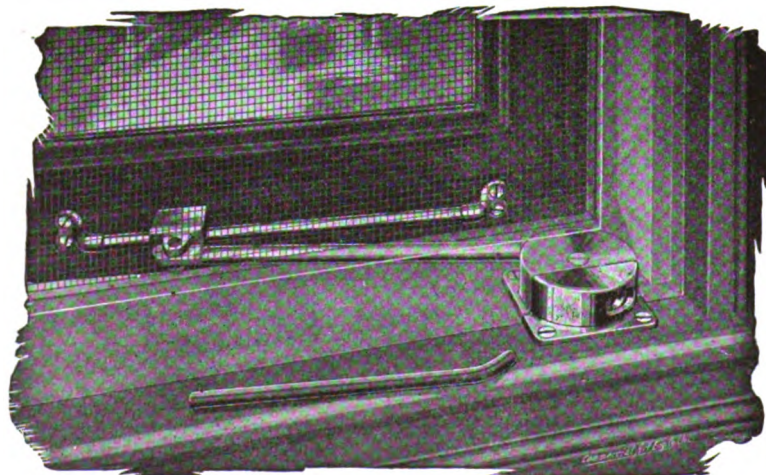
core-boxes, fine and delicate patterns, veneers, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.

Enquire of Your Hardware Jobbers, or Write Us Direct.

Supplied in Sets

Write for Catalogue



Superior Casement Adjuster

For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

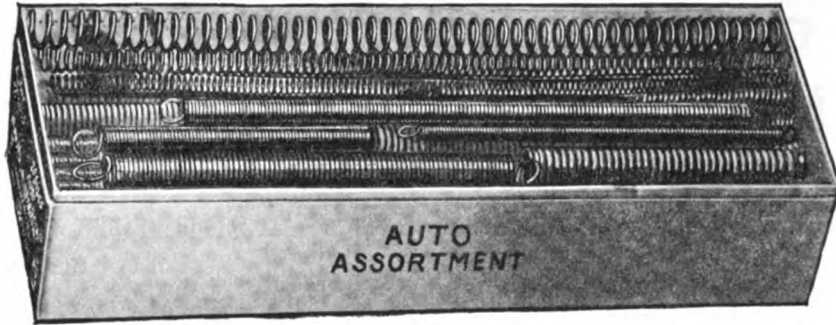
Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.
136 W. Lake Street, Chicago

Handle Detached. Cut shows Right Hand Casement Adjuster

Handy Springs for Quick Repairs

AUTOMOBILE STOCK SPIRAL ASSORTMENT



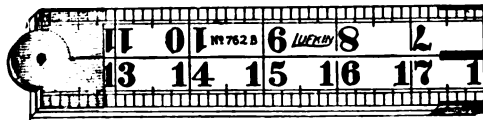
Ask Your
Jobber
He Knows.

MADE BY



LUFKIN TAPES and RULES

RELIABLE PROGRESSIVE LINES



106 Lafayette Street, N. Y.

THE LUFKIN RULE CO.

SAGINAW, MICHIGAN

THEY DON'T SCRATCH—THEY CUT



STERLING HACK SAW BLADES

Manufactured by **DIAMOND SAW & STAMPING WORKS, Buffalo, New York**
CALDWELL SALES CO., Pacific Coast Representatives, Seattle—San Francisco—Los Angeles

THE BRIER HILL STEEL COMPANY

YOUNGSTOWN, OHIO



MANUFACTURERS OF HIGH GRADE



OPEN HEARTH STEEL SHEETS and PLATES

BLUE ANNEALED SHEETS

¼" to 16 Gauge

BLACK AND GALVANIZED SHEETS

10 to 30 Gauge

CORRUGATED, V-CRIMP

And all kinds of Formed Roofings

SHEARED PLATES

For All Purposes

TANK—MARINE—BOILER

Still Bottom, Fire Box, etc.

7-64" to 2" in thickness

Widths ranging up to 120 inches

DISTRICT OFFICES:

359 Monadnock Bldg., San Francisco.

503 Dooly Bldg., Salt Lake City, Utah.

412 Ry Exch. Bldg., Kansas City, Mo.

204 Gibbs Bldg., San Antonio, Texas.

NEW YORK

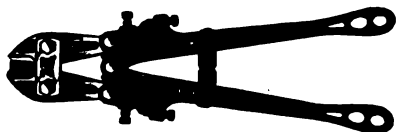
CHICAGO

PHILADELPHIA

CLEVELAND

NEW ORLEANS

PORTER'S New Easy Bolt Clippers



Are you handling the

10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives will tell you why you should.

Address

Omer Cox Jones & Cox,
Postal Telegraph Bldg., Newhouse Bldg.,
San Francisco, Cal. Salt Lake City, Utah

Sands & Cox, Turnbull & Cox
San Fernando Bldg., Inter State Trust Bldg.,
Los Angeles, Cal. Denver, Colorado

Strimple & Cox, Strimple & Cox
L. C. Smith Bldg., Corbett Bldg.,
Seattle, Wash. Portland, Ore.

H. K. PORTER

Bolt Clipper Specialist

6 ASHLAND STREET, EVERETT, MASS.

The "PONY"

Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets



"THE PONY"

IT'S GUARANTEED

SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.

9902 N. C. SLAYMAKER R.F.D. PADLOCK



(With chain—No. 9902)

THE ORIGINAL R. F. D. PADLOCK
FIRST MADE BY SLAYMAKER—CARRIED
BY MOST JOBBERS

When you order Mail Box Locks, insist on the
genuine 9902 or 9902 N. C.

SLAYMAKER LOCK CO.
Lancaster, Pa.

A. C. RIDDELL, Western Sales Manager,
818 Higgins Building, Los Angeles, Calif.

There Is a Difference in Washers



Just as in any other commodity. Our Washers are
made of the Best Material and with the utmost care.
That's why the largest users of Washers prefer those
of our make.

We also make

Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or
Galvanized.

Annealed Rivet Burrs **Fellow Plates**
Sheared and Punched Plates

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Coast Representatives,
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.;
Seattle, Wash.; Denver, Colo.

"Son, It's A Great Saw"

"You Bet, We
Used Them
Over There"



SIMONDS SAW

(PRONOUNCED - SIMONDS)

A Leader in France Pacemaker at Home

Our boys over there knew a good
saw and they speak right up for the
Simonds.

They demanded Hand Saws that were
Mechanically Right and, of course, they
specified the Simonds Saw. They
wanted saws that would cut right and
hold their cutting edge, so they selected
Simonds goods.

These same saws which Uncle Sam
called for are the kind that will satisfy
your customers. They excel in quality
and lead all others in profit to dealer
and value to customers.

Write for Catalog and Terms

Simonds Manufacturing Company
"The Saw Makers"

Portland, Oregon
San Francisco, Calif.

Seattle, Wash.
Vancouver, B. C.

"PITTSBURGH PERFECT"

WIRE NAILS ALL KINDS

BARBED WIRE

BALING WIRE

BALE TIES

"Pittsburgh Perfect" Electrically Welded
and

"Columbia" Hinge Joint

WIRE FENCING

AT RIGHT PRICES TO YOU

Carload shipments from Pittsburgh mills to all points on the Pacific Coast

MANUFACTURED BY

PITTSBURGH STEEL CO., SAN FRANCISCO, CAL.

A. C. RULOFSON CO., Sales Managers, 359-363 Monadnock Building

BRANCH OFFICES: 2113 L. C. Smith Bldg., Seattle, Wash.
1446 Malvern Ave., Los Angeles, Cal.

Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing:

Dunham, Carrigan & Hayden Co.,
San Francisco, Cal.
Northern California and Nevada.Whiton Hardware Company,
Seattle, Wash.
Washington and Eastern Oregon.

COBBLER SETS



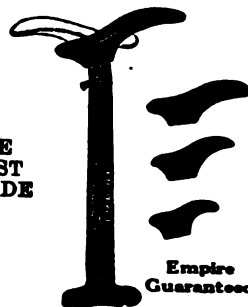
LEADER

The Right Kind for You to
Handle

STAR HEEL PLATES

FAST SELLERS
MADE IN 7 SIZES

SHOE STANDS & LASTS

Empire
Guaranteed

WRITE FOR CATALOG NO. 15

STAR HEEL PLATE CO. (Louis Sacks, Inc.), 357 Wilson Ave., Newark, N. J.

Pacific Coast Representatives—J. J. Wirtner, W. F. Building, Room 605, 2d and Mission Streets, San Francisco, Cal. Utah and Idaho—E. C. Coffin & Co., 503 Dooly Building, Salt Lake City, Utah.

WAGNER Door Hangers and Tracks



Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade.

Write for catalog showing entire line.

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa.

Roller Bearings

Complete stock carried at Tigard, Oregon, Branch



MANUFACTURERS

WOOD SCREWS

MACHINE SCREWS

CAP SCREWS

SET SCREWS

STOVE BOLTS

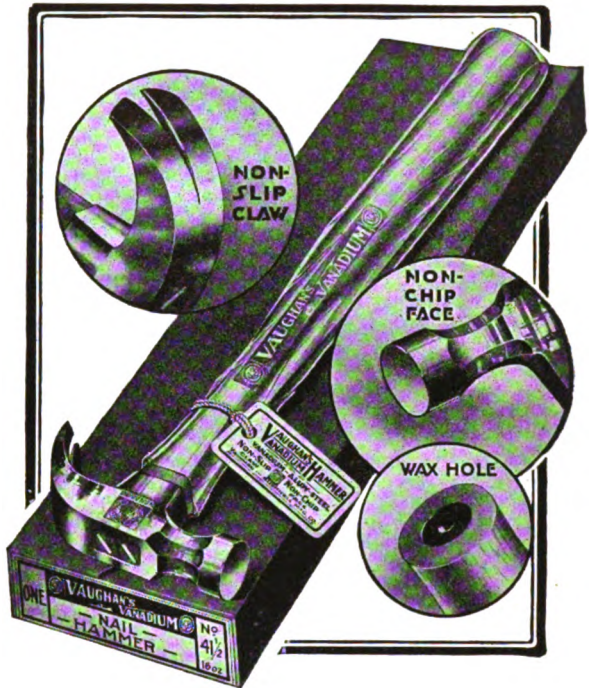
RIVETS

BURRS

NUTS

REED & PRINCE MFG. CO.

WORCESTER, MASS., U. S. A.

Vaughan's Vanadium Nail Hammers

No. 41, 20 oz.; 41½, 16 oz.; 42, 13 oz.; 42½, 10 oz.
VAUGHAN & BUSHNELL MFG. CO., CHICAGO

"LENOX"

HACK SAWS



BAND SAWS



AMERICAN SAW & MANUFACTURING CO.
 SPRINGFIELD, MASSACHUSETTS U. S. A.

**Sold by All
 Leading Jobbing and Supply Houses**

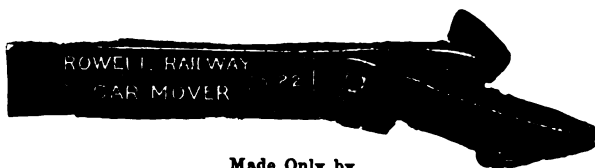
**Buy a
 SAMSON or ROWELL**

Railway Car Mover

And Have a

LITTLE SWITCH ENGINE

OR

YOUR OWN**PRICE EACH, \$5.00**

Made Only by

G. D. ROWELL & SON, Appleton, Wisconsin

Mayrant Conner, 693 Mission St., San Francisco, Pacific Coast Representative

Built for Service

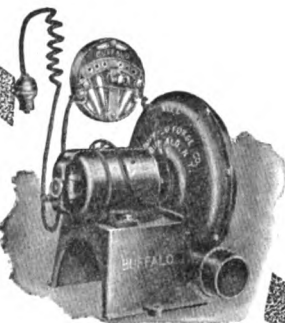
Blacksmiths and garagemen are determined to have the best that may be had in tools—their work today demands it.

Buffalo Forges, Drills, Blowers, Punches and Shears are backed by the critical test of over forty years. Each machine is designed to meet specific requirements. Dealers find the Buffalo line profitable sellers.

Write Dept. 37 for Complete Catalog

BUFFALO FORGE COMPANY
BUFFALO, NEW YORK

“Buffalo”



“STAR” Expansion Bolts

ALL THE NAME IMPLIES

Also: Sebco Screw Anchors
Sebco Toggle Bolts
Sebco Concrete Inserts
Sebco Star Drills
Sebco Cold Chisels
Sebco Cable Clamps

STAR EXPANSION BOLT CO.

Trade “SEBCO” Mark

STOCKS AT

147 Cedar Street
New York

120 West Lake Street
Chicago

Cleveland Grindstones

IN GRITS FOR
EVERY GRIND



STERLING



The Cleveland Stone Co.

Union Building, Cleveland, Ohio



BOLLER'S CRANK MOP WRINGERS

[Can Be Used Everywhere]

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For **QUALITY MOP WRINGERS**, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS,
122-124 N. Curtis St., Chicago, Illinois



SAGER CHEMICAL PROCESS AXES

AND

BULL DOG LOGGING TOOLS

Recognized all over the
United States as the
BEST money and skill
can produce

WRITE FOR CATALOGUE



WARREN AXE & TOOL CO., WARREN, PA. U. S. A.
DAILY CAPACITY 3500 AXES AND LOGGING TOOLS



HAY-BUDDEN Solid Forged ANVILS



250,000
In Use

Entire top being in one piece of high-grade forged steel, makes a loose face impossible.

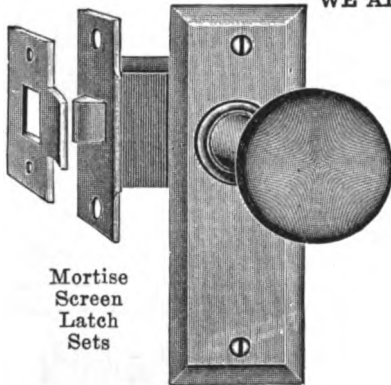
For over a quarter of a century, the name of "Hay-Budden" in connection with anvils has stood for perfection. The first Wrought Anvil Makers in America. Anvils made from the best American wrought iron and steel and sold by all the leading hardware jobbers.

WESTERN SALES REPRESENTATIVES

Omer Cox, Postal Telegraph Bldg., San Francisco, Cal.
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimble & Cox, L. C. Smith Building, Seattle, Wash.
Strimble & Cox, Corbett Building, Portland, Oregon
Jones & Cox, Newhouse Building, Salt Lake City, Utah
Turnbull & Cox, Inter State Trust Building, Denver, Col.

Shelby Screen Door Hardware

WE ALSO MAKE



Mortise
Screen
Latch
Sets

Floor
Hinges,
Spring
Butts, Door
Checks,
Push and
Pull Plates,
Door Hold-
ers, Push
Bars, Foot
and Chain
Bolts, Door
Bolts, Cup-
board Turns,
Cupboard
Catches,
Card Hold-
ers, Toilet

Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. Ask for catalog today.

The SHELBY SPRING HINGE CO.

SHELBY, OHIO, U. S. A.

COAST REPRESENTATIVES

POND HARDWARE CO., D. L. HERMAN,
Los Angeles, Cal. Seattle, Wash.

The Bridgeport Hardware Mfg. Corp.

BRIDGEPORT, CONN.

Forged Steel Automobile Tools

VALVE LIFTERS Natural Forge Finish



No. 1—Fav-Oh-Rite, 12 inch. List, dozen.....\$24.00

TIRE TOOL Bright Finish



No. 250—Thor, 3/4 x 3/4 x 16. List, dozen.....\$4.00

COMBINATION SIDE CUT PLIER
Hardened and Tempered Jaws



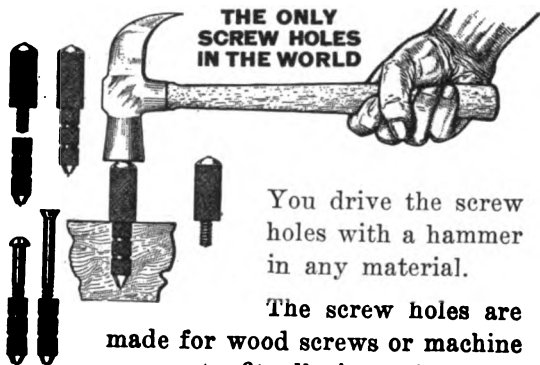
	6-in.	7-in.	8-in.
No. 118 Black, List, doz....	\$14.50	\$12.00	\$13.80
No. 632 Pol'd, List, doz....	18.00	19.80	21.00

BIG BULLY DRIVER Blade through the handle.



No. 300 Oct'g Blade 7-16x8. List, dozen.....\$9.00
Order Through Your Jobber

C. W. Gause Co., Agts. J. C. McCarty & Co., Agts.
San Francisco, Cal. New York City



You drive the screw holes with a hammer in any material.

The screw holes are made for wood screws or machine screws to fit all sizes of screws. The head is removed and you leave a permanent screw hole.

The Stine Screw Holes Co.

Manufacturers

WATERBURY, CONN., U. S. A.

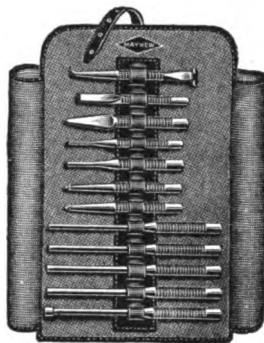
ONCE A SCREW
HOLE, ALWAYS
A SCREW HOLE

Department 48

THE BIGGEST
LITTLE THING
IN THE WORLD

Write at once for our handsome Color Card showing screw holes in various materials, which will be sent on request, together with samples and price list.

A More Complete Auto Kit



Motorists and Garage men are looking for a more complete kit. Mayhew No. 501 Auto Kit fills the demand. Twelve Mayhew-Quality tools in a neat roll.

Only the toughest tool steel goes into these hand-forged, electrically-tempered tools. The patented knurled grips give a firm hand hold that will not slip. Carefully tested and fully guaranteed.

No. 501 Auto Kit

firm hand hold that will not slip. Carefully tested and fully guaranteed.

MAYHEW Made TOOLS ARE RIGHT



"Every Blow
of the
Hammer
Refines the
Steel"

Your customers cannot fail to recognize Mayhew Quality. Once they have used a Mayhew tool they will ask for other Mayhew models.

Mayhew Steel Products, Inc.
291 Broadway, New York
508 Mission Street San Francisco, Cal.

THE BRAINERD LINE

MOST COMPLETE LINE OF CABINET
HARDWARE ON THE MARKET



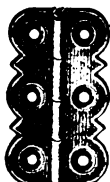
No. 699



LET US
HAVE
YOUR
ORDERS



No. 698



No. 1170

THE BRAINERD MFG. CO., East Rochester, N. Y., U. S. A.

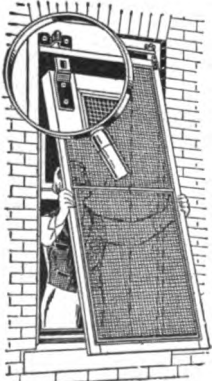
HARDWARE AGENTS WANTED



We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus.
O. J. CHILDS CO., Utica, N. Y.

Give Them PHENIX QUALITY

In Screen and Storm Sash Hangers and Fasteners



Phenix Storm Sash Hangers and Fasteners are simplest, handiest, easiest applied, most efficient—that's why they sell best. New improvements put them in a class of their own. Write today for Catalog showing full Phenix line. Samples free.

Sold by all leading jobbers of the North-west



No. 30 Fastener



AAAA



BBB

PHENIX MFG. CO., 038 Center St., Milwaukee, Wis.

No. 114 Hanger

McCAFFREY
FILE CO.
Philadelphia

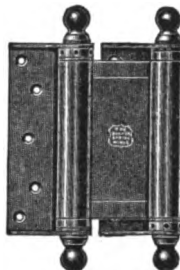


"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."

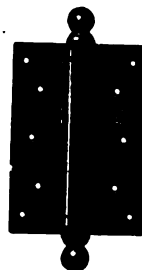
Established 1863

ONLY BOMMER

DOUBLE ACTING SPRING BUTT HINGES



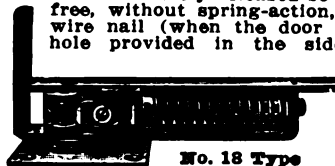
have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.



Bommer Floor Surface Spring Hinge

Has Release and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

BOMMER SPRING HINGE COMPANY, Mfrs. - Brooklyn, N. Y.

GILSON GARDEN TOOLS

GILSON WEEDER—LIBERTY CULTIVATOR

The Gilson Line offers a profit-making opportunity to the dealer and jobber who appreciate modern garden tools of unquestioned quality—tools that have made good—including Hand and Wheel Cultivators, Weeders, Lawn Edge Trimmers, Dandelion Diggers, etc.

Write for Samples and Booklet.

J. E. GILSON CO., Port Washington, Wisconsin

JOHN KEGLEY,
Western Representative,
Lankershim, Cal.

THOS. M. GARDINER,
Oregon and Washington
Representative, P. O. Box
299, San Francisco.



OHLEN - BISHOP

CIRCULAR
CROSSCUT
BAND

SAWS

HAND
COMPASS
BUTCHER

TOOLS AND TROWELS

—Made by—

THE OHLEN-BISHOP CO.

The Master Saw Makers

Lawrenceburg, Ind. Columbus, Ohio, U. S. A.

Western Trade Supplied Thru Branches at
San Francisco, Cal. Portland, Ore.

The Only Wrought Iron Anvil Manufactured in the United States



The body is made of wrought iron, the face of highest grade crucible cast steel.

The COLUMBUS ANVIL & FORGING CO.
Columbus, Ohio

Is This Opportunity Yours?

There are still many populous communities in this country where the townspeople are all wishing that someone would open a neighborhood sharpening station.

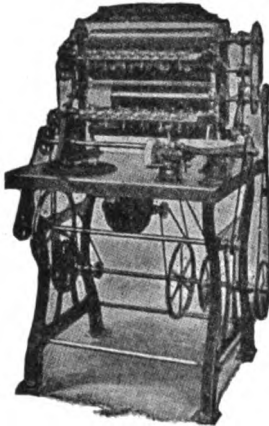
Is your community one of them?

If so, your Hardware store is the logical spot to locate said station. A

Hatfield Complete Sharpening Machine

will have the neighbors in your store in crowds, all clamoring to have their safety razor blades, scissors, shears, household cutlery, and everything else sharpable sharpened.

Think it over and send for our catalog "Evidence" telling how others have made from \$5 to \$12 profit with their "Hatfield" and our "Wonder" Auxiliary Sharpening Attachment.



HYFIELD MFG. COMPANY
21 WALKER STREET NEW YORK CITY

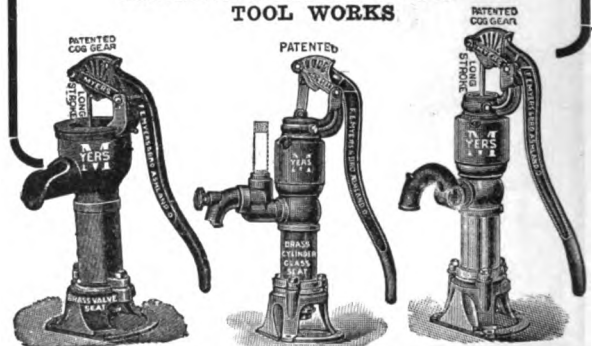
MYERS HOUSE PUMPS

Because of the exceptional values they offer through their superior design, construction and finish, Myers House Pumps are now considered Standard for Quality when comparison is made with others. No line is more widely advertised or better known to the trade—no line is more dependable or gives better satisfaction—everywhere Myers House Pumps are favorites and consequently the best of sellers. Good dealers handle them—many sell them exclusively. Your name should be on our list. Let us send circular and quote, or write your jobber.

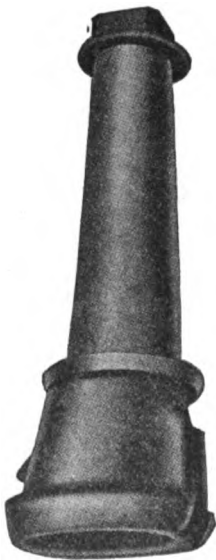
F. E. MYERS & BRO.

ASHLAND, OHIO

ASHLAND PUMP AND HAY TOOL WORKS



Gray Iron Castings



Capacity production enables us to supply the Hardware Trade with a full and complete line of Farm Wagon and D V Skeins, in all sizes.

Can also furnish reach plates, rub irons, brake shoes and other gray cast iron parts.

All orders cared for promptly.

Specifications and quotations on request.

Kentucky Wagon Mfg. Co.

Incorporated

Louisville, Kentucky

"EASY EMPTYING" Grass Catchers

"Favorably known the world over," now made with

**Re-Inforced
Non-Slipping
Bottom**

**Rigid Light
Durable**

Many exclusive patented features and strong selling points explained in Catalog No. 20.

Write for it



SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.
Union Hardware & Metal Co.
Hoffman Hdwe. Co.
Harper & Reynolds Co.
Failing-McCalman Co.
Marshall-Wells Hdwe. Co.
Holley-Mason Hdwe. Co.
Dunham, Carrigan & Hayden Co.

Baker, Hamilton & Pacific Co.
Honeyman Hdwe. Co.
Jensen, King, Bird & Co.
The Shaw-Batcher Co.
Schwabacher Hdwe. Co.
Seattle Hardware Co.
The Thomson-Diggs Co.

THE SPECIALTY MFG. CO., St. Paul, Minn., U.S.A.

More Than a Million in Use
The Demand Still Growing

NORCROSS Hand Cultivators

are favorite tools.

In the three sizes—they fill practically every need in cultivating and weeding.

There is a Distinctiveness of Quality—Class—and Finish in a Norcross Tool, that stands out boldly and pulls easy sales. Well made—Durable—Handsome in appearance—they sell readily—at a good profit—and you can confidently recommend them.



ASK YOUR JOBBER ABOUT THIS PROFITABLE LINE

C. S. NORCROSS & SONS, Mfr's.
BUSHNELL, ILL., U. S. A.

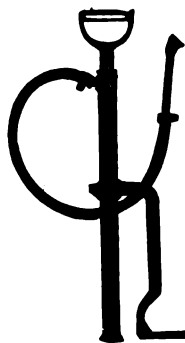
Sell Utility Sprayers

There is a satisfaction in selling a "No Trouble" Line. It is reflected in the profits that eventually follow.

The Utility Line

is that kind of a line and comprises

"A Sprayer for Every Purpose"



No. 95 BUCKET PUMP

Double acting. All working parts are brass. Brass Ball Valves.

Adapted for spraying of all kinds, for white washing and the application of cold water paint, etc.

May be used for fire protection, for washing autos and other vehicles and for many other uses.

Nicely finished—the Brass Barrel highly polished and lacquered, the Handle and Foot-rest a brilliant red.

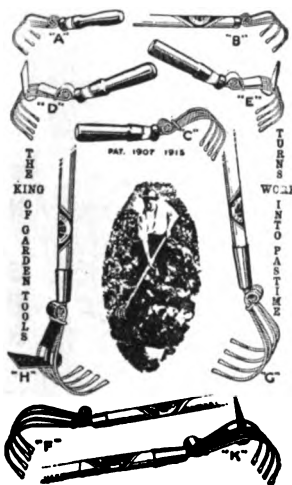
Packed one in a fibre carton. Weight 6 pounds.

MANUFACTURED BY

ALBERT LEA SPRAYER CO.,
Albert Lea, Minn., U. S. A.

REICHARD'S Combination Spring-Tooth Magic Weeder Hoes

SAVE TIME AND STRENGTH



Strong in construction, light in weight. Quick sales.

Styles and sizes for every requirement.

There is satisfaction and profit in handling the acknowledged "King of Garden Tools."

Send for Booklet and Prices.

Manufactured by
THE F. C. REICHARD MFG. CO.
Bangor, Pa., U. S. A.

The Auto-Wheel Coaster Arouses Nation Wide Interest



How Would You Like to Have 10 Extra Salesmen — Without Cost ?

You can have this extra force, without any sales cost. They will be an energetic group—pushing your products with enthusiasm.

In order to get this sales force all you need to do is to install a line of

Auto-Wheel Coaster and Auto-Wheel Roadster

Then the boys will form an organization called the Auto-Wheel Coaster Club and will seek new members for the organization. And each member must have an Auto-wheel wagon to become a member.

Write for details of our plan of helping the boys form an Auto-Wheel Coaster Club in your town. We advertise to interest the boys. We send them to you to buy. And then we help the organization of the Auto-Wheel Club to increase your sales in a direct way.

When you handle the Auto-Wheel Coaster you are selling the finest boys' wagon in the world. The Auto-wheel Coaster has a nation wide reputation. The Convertible Roadster, the newer item of the line, is two wagons in one—a feature that has aroused unusual interest in boys' circles.



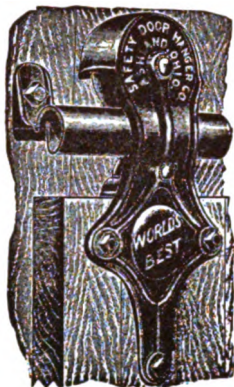
THE BUFFALO SLED CO.

Department A N. Tonawanda, N. Y.

Factories: N. Tonawanda, N. Y.

In Canada, Preston, Ont.

New York Office, 108 Chambers St.
Seattle Office, 214 Maritime Bldg.



**YOU ARE RIGHT IN
RECOMMENDING
"WORLD'S BEST"
IN NAME AND FACT**

World's Best Tubular Track Barn, Factory and Warehouse Door Hanger

EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the Easiest Running Hanger on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you we will.

THE TOPPING MFG. CO.

For 18 Years Safety Door Hanger Co.

ASHLAND, OHIO, U. S. A.



Sell the Car Mover That Moves

—that Moves the Cars
Easily.

—that Moves off Your
Hands Quickly.

NEW BADGER

**SLIP-PROOF
SAFETY SPURS**

CAR MOVER

sells on sight—we allow
you to sell it on a no-
money-in-advance, try-out
basis that breeds confi-
dence, gets the order and
rarely comes back.

ASK ABOUT OUR SELLING PLAN

—It's framed to
sell the Goods
for you—to
keep you sell-
ing more.

Something you want
Write Today

**ADVANCE CAR
MOVER CO.**
Appleton, Wis.

Pacific Coast
Representative
M. G. HAINES
950 Mission St
San Francisco



P
O
P
U
P
L
A
W
N
S
P
R
I
N
K
L
E
R

P
O
P
U
P
L
A
W
N
S
P
R
I
N
K
L
E
R

**Pop Up—Automatic Lawn Sprinkler In Operation On the
Grounds of the**

UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very
coarse stream. Made for half-inch connections. Has
25'-0" distribution with 75 pounds pressure. Made of
non-corrosive metals. Has but three parts, nothing to
wear out. Flush with ground when not in use, made to
cover one half circle or full circle. Write for sample—
booklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill.

PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

or

AUTOMATIC LAWN SPRINKLER CO.

209 Scott Bldg., Salt Lake City, Utah



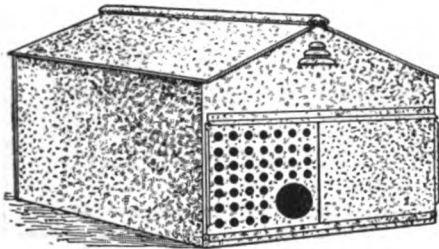
Closed



Open

Goods Made by  are Made to Please

A Practical Brood Coop



**AND A
BIG
SELLER**

Collapsible

SANITARY RAT AND VERMIN-PROOF WELL VENTILATED

20 inches long, 19 $\frac{1}{4}$ inches wide and 19 inches high—13 inches to eaves.

Shipped knocked-down flat, saving you freight. Entirely die cut and formed—they're all exactly alike. Easy to set them up. No bolts or tools required. The double-sliding doors are hung on non-clogging track—cannot be broken off, pulled off or mislaid. Louvers at ends serve as handles for moving about. Heavy galvanized iron—weight per doz. 160 lbs. Order a crate—set one up and watch them go. Don't delay—we couldn't supply the demand last season. Write Dept. 50 for complete list of Kees' Big Sellers.

F.D. Kees Mfg. Co. Beatrice, Nebr.

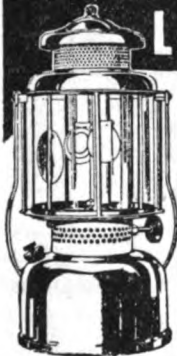
Parker Sash Chain

—AS GOOD
OR BETTER
THAN THE BEST

Make it a point to get our proposition—directly after inventory. It's worth looking into—

**PARKER SUPPLY CO.,
MANUFACTURERS**
783 EAST 135TH ST., NEW YORK

Permanent Customers Larger Profits



Just examine the Quick-Lite lantern in this illustration—it's easy to see why it is the established favorite of more than one million users and is being sold profitably by 15,000 dealers.

Strong, safe and economical at every point—it is rapidly displacing smelly, old style lanterns all over the United States. So practical! So convenient! So brilliant! Quick-Lite lamps operate on the same principle. Don't wait, dealers. You need Coleman Quick-Lite lanterns and lamps now.

Coleman

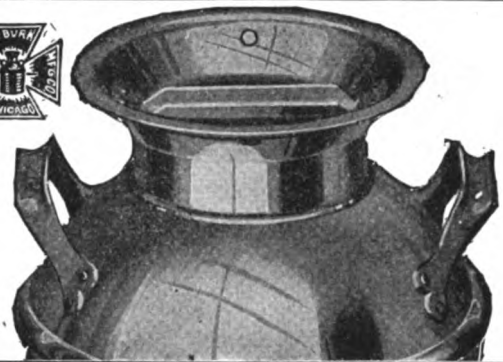
Quick-Lite

Best Selling Lantern in the World!

It is our fundamental policy to co-operate in every way with our dealers. You don't have to buy our lamps and lanterns and then depend on your own efforts for sales. Simply stock Quick-Lites. We employ means to help sell them for you. Once sold you have given your customer great satisfaction.

THE COLEMAN LAMP COMPANY

WICHITA ST. PAUL TOLEDO DALLAS LOS ANGELES CHICAGO



Add to Sales and Profits

DEALERS sell more Sturges Milk Cans and make bigger profits because Sturges cans have so many superior values which dairymen want.

Guaranteed Capacity—hold just so much and no more. Made of highest quality steel. Designed to give longest lived and most economical service. Inside heavily tinned and all seams soldered smooth makes them easy to clean and keep sanitary to the highest degree.

Sturges cans will bring to you the trade seeking reliable dairy equipment and help increase your sales and profits. Write for complete information and Catalog No. 29X

**Sturges
Milk Cans**

**Sturges & Burn
Mfg. Co.**

Makers of Sturges Guaranteed
Capacity Milk Cans
Chicago, Illinois

Rogers Wire Works, Inc.

MANUFACTURERS

ROGERS BRAND

WINDOW SCREEN WIRE CLOTH
BLACK, GALVANIZED AND COPPER

Main Office and Works, Belleville, N. J.

SALES AGENTS:

Caldwell Sales Co...320 Market St., San Francisco, Cal.
E. G. Grant Co...7902 Sycamore St., New Orleans, La.
Clifford H. Adams.....18 Drayton St., Savannah, Ga.
B. H. Vogel.....Orlando, Fla.

Are you selling enough razors? We send you this handsome metal display case free with your first order of Genco Razors.

Write Today



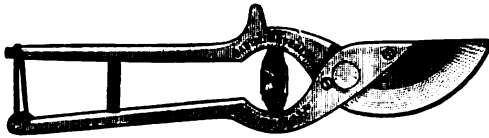
Genco
RAZORS

GENEVA CUTLERY COMPANY

157 Gates Ave., Geneva, N. Y.

Largest manufacturers in the world of high grade razors

No. 999 SECATEUR



This hand pruner is modeled after a French tool. The handles are drop forged from open hearth steel and the blade stamped from crucible tool steel.

Its worth and quality are guaranteed to give satisfaction to both user and dealer.

BARTLETT MANUFACTURING CO.

36 E. Lafayette Ave., Detroit, Michigan

San Francisco Office: A. RANNIE, Agt., 693 Mission St.

Did you get your outfit?
of the 1920 "PENNSYLVANIA"
Quality Lawn Mowers sales
helps? Send for them.

PENNSYLVANIA LAWN MOWER WORKS

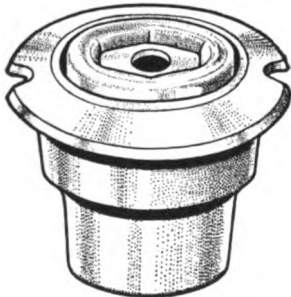
Incorporated

JOHN BRAUN & SONS

Founded 1877

PHILADELPHIA

Thompson Adjustable Sprinkler Heads



For Permanent Lawn Sprinkling systems embody the utmost simplicity in construction and efficiency in operation.

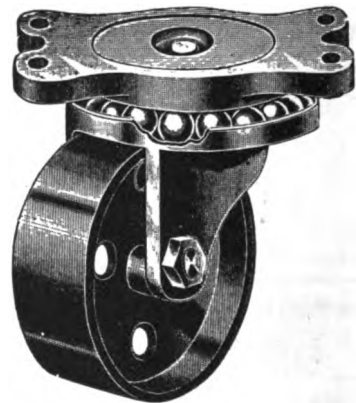
Made of brass and zinc,
Will last a lifetime

Write at once for folder or information
regarding sprinkling systems.

Thompson Manufacturing Company

East Eighth and Santa Fe Avenue,
LOS ANGELES

C A S T E R S



**WHEELS, WHEELBARROWS, STORE
AND FACTORY TRUCKS, CONCRETE
MIXERS, ETC.**

Have you our catalog?



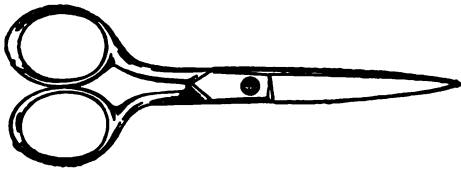
San Francisco, Cal.

"ATLAS" Shears and Scissors

SHOULD BE IN THE STOCK OF
EVERY JOBBER IN AMERICA

The wonderful Atlas Brands are the best values in popular priced cutlery. Years of experience, with improved machinery and methods, now enable us to offer the wholesale trade a wonderfully complete and up-to-date line of Shears and Scissors in all styles and sizes.

Our Counter Display Carded Assortments
sell Scissors for dealers very quickly.



Send for No. 18B Catalog.

We are prepared to make prompt shipments.

THE ATLAS SHEAR COMPANY

250 North Av., Bridgeport, Conn.

Represented by
JOHN T. BOWTHER, Inc.
San Francisco, Los Angeles, Seattle, Salt Lake City and Denver.

3 OZS. PRICE 30¢
PYRAMID SOLVENT
TRADE MARK REG. U. S. PAT. OFF.
Pyramid Solvent removes all residue of fouling smokeless powder or black powder. Cleanses barrel thoroughly.
Pyramid Solvent is not a lubricant nor will it take the place of 3-in-One Oil for preventing rust.
Be sure to apply 3-in-One before putting gun away.
THREE-IN-ONE OIL COMPANY
NEW YORK, N. Y.

PYRAMID SALES PYRAMID PROFITS

Pyramid Solvent is a sales builder because
—it cleans firearms without danger of damage.
—it saves elbow grease—reduces use of brass brush.
—it is convenient—sold in 30c, 3-oz. flat can that fits pocket or shooting kit.
—it repeats, because it satisfies.
—we recommend using 3-in-One after Pyramid Solvent—making two sales and two profits grow for you where one grew before.

Pyramid Your Profits. Order from your Jobber today.
THREE-IN-ONE OIL CO.
165 KZG, Broadway, New York C214B6

**POCKET KNIVES
BUTCHER KNIVES
PARING KNIVES
RAZORS
RAZOR STROPS**



**SHEARS
SCISSORS
MANICURE GOODS
FLASHLIGHTS
FISHING TACKLE**

California Stock Pattern

We specialize in Stock and Ranch Knives for the Western trade.

WESTERN STATES OUTLERY & MFG. CO.

Write for Samples and Prices

Mfgs. of Cutlery and Cutlery Products

BOULDER, COLO.

**IT'S "SOME GUN"
OUT SELLS
OUT SHOOTS
OUTLASTS**

All Others

Stock this National Advertised Gun today. Sales compelling placard on request.

WRITE

BENJAMIN AIR RIFLE MFG. CO.
611 N. Broadway
ST. LOUIS - MISSOURI

"THE BENJAMIN"

A REAL AIR RIFLE

This is the air rifle which is so much in demand by boys and men. It has the power, accuracy and reliability which makes an air rifle popular for target practice and small game hunting.

SALES

PROFITS

SATISFACTION

Order a sample gun today and give it a "tryout." Its shooting qualities will surprise you. If not satisfactory in every way return at our expense.

Pacific Coast Representatives: McDonald & Linforth, Call Bldg., San Francisco.

HOPPE'S NITRO POWDER SOLVENT No. 9



For Cleaning High Power Rifles, Shot Guns and Fire Arms of all kinds. It will remove and prevent Rust in any climate. It will neutralize acid residue of smokeless powder and prevent corroding. Used by Army and Navy riflemen. Sold by Hardware and Sporting Goods Dealers.

FRANK A. HOPPE

2314 No. 8th St.

Philadelphia, Pa.

The New "Liberty" Postal Scale A TRINER, OF COURSE



The chart indicator shows instantly the amount required for all out of town postage—as well as the correct local postage.

Avoids the worry and inaccuracy of computing the new rates, pays for itself by eliminating "over postage."

This new scale is called "Liberty Postal Scale" — capacity two pounds.

Finished in gold bronze or oxidized copper.

Order this TRINER scale now. It's a quick seller, with a good profit.

TRINER SCALE & MFG. CO.

West Twenty-First Street CHICAGO, ILLINOIS

W. P. HORN & CO.

Pacific Coast Representatives

Rialto Building San Francisco, Cal.

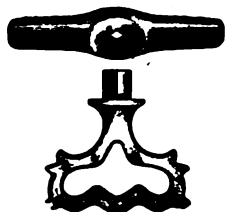
Los Angeles, Cal.

Portland, Ore.

Ears, Handles, Etc. FOR TINWARE MAKERS



Berger's Ear



B. B. Turnbuckle



Guard Handle

Highest quality, finest finish, largest stock of all sizes and kinds to be found anywhere. Send for our No. 8 Catalogue showing a complete line of Handles, Ears, etc., Pipe Gutter Hangers, Hooks and a complete line of **TINNERS' and ROOFERS' SUPPLIES.**

BERGER BROS. CO.

Office—229-231 Arch Street

Store—237 Arch Street

Warerooms and Factory—110-114 Broad St.

PHILADELPHIA

ATLAS 10 Cent Fly Swatter



This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best every sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

NEW HAVEN, CONN.

HUGHSON & MERTON

Pacific Coast Agents

San Francisco, Los Angeles

Clamp One to Your Counter

It's quite probable that many of the customers who enter your store are live prospects for an

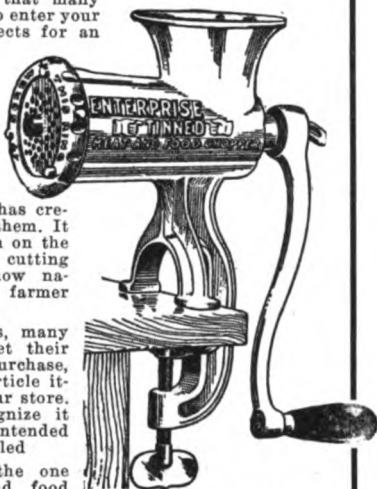
"Enterprise"

Meat-and-Food Chopper

For our advertising has created a demand for them. It has focused attention on the "knife-and-plate" cutting principle that is now nationally known to farmer and housewife alike.

But in spite of this, many customers will forget their determination to purchase, until they see the article itself, displayed in your store. Instantly they recognize it as the chopper they intended to buy—the unequalled

"ENTERPRISE"—the one that cuts meat and food without squeezing, mangling or tearing it.



"ENTERPRISE"
Meat-and-Food Chopper
Family Size\$4.00
Larger Sizes....\$6.25 up

Try the experiment yourself. You will find it well worth the small amount of counter space devoted to it. The

"ENTERPRISE"

Sausage Stuffer, Lard and Fruit Press

deserves a place on your counter, too, for no other article has ever proved itself so valuable to the farmer who makes his own lard and sausage. The housewife will find it equally useful in making jellies, fruit-juices, etc.

"ENTERPRISE" Literature, imprinted with your name and address, furnished any dealer on request

THE ENTERPRISE MFG. CO.
OF PA.

PHILADELPHIA
U. S. A.

☎



"ENTERPRISE"

Sausage Stuffer, Lard and Fruit Press

4-Qt. size, Japanned \$14.00
6-Qt. size, Japanned \$16.00
8-Qt. size, Japanned \$17.00

29 Murray St., New York

77 O'Farrell Street,
San Francisco

Half Million Sold

Every Week

MENDETS

A PATENT PATCH

The Automatic Profit Maker



A MENDETS CounterCarton in your store—sells Mendets without effort.

Over half a million are sold every week—and all at a good profit to retailers.

Help your customers fight the high cost of living and at the same time make a clean, liberal profit for yourself.

Mendets, the patented patch, offers you the opportunity.

Mendets mend all cooking utensils, hot-water bags, etc.

They require no heat, solder, cement, or rivet.

The Silent Salesman Counter Carton goes with every three-dozen order.

Your Jobber has them
—Get them Now

Collette Mfg. Co.
Amsterdam, N. Y.

GENUINE HUNTER'S SIFTER

The Standard for a
Quarter-Century

Sectional View
Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swaged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO.

Bender Street

Hamilton, Ohio

A Good Rope— Oceanic Manila



MOST so-called Hardware grades of Manila Rope omit the word "Manila," manufacturers well knowing that this particular grade is composed largely of colored Sisal fiber. The appellation of "Hardware Rope" has been misused and abused. It is unfair to a fraternity having a higher sense of quality in rope than any other class because larger distributors.

OCEANIC MANILA is 100% Abaca Fiber. A good rope, well made and quoted at as low a price as any Pure Manila Rope can be consistently offered. Has no equal in anything in a second grade on the market and a trial will be convincing. It is a departure in rope manufacture that will be appreciated by dealers and consumers where a less expensive Pure Manila Rope is wanted.



MANUFACTURED BY

The Portland Cordage Company
Portland, Oregon Seattle, Washington

GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY



INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.
539 Mission Street Nos. 61, 63, 65, 67 Fourth St. & Pine St.
SAN FRANCISCO, CAL. PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

Peters Cartridges

THE announcement by the United States Revolver Association of the winners of the Outdoor Pistol and Revolver Championships, again points to the leadership of Peters' Cartridges.

The World's Record, by Dr. Snook, a record by a wide margin, and the excellent scores made by T. K. Lee are added to the evidence of former years and demonstrate the genuine quality of Peters Semi-Smokeless Cartridges, which have for years been used by many winners of the U. S. R. A. and N. R. A. matches.

Users of the **(P)** Brand Won Three Out of Four of the 1919 Outdoor Championships of the United States Revolver Association.

Match "A" (Revolver Championship of America), T. K. Lee, Birmingham, Ala., 463x500.

Match "B" (Pistol Championship of America), T. K. Lee, Birmingham, Ala., 472x500.

Match "C" (Individual Military Championship of America), Dr. J. H. Snook, Columbus, Ohio, 651x750. World's Record.

THE PETERS CARTRIDGE COMPANY - - Cincinnati, Ohio

BRANCHES: NEW YORK—SAN FRANCISCO

PACIFIC COAST BRANCH—585-87 HOWARD STREET, SAN FRANCISCO

MARSHALL-WELLS COMPANY, Portland-Spokane-Duluth-Winnipeg-Edmonton
HIBBARD, SPENOER, BARTLETT & CO., Chicago, Ill. SLOSS & BRITAIN, Inc., San Francisco



Pioneer ROOFING

A Grade for Every Purpose

- For new buildings and for old.
- Economical, durable, easy to put on.
- Makes friends—Builds up trade.

Samples and Prices on Request
Manufactured by
PIONEER PAPER CO., Los Angeles

Roofing
Pioneer
MANUFACTURED BY
PIONEER PAPER CO.
LOS ANGELES
SAN FRANCISCO

DO NOT DELAY

Placing Orders for **SPRING** and **SUMMER** Requirements

for if you do, you will be disappointed and lose many opportunities for **PROFIT MAKING**

We can give you **SERVICE** on Every Item in the **Hardware Line**

Our Stock of **Automotive Equipment** comprises everything used in the Up-to-Date Accessory Department or in the Garage

All of Our Merchandise is Dependable Quality and Priced Right

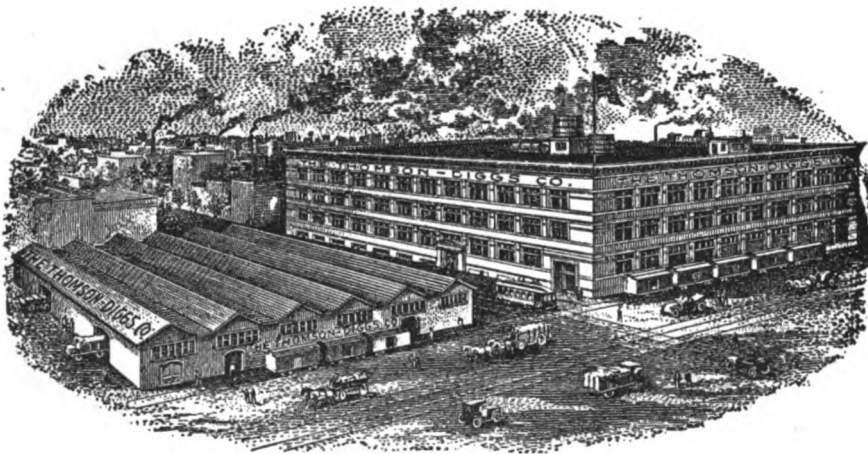
**SALT LAKE CITY,
UTAH**

**The Salt Lake
Hardware Co.**

**POCATELLO,
IDAHO**

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

TOOLS

A few mechanics' tools along with other hardware from a local jobber keeps the INVESTMENT down and SALES possibilities up.



Strevell-Paterson Hardware Co.
SALT LAKE CITY, UTAH

Wholesale Only

H-W-1

HONEYMAN Hardware Company

Ninth and Hoyt Sta.

Fourth and Alder Sta.

PORTLAND, OREGON

Garden Tools

Goldsmith
Sporting Goods

Fishing Tackle

Heavy and Shelf
Hardware

A. M. HOLTER Hardware Company

Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

HOLTER Hardware Company

Spokane, Wash.

WHOLESALE

*High Grade Auto
Accessories*

Acme Paints
Monarch Ranges
Schuttler Wagons
Mill, Mining and
Logging Supplies

Sargent Hardware
Peninsular
Stoves
and Ranges
Diamond Tires

Prompt — Courteous Service

The Tritch Hardware Co.

Jobbers in Hardware and Sporting Goods

1848 to 1854
Arapahoe Street

DENVER,
COLORADO

FRANK A. BARE,
President.

O. E. BARE,
Vice-President.

DISTRIBUTORS OF



“The Recognized Leader”

GALVANOID is heavily zincked **after** weaving by a modern electric process. Then a coating of transparent varnish is **baked on**. It is firm, durable and attractive—the **best** grade of zincked cloth made.

WRITE FOR SAMPLE OF GALVANOID AND DESCRIPTIVE CIRCULAR

GET YOUR ORDER IN NOW

Thermoid

Crolide Tires and Tubes

GUARANTEED
In Writing

7500 Miles - Small Sizes
6000 Miles - Large Sizes

Announcement

TO AUTOMOBILE AND TIRE DEALERS—
LIKEWISE THE GENERAL TRADE:

The Thermoid Rubber Co. requires no introduction, its past and present reputation having been for 40 years a national symbol of business integrity and ADEQUATE FINANCIAL resources.

The company advertises very extensively and its name and products are well known by motorists throughout the entire country. Their factories are fitted with the most modern machinery and equipment and a highly paid, scientifically trained organization of picked workmen.

We are assured and we confidently extend this assurance to the many friends of this company that "Thermoid" is a LONG WEARING QUALITY TIRE—ENTIRELY HAND MADE and EXACTLY SUITED to CALIFORNIA TERRITORY CONDITIONS.

The "SELLING PROPOSITION" will guarantee—complete stocks and delivery—distributing rights—and a satisfactory profit.

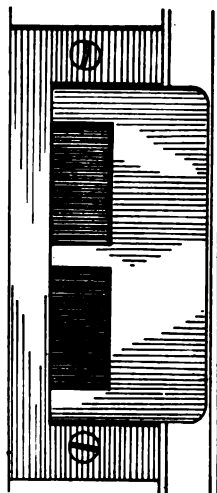
ASK OUR SALESMEN, or WRITE US.

Dunham, Carrigan & Hayden Co.

EXCLUSIVE WHOLESALE DISTRIBUTOR FOR NORTHERN CALIFORNIA, CENTRAL CALIFORNIA, WESTERN NEVADA

SAN FRANCISCO, CALIFORNIA, U. S. A.





Every Door Needs It

IMPROVED ADJUSTABLE LOCK STRIKE

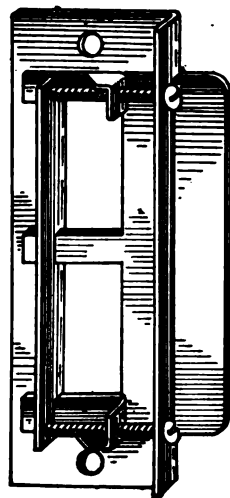
Patented September 30, 1919

Patent for Sale

Particulars will be gladly furnished by writing to

J. A. PLANT

114 Guerrero St., San Francisco, Cal.



H. ROTH & SONS CO.

Specialty Hardware Jobbers

942-944-946 MISSION STREET : SAN FRANCISCO, CAL.

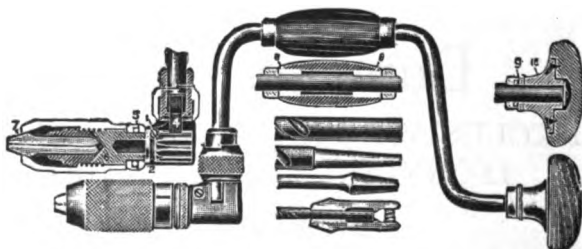
Vaughan's Vanadium Hammer



We Carry a Complete Stock of
Vaughan & Bushnell Mfg. Co.
Fine Tools

We Carry Factory Brands Only—
under factory labels and
numbers

V. & B. Ratchet Braces



WHEN *is a PUMP* *not a PUMP?*

WE DON'T KNOW—WE HAVE NONE SUCH

Modern Pumps for the home, farm, factory, or wherever power water conveniences are desired.

We are the acknowledged headquarters for pumping requirements west of the Rockies and our sales volume last year substantiates this condition.

Here is one of our "WINNERS"—a truly modern, efficient and economical pump.

Myers Self-Oiling Bulldozer Power Pump

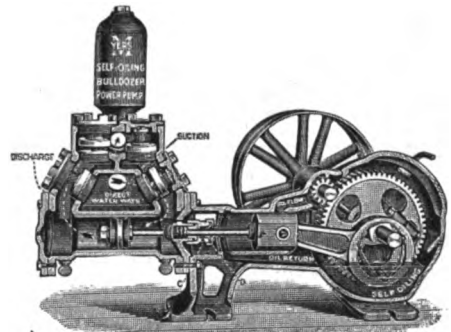


Fig. 1866

Sectional view showing all parts, including Oiling System, Large Valves and Direct Water-Way.

A single cylinder, double-acting power pump for general service on Farms, Plantations, Country Estates, in Apartment Houses, Hotels, Mills, Factories, Railways, Tanks, Stations, or wherever from 500 to 4500 gallons of water per hour are required against 100 lbs. pressure or 225 ft. elevation. This design has been brought out to meet the general needs of the trade for an efficient, durable pump of modern construction at a moderate price.

LARGE STOCK OF EVERYTHING in the pump line from the small spray and hand pitcher pumps to the deep well pumps and power pumps. Also complete stock of Extras for Immediate Delivery.

SERVICE

Special pump catalogs and special advice willingly supplied upon request.

Cordially yours,

Baker, Hamilton & Pacific Company
Seventh, Townsend and King Streets, **SAN FRANCISCO**



STOV OIL

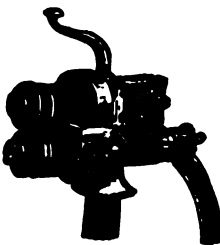
MAKES STOVES LOOK LIKE NEW
Kills rust; prevents rusting; cleans and polishes—all in one operation.
Superior Laboratories - Grand Rapids, Mich.

GENERAL SALES CORPORATION
Pacific Coast Representatives.
718 Mission St., 737 Terminal St.,
San Francisco Los Angeles
Seattle, Wash.



Pack's Pineapple Eyesnlp

is the superior and best eyesnlp on the market. It is a kitchen article that every hardware dealer should handle. It is a big seller. Literature and prices upon request. Sample 25 cents.
Order Now
Christian Schlicker Mfg. Co.
Rochester, N. Y.

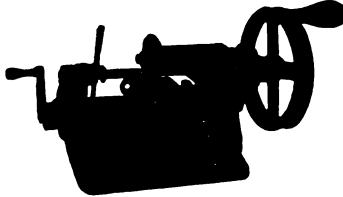


THE PACKHAM

Stove Pipe Crimper and Bender

MADE BY
THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO

If Your Jobber Does Not Carry It, Write Us



With the—

Precision Key Machine


Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office 838 Hamilton Avenue, Allentown, Pa.

"ANSONIA" NAIL CLIP

Made by the makers of the "Gem" Nail Clipper. Twelve in a box or 12 on a display card.

Write
H. C. COOK CO. - ANSONIA, CONNECTICUT





Everybody knows of "QUICK MEAL" Stoves. But do you know we make a new Oil Stove? And that it will be a winner?

Quick Meal Stove Company, *St. Louis*

C. H. SCHIECK

Pacific Coast Agent

715 Indiana Street, near 19th Street, San Francisco, Cal.

Vacuum Pipeless Furnace

Heats Entire House From ONE Register
Old Houses as Well as New

Burns Coal, Coke, Wood, Gas, Oil or Any Combustible Material

Less Cost
Less Fuel
Less
Fire Risk



More Heat
More
Ventilation
More
Satisfaction

"VACUUM" HEATING & VENTILATING PRINCIPLE
 SHOWING CONTINUOUS AIR CIRCULATION

Over 30,000 Vacuum Pipeless
Furnaces Installed

*We Have a Very Attractive Proposition
 for Dealers*

ALEXANDER & KUHN

Pacific Coast Distributors

523 MONADNOCK BUILDING

SAN FRANCISCO, CALIFORNIA

Quality Lines, Universally Known



Alaska Refrigerators

Seamless Porcelain and Enameled Lined

Herrick Refrigerators

Spruce and Enameled Lined

White Mountain Freezers

Duplex Fireless Stoves

Mando Kerogas Oil Cook Stoves

WHOLESALE ONLY

MANGRUM & OTTER, Inc.

San Francisco

NEW HAVEN SLUMBER STOPPER

ONE DAY ALARM

With Radium Dial and Hands

The radium material used on the dial and hands is of the highest quality and is guaranteed to last several years.



Height....5 $\frac{1}{4}$ inches
Dial.....3 $\frac{3}{4}$ inches

Bowed Glass.

Case is seamless brass, and with all outside fittings is highly polished and nickel plated.

3 $\frac{3}{4}$ inch bell metal gong on back.

Has silent switch on top for use when alarm is not wanted.

A RELIABLE ALARM CLOCK

MORGAN & ALLEN CO.

150 Post Street, San Francisco, California

The Schaw-Batcher Co.

SACRAMENTO, CAL.

WHOLESALE HARDWARE

Pipe and Fittings

Canton Steel

Ammunition

Sporting Goods

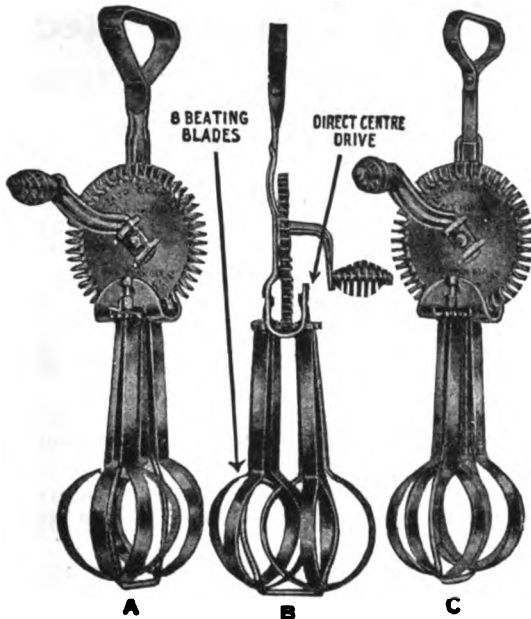
Blacksmith Supplies

Sargent & Co.

Builders' Hardware

Mill and Mining

Supplies

**WESTERN SALES REPRESENTATIVES**

Omer Cox, Postal Teleg'h Bldg., San Francisco, Cal.
 Sands & Cox, San Fernando Bldg., Los Angeles, Cal.
 Strimble & Cox, L. O. Smith Bldg., Seattle, Wash.
 Jones & Cox, Newhouse Bldg., Salt Lake City, Utah
 Turnbull & Cox, Inter State Trust Bldg., Denver, Col.
 Strimble & Cox, Corbett Bldg., Portland, Oregon

Ladd All-Steel Beaters

3 Sizes for All Requirements

These SUPERIOR goods are now in practically EVERY STORE handling housewares. We know of none who do not handle, but presume there may be a few. We wish to clean up the field and ask every merchant in their interest and ours, not now stocking same, to kindly advise us, asking for prices, convenient jobbers and give us name of trade paper in which he reads this.

STRONG STAPLES OF QUALITY, THUS PROFITABLE.

JOBBERS the world over and US



LADD
Mixer-Churns



SATURN
Clothes-Line
Reels

United Royalties Corporation
 1133 Broadway, New York

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware

El-an-Ge Enameled Ware

and

Pearl-Agate

Turquoise Enameled Ware

New York

Chicago

Boston

San Francisco

DUPLEX

FIRELESS STOVE

COOKS THE
ENTIRE
MEAL

BAKES AND
ROASTS
BROWN



Have You Received Your Copy of the New DUPLEX Folder?

If not, write today for it.

It shows why Duplex dealers are increasing their profits as well as the number of satisfied customers.

It explains the service to dealers—live store displays, posters, moving picture slides, electros for the dealers' newspaper advertising—in fact, every sort of merchandising help that can be given.

It tells how the Duplex dealer can get the full benefit of the national advertising now appearing in the leading women's publications.

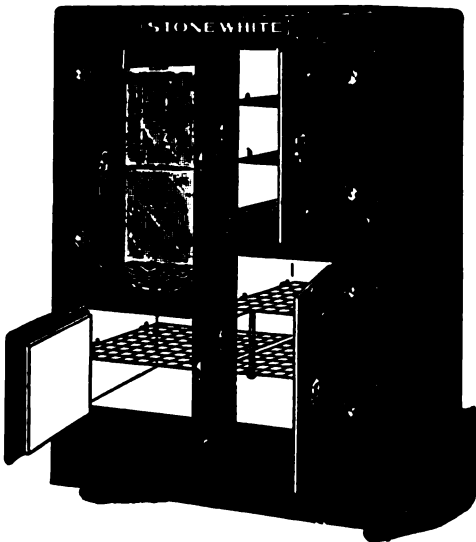
Millions of women throughout the country are reading this advertising. Many of them are in your community.

If you are not a Duplex dealer now it will pay you to write for our dealer's proposition.

DURHAM MFG. CO.
MUNCIE, IND.

NEW YORK OFFICE: 108 CHAMBERS STREET
LOS ANGELES OFFICE: 1643 FIFTH AVENUE

WHITE MOUNTAIN REFRIGERATORS



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A.

BRANCH OFFICES:
New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo. Melbourne, Aus.
PACIFIC COAST DISTRIBUTORS
San Francisco.....Dunham, Carrigan & Hayden Co.
Sacramento.....Miller-Enwright Co.
Portland.....Honeyman Hardware Co.
Los Angeles.....California Hardware Co.
Seattle.....Schwabacher Hardware Co.



For Spring Delivery Place Your Order Ahead, Mr. Dealer.
Be Ready to Meet an Early Demand

The most popular Ice Cream Freezer is the

ACME

EASY TO SELL AND TO DEMONSTRATE

All you have to do is to show this handy freezer to your customers. Uses little ice, compact, fits in refrigerator. Freezes cream or sherbet in five minutes.

**Sanitary, Easy to Clean. Weighs 2½ lbs.
2-Quart Size Sells for \$1.50**

Guaranteed to Last as Long as Any Freezer

Manufactured by RITTER CAN & SPECIALTY COMPANY, Philadelphia, Pa.

**Factory Selling Agents BEH & CO.
106 Franklin St., New York**



There are so many splendid features to

CLARK JEWEL

OIL STOVES

that dealers find it very easy to convince their customers of the high quality and satisfactory operation of these excellent Oil Stoves.

High Speed Burners—short and close to the top—direct flame on vessel—fast and economical.

Large, roomy cooking top, wide set burners. Heavy Glass tank—oil supply always in view. Made in many styles and sizes.

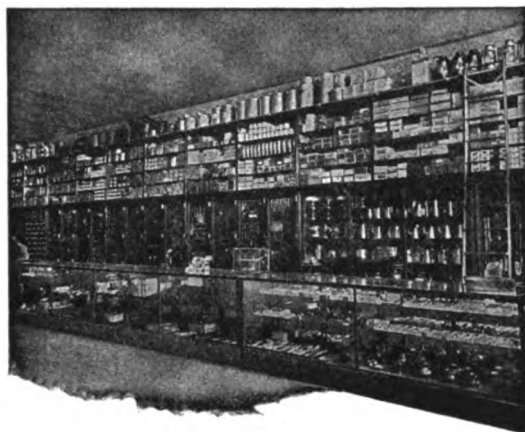
It is highly important that you order early—these are days of Big Business.

GEORGE M. CLARK & COMPANY

Division American Stove Company

CHICAGO

Hidden Hardware Won't Sell Itself



Don't keep your hardware out of sight, in odd shapes and sizes of boxes. Get it out where people can see it. If you do this you will sell more, because your customers will then be reminded of their needs.

Put "Duluth" Hardware fixtures to work for you, and they will pay for themselves in extra sales made.

DULUTH SHOW CASE CO.
DULUTH, MINNESOTA



DIXON'S

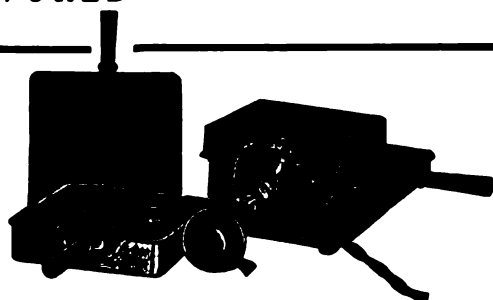
Water Proof Graphite Grease

For any kind of construction or mining machinery, fire hydrants, elevators or pumps there is nothing equal to Dixon's Waterproof Graphite Grease. For wire cables or heavy gears it is unsurpassed. It **stays put** and lubricates.

Put in a stock and get after the prospects in your vicinity.

Write for Booklet 230-W.

Made in JERSEY CITY, N. J., by the
JOSEPH DIXON CRUCIBLE COMPANY
Established 1827



RUTEMBER ELECTRIC TABLE STOVE

Model 206

Is one of the Jobber's or Dealer's quick, sure sellers.

Square cooking surface, seven by seven inches.

Furnished complete with all the necessary cooking utensils. Full nickel finished.

We manufacture a full line of Household Appliances.

Write for our complete Catalog and Trade Discounts.

RUTEMBER ELECTRIC CO.

Marion, Ind., U. S. A.



O. LINDEMANN & CO.

35 and 37 Wooster St., New York Established 1863



Manufacturers of JAPANNED, BRASS and TINNED WIRE

Bird Cages and Cage Sundries

A. L. Conger Co., 731 Market Street, San Francisco, Cal.
Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash.,
Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia.

TIME TO ORDER FREEZERS

All of the three, **LIGHTNING**, **GEM** or **BLIZZARD**, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

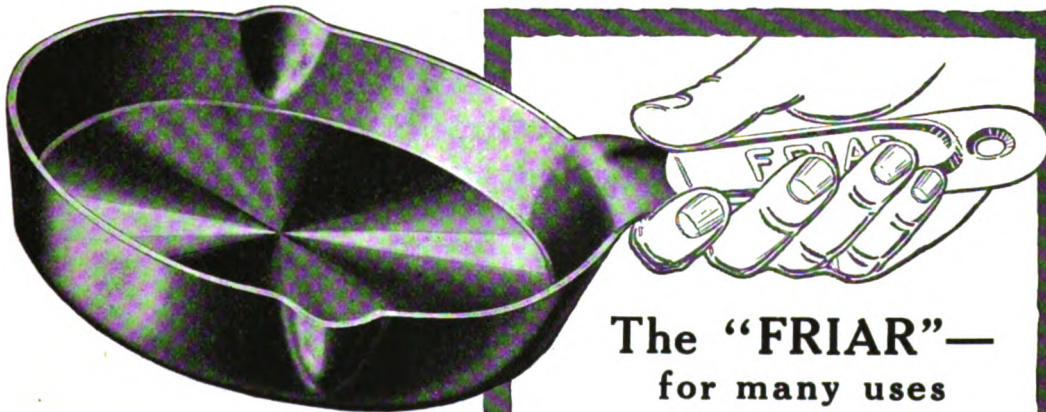
They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.



The **Blizzard**, being simpler in construction and cheaper in price, makes it a good running mate with either the **Lightning** or **Gem**. They sell themselves and stay sold! No comebacks or complaints. This means easy, net profits for you.

YOUR JOBBER CAN SUPPLY

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



*The heaviest
sheet steel
frying pan*

The "FRIAR"— for many uses

This is the housewife's favorite frying pan—a sturdy general purpose utensil with enough weight to insure an even cooking temperature. The friar is made of extra heavy gauge sheet steel, highly polished, and has a cold handle. It is convenient to use and is unbreakable. Made in five sizes, from nine to thirteen inches, numbered from seven to eleven.

WHITAKER-GLESSNER CO.
Wheeling Corrugating Dept. - WHEELING, W. VA.

If You Would Tell the People

the solid comfort, the genuine satisfaction to be enjoyed by the use of the

PEERLESS DOME DAMPER

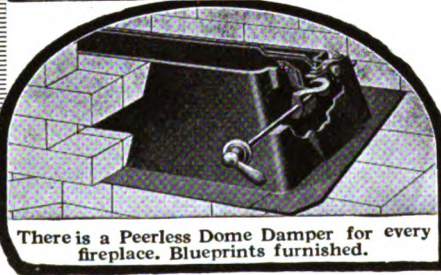
they would order it built into their homes and you would get the job of supplying their contractor.

It saves fuel. It regulates draft. It increases heating capacity of fireplace. It keeps temperature uniform. It prevents back drafts and dirt from blowing into the room. It reflects the warmth and glow from an open fire into the room.

You can add materially to your income by telling your contractor friends and prospective home builders about Peerless Dome Dampers, Peerless Ash Traps, Peerless Ash Doors and Peerless Fireplace Furniture. The most complete line of its kind. It pays a worth-while profit.

If you haven't a Peerless catalog in your files, write for it today.

PEERLESS MANUFACTURING CO.
INCORPORATED
 Makers of Fireplace Furniture
 LOUISVILLE, KY.



There is a Peerless Dome Damper for every fireplace. Blueprints furnished.

The Ontario Knife Company, Franklinville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.



**BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE**

KNIVES

**KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE**

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.



THE BEST COMPETITIVE GAS HEATER

That has ever been put upon the market, does not equal

The Ironton Bunsen Burner

It stands in a class by itself. Saving when operated upon Natural Gas 32 $\frac{1}{8}$ %.

—Ohio State University Test, Columbus, Ohio.

Saving when operated upon Artificial Gas, 65 5/23%.

—Columbia University Test, New York City.

All tests show that it produces No Soot, No Odor, No Smoke, No Poisonous Gases, Splendid profit to the Dealer, and best value on earth to the Consumer, therefore, the greatest trade and profit builder. Our mutual interests will be best subserved if you arrange to handle the Ironton exclusively. We make a size and style suitable to every requirement. Write direct to us today. Catalog free.

The Ironton Stove & Mfg. Co.

IRONTON, OHIO

Distributors

M. Seller
& Co.,
Portland, Or.
Seattle, Wn.
Spokane, Wn.

The Colorado-
Utah Hdw.
Co.,
Grand Junction, Colo.

American
Hdw. & Sup-
ply Co.,
Pittsburgh, Pa.

Prescott & Co.
Boston, Mass.

H. E. Hessler
Co.,
Syracuse, N.Y.



YOST SATISFACTION

Live wire dealers find ready sales for this labor-saving device. Quick turn-over and attractive profits await hustling representatives. The name of your nearest distributor will be furnished on request.

The Yost Gearless Motor Company
Springfield, Ohio

Yost Washers Work and Never Shirk

BOOST YOUR STOVE SALES WITH

—the—

BOOMER CANNON

The ideal stove for factories, stores, schools, garages and warehouses.

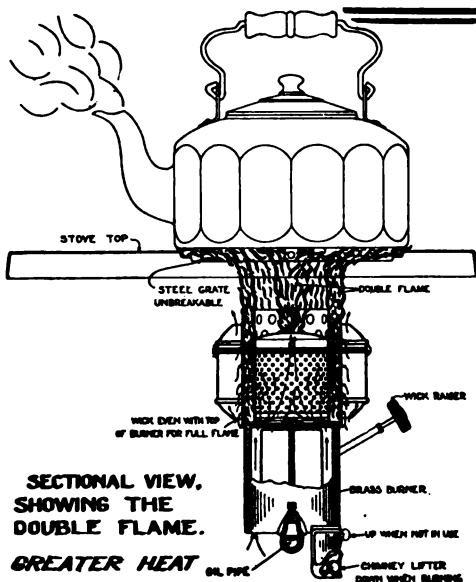
Made in six sizes, Nos. 1, 2, 3, 4, 5 and 6.

A sheet iron drum may be attached, which increases its heating capacity.

Bulletin illustrating and describing this stove and giving weights and fire pot diameters, may be had on request.

The prices we are quoting at present, are much below the general market prices on such stoves.

THE HESS-SNYDER COMPANY, Mfgs.
Massillon, Ohio



LADY ELGIN

Oil Cook Stoves

have scientifically constructed burners which produce a clean blue flame like gas.

Operation is simple and affords perfect control at low, medium and high flame. Automatic wick stop at high flame prevents smoking.

You can personally guarantee the LADY ELGIN to your customers, for we back this guarantee—just as we have done for many years with ELGIN BAKE OVENS.

ASK YOUR JOBBER

ORDER ELGIN COOKS AND OVENS NOW

Get Benefit of our Spring Terms

ELGIN STOVE & OVEN CO. - Elgin, Illinois

BEH & CO., Eastern Distributors, 106 Franklin St., New York
Warehouses: New York, Philadelphia, Boston, Syracuse.

DI-MEL-INE PAINTS • STAINS • ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. **RETAILS 25 CENTS**—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

Dealer's Assortment (30 Dzs.).....\$54.00
Jobber's Assortment (12 Dzs.).....21.60
Open Stock, all colors, per gross.....21.60

2% Freight allowance, F.O.B., N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MORTIMER PAINT MFG. CO.

169-173 Second Ave., BROOKLYN—NEW YORK
Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.



Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

Sash Cord **Shade Cord**
Clothes Lines **Masons' Lines**
Solid Braided Rope **Chalk Lines**

Send for catalogue and samples.

SAMSON CORDAGE WORKS, Boston, Mass.

AMERICAN SEAL PAINTS and CEMENTS

"MAKE GOOD"

WITH YOU AND YOUR CUSTOMERS

STAND FOR
QUALITY and DURABILITY



WRITE US FOR DEALER'S PROPOSITION

MANUFACTURED BY
The Wm. Connors Paint Mfg. Co.
1852 TROY, N. Y. 1920

CHATILLON CUTLERY

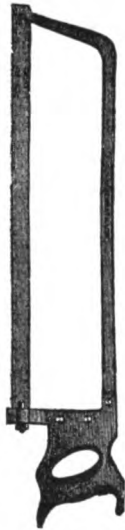
The accompanying cut shows one of the various patterns of **CHATILLON BUTCHER SAWS** with flat steel back, beech handle, polished edges, and brass screws.

CHATILLON BUTCHER SAWS are well made, correctly designed and evenly balanced to prevent fatigue when the butcher has sawed for some time.

Our thirty-five years' experience in making butcher saws has taught us that the proper butcher saw should only be heavy enough to cut into the bones properly, made of durable steel that will not warp or snap, and balanced so that it can be handled with ease. That's why we designed the Chatillon Butcher Saw as it is.

Made in all sizes up to 26 in.

Full Information From Your
Nearest Jobber



JOHN CHATILLON & SONS
New York U.S.A.



A Sales Plan That Is Far-Reaching

The hardware and electrical appliance merchant who sells the **SIMPLEX IRONER** has the great satisfaction of knowing that he can supply his trade with the **leader in the field**.

Continuous National Advertising in the foremost publications has established the name **SIMPLEX** as synonymous with the idea of **Ironing Made Easy**.

Simplex dealers are aided in a thorough way, to build business for the entire Household Labor Saving Appliance Department. We co-operate in training your sales force in specialty selling. Best ways for conducting special demonstrations: store arrangements and window displays—these and many other guides to the development of a thriving, profitable business, are included in the **SIMPLEX Plan**.

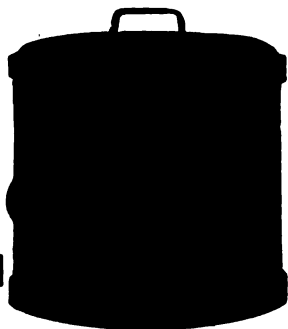
Write Today for Further Particulars

The American Ironing Machine Company

431 Sutter St., San Francisco, Cal.

Home Office: 168 N. Michigan Ave., Chicago

SIMPLEX IRONER
"THE BEST IRONER"



3 Sizes
Pail

Witt's yellow label

- Guarantees you quick sales
- Guarantees your customers complete satisfaction

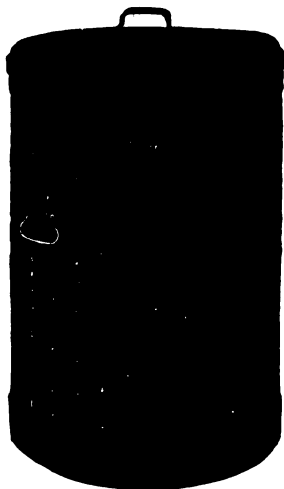
Quick sales for you because Witt's Can and Pail is the only advertised, only known-by-name article of its kind on the market. The demand is there, waiting for you to display the goods.

Satisfaction for your customers because Witt's outlasts two ordinary cans; is 29 times stronger than plain steel; possesses many exclusive features found in no other can.

THE WITT CORNICE CO.
CINCINNATI, OHIO

For Sale on Pacific Coast by

Baker, Hamilton & Pacific Co.	San Francisco
Dohrmann Commercial Co.	San Francisco
Dunham, Carrigan & Hayden Co.	San Francisco
Heyman-Weil Co.	San Francisco
Holbrook, Merrill & Stetson, Inc.	San Francisco
Mangrum & Otter, Inc.	San Francisco
Seller Bros. & Co.	San Francisco
Thomson-Diggs Co.	Sacramento, Cal.
M. Seller & Co.	Portland, Seattle, Spokane
Whitton Hardware Co.	Seattle
Honeyman Hardware Co.	Portland



4 Sizes
Can



MADE IN OHIO, U. S. A.

ALUMINUM "Real Solid"

ANNOUNCEMENT

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of "REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS—Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market

Write Today and get our New Catalog just off the Press.

The Buckeye Aluminum Company
WOOSTER, OHIO

Do You Realize the Profits Live Merchants are Making in Handling Phonographs?

Wives and daughters make your sales.
No comebacks and no service.
One sale makes many prospects.
Follow up with profits on records.
Prompt shipments of samples assured.

"Let Us Tell You How You Can Profit"



Model 95

*"The Perfect Tone for
Every Home."*

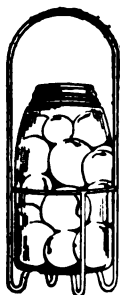
OPEROLLO PHONOGRAPH COMPANY

54 W. LAFAYETTE BOULEVARD, DETROIT, MICHIGAN

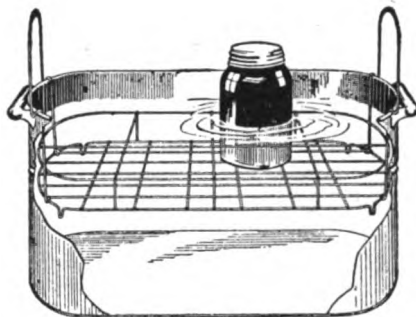


745 Jelly Strainer

Send for
Catalogue No. 32



737 Quarts
738 1/2 Gal.

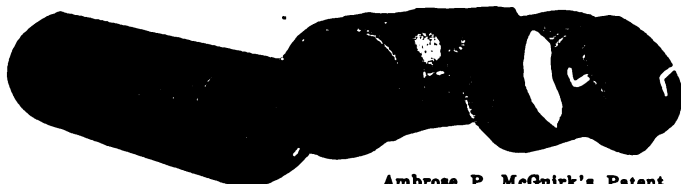


746 Cooker Tray

J. B. TIMBERLAKE & SONS, Mfrs.
JACKSON, MICH.

SAFETY INTERLOCKING STOVE AND FURNACE PIPES

Fire
Preventing



Home
Protecting

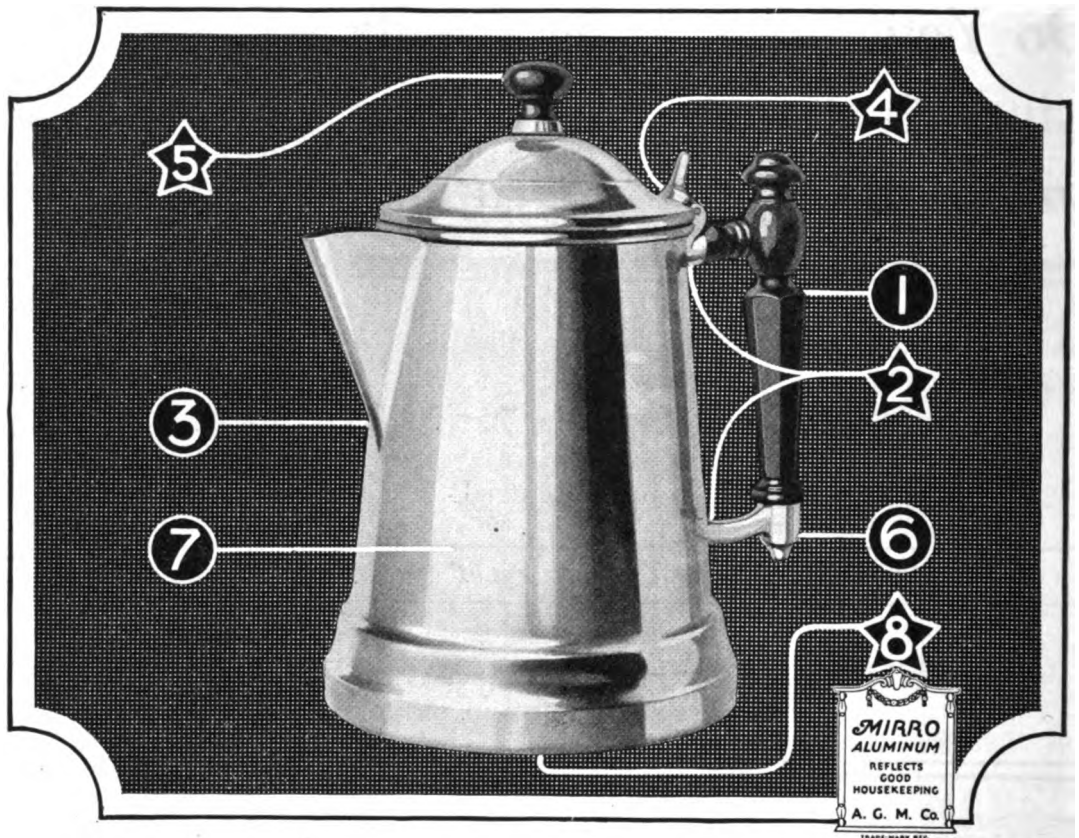
Ambrose P. McGuirk's Patent

Our Asbestos-Covered Interlocking Furnace Pipes, Interlocking Stove Pipes, Interlocking Asbestos-Covered Flue Thimble, Interlined Interlocking Ring Flue Caps and Interlocking Elbows are not luxuries nor needless accessories. They are very necessary where stoves and furnaces are used. By fastening and cementing the Flue Thimble in the Flue Hole, and putting in and turning the pipe joint and locking it firmly therein, it can't pull out or be pushed in too far. Each successive pipe link is locked to the receding one, until the whole pipe is firmly locked together, and to the Stove Collar, so that the pipe can't fall down. When the pipe is taken down put in the Flue Cap and lock it, making the flue hole fire safe. Every home and factory owner is morally liable for impending fires on his property, and as fast as flames reap losses will our dealers reap profits on our Fire Safe, Rust Proof, Interlocking Pipes, Flue Thimbles, Caps and Elbows.

Send for Price List and Descriptive Statement.

SAFETY INTERLOCKING STOVE PIPE CO.,

MT. PLEASANT, IOWA



Mirro Serves for Many Years

Finer coffee pot than this 'twould be difficult to find. It has everything that a coffee pot should have—beauty, utility, convenience and a durability which is peculiarly *Mirro*.

Like all *Mirro* Aluminum utensils, it is built for long, long service. And given a little care, it will last a lifetime.

Quite as uniquely *Mirro*, also, are the many features of convenience which mark this coffee pot. They are not found in ordinary aluminum ware. Note them well:

(1) The sure-grip, ebonized, detachable handle which insures comfortable handling and easy pouring. ☆(2) Handle sockets are welded on, as are also (3) the spout, and ☆(4) the combination hinge and cover tipper.

☆(5) The rivetless, no-burn, ebonized knob. This, with the other star features 2, 4, and 8, belongs exclusively to *Mirro*.

(6) Flame guard protects handle when the pot is on the stove. (7) The famous *Mirro* finish. ☆(8) The well-known *Mirro* trade-mark stamped into the bottom of every *Mirro* utensil, and your guarantee of excellence throughout.

It will increase your satisfaction in *Mirro* excellence to remember always that *Mirro* is the result of more than a quarter of a century's experience in the making of better aluminum ware. At leading stores everywhere, at prices that are truly moderate.

Aluminum Goods Manufacturing Company, General Offices: Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

MIRRO ALUMINUM

Reflects
Good Housekeeping

Mr. Merchant—Here's another one of those sales-making *Mirro* Aluminum advertisements. This will appear in the April Ladies' Home Journal, April Good Housekeeping, and April McCall's—full-page size in each magazine. It is going to sell *Mirro* Aluminum Coffee Pots—a lot of them. How's your stock?

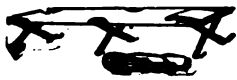


GENUINE

Hildebrandt Spinners

Fish Catchers for 20 years.

Your customers want the genuine. A size, shape or finish for any game fish. Send for catalog.

THE JOHN J. HILDEBRANDT CO.,
Logansport, Indiana.

We make

**TUCKER
FEARLESS
TUCKER****COTS AND CAMP FURNITURE, MOPS**
Tents, Awnings, Covers, Leggings, Carpenters'
Aprons4 Factories. Write for Prices. Prompt Shipments.
TUCKER DUCK & RUBBER COMPANY - Ft. Smith, Ark.**Sells to Every
Belt User**Your market
for Blue Ribbon
Belt Dressing is limited only by the number
of belt users in your vicinity. The quality of the Dressing
is high enough to suit the most discriminating purchaser. Ask your wholesaler
for it or write for prices and samples.**THE JOBBER'S MFG. CO. 327 S. LA SALLE ST. CHICAGO, ILL.****Another Summer Coming**And With That Summer Comes Opportunity
for You Through**"GOLD MEDAL" Folding Furniture**

For Camp, Porch or Lawn

A line in a class by itself—sightly—comfortable
in use—built strong and durable to withstand
rough usage—folds into small space—convenient
and compact to ship, carry or store away.**"Gold Medal" Cot
No. 1 — "The Cot
of Many Uses."**Sold only through Jobbers and Dealers.
Write for 1920 Catalog.**GOLD MEDAL CAMP FURNITURE MFG. CO.**
1705 Packard Ave., Racine, Wis.**ROCK-A-BYE NURSERY SPECIALTIES**The universal appeal of the
many items in the Rock-a-Bye line has developed
nation-wide sales. Advertising has created
a demand among the families *right in your trade.*The Rock-a-Bye items that you see in your
territory have probably been purchased from us direct.
For many mothers write in for Rock-a-Bye products
when they see our advertisements in national
publications.We prefer for our dealers to make these sales. You
can reap the profit of this fast-selling line by tying up
with our advertising — by displaying Rock-a-Bye Specialties
in your windows, and letting your trade know
that you carry them. *See Your Jobber or Write Us.***PERFECTION MFG. CO.,**Dept. W Leffingwell and Montgomery Sts.,
ST. LOUIS, MO.

SWING No 19

Rock-A-Bye

JUMPER No 17

AUTO BED No 16

AUTO SEAT
No 6

PLAY YARD No 4

HIGH CHAIR No 5

AUTO BED No 23

WALKER No 18

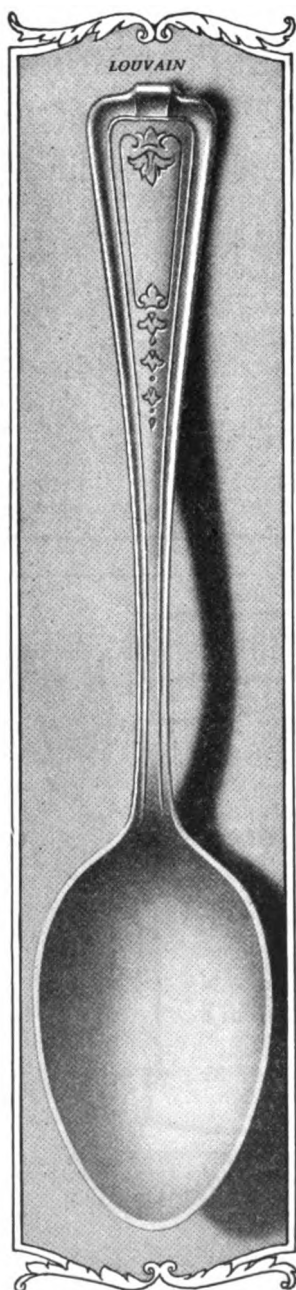
SWING
No 1SWING
No 2

BED No 3

NURSERY
SEAT No 15

1847 ROGERS BROS.

SILVERWARE



One Sale Of Silverware Is Not Enough

The man who declared that a sale of silver flatware was like planting a tree from which later he expected to gather fruit knew what he was talking about. One sale should mean a second sale and a third and a fourth, as other items are added to the original purchase.

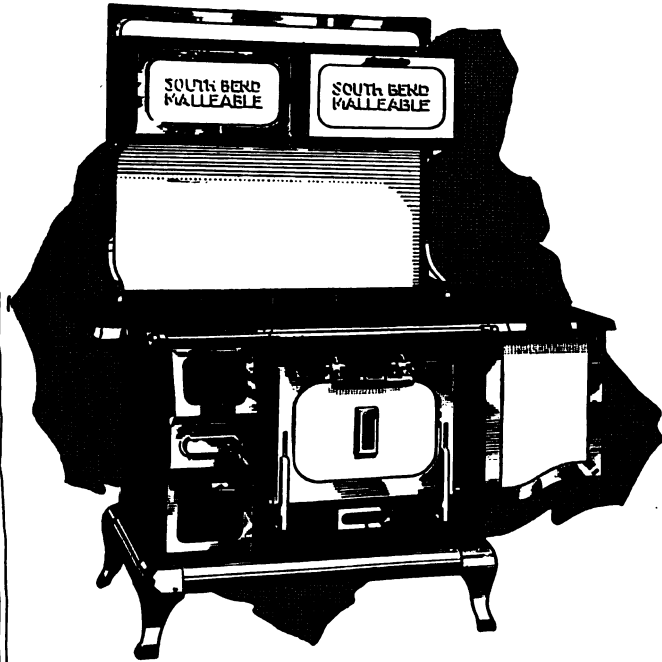
Cultivate your client's desire that the interior arrangement of her home shall be harmonious, and be prepared to supply silverware that will supplement her furniture and decorations.

**INTERNATIONAL SILVER
COMPANY**

Meriden, Conn.

Pacific Coast Warerooms
150 Post St., San Francisco, Cal.

The Only Range Ever Sold with a 20-Year Bonded Guarantee



NOT only do we announce a new model South Bend Malleable Range containing more improvements and exclusive features than have ever been combined in one range before, but we also announce that every NEW MODEL will be backed by the strongest guarantee ever issued in the range industry and insured by a bond issued by the Fidelity & Casualty Company of New York. Can any greater proof be given of the exceptional quality of the NEW MODEL range?

The New Model South Bend Malleable Range

Backed by a Forceful National Advertising Campaign

WE have spent years in the development of this new-type range. We have been sure of every step; of every detail. We have created many special processes and have patented them. We have secured the advice of a nationally known expert on household affairs to be sure we were building the kind of range women want.

When we were sure that the NEW MODEL was all that it should be, we brought in experts in national advertising; experts in merchandising; experts in co-operative sales promotion.

THEIR combined program is now ready. The NEW MODEL will be nationally advertised. It will be backed by a merchandising plan of proven success. It will include a money-making plan for dealers. And note that our ranges are sold through retailers only.

The complete details of the NEW MODEL range and the extensive advertising and selling plan behind it are included in one of the most interesting and complete books ever offered dealers. You should have a copy. In all sincerity we say this book means money to you. Will you send the coupon for a copy NOW?

THE MALLEABLE STEEL RANGE MFG. CO.
243 Cherry St. South Bend, Indiana

Send for
This Book
Today

THE MALLEABLE STEEL RANGE MFG. CO.
243 Cherry St., South Bend, Ind.

Please send me a copy of the NEW MODEL book containing details of this new-type range and the plan behind it.

Name

Address

Sign and
Send the
Coupon

Manning-
Bowman
Quality



The Best Electric Iron Made

Retains Heat Longer
Lasts Longer
Beautifully Finished



H. J. GYTE & Co.

PACIFIC COAST
FACTORY REPRESENTATIVES

150 Post St. San Francisco
CALIFORNIA

Lighter, smaller, really easy to run and with greater cleaning suction than the average electric—this correctly describes

BISSELL'S

New Lightweight Vacuum Sweepers

Such a machine will sell readily to farm homes, small town homes and city homes not wired, or who count the cost---these homes are in the great majority.

These new "vac's" make an excellent demonstration. They retail at \$9.00 to \$13.50, depending upon model and locality.

Bissell's "Cyco" Ball Bearing Carpet Sweepers are still the universal *sweeping* device for everyday use.

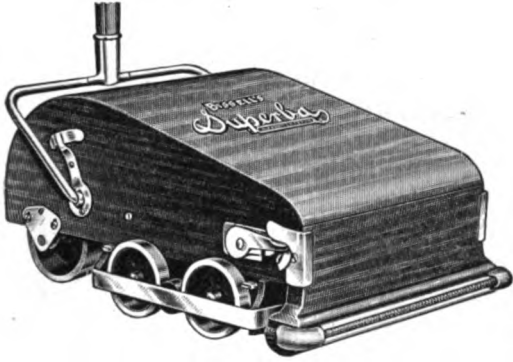
BISSELL CARPET SWEEPER CO.

Oldest and Largest Sweeper Makers

GRAND RAPIDS, MICH.

New York (25 Warren St.)

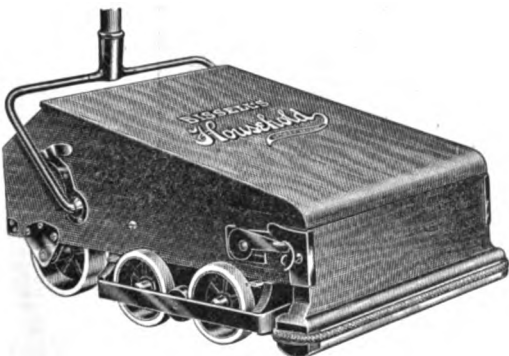
Niagara Falls, Ont. (Factory)



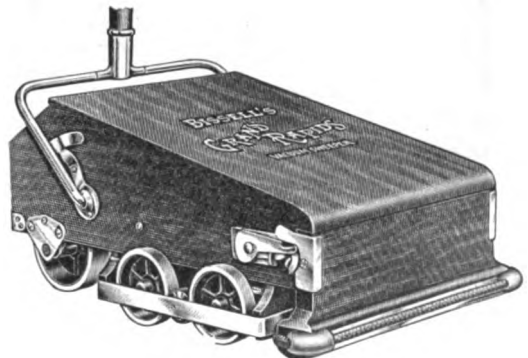
Real Mahogany veneer, oil rubbed finish, Rubber Corner Cushions, Nickered Fittings



Gumwood veneer, Brown Mahogany, oil rubbed finish, with Rubber Corner Cushions Nickered Fittings



Gumwood veneer, Reddish Mahogany finish japanned fittings



The Triumph of the Air-Way at Toledo

The record selling of the Air-Way at the Toledo Railways and Light Company drives home the undeniable fact.

The Air-Way is not just *another cleaner*—but a different cleaner than any you have ever seen before.

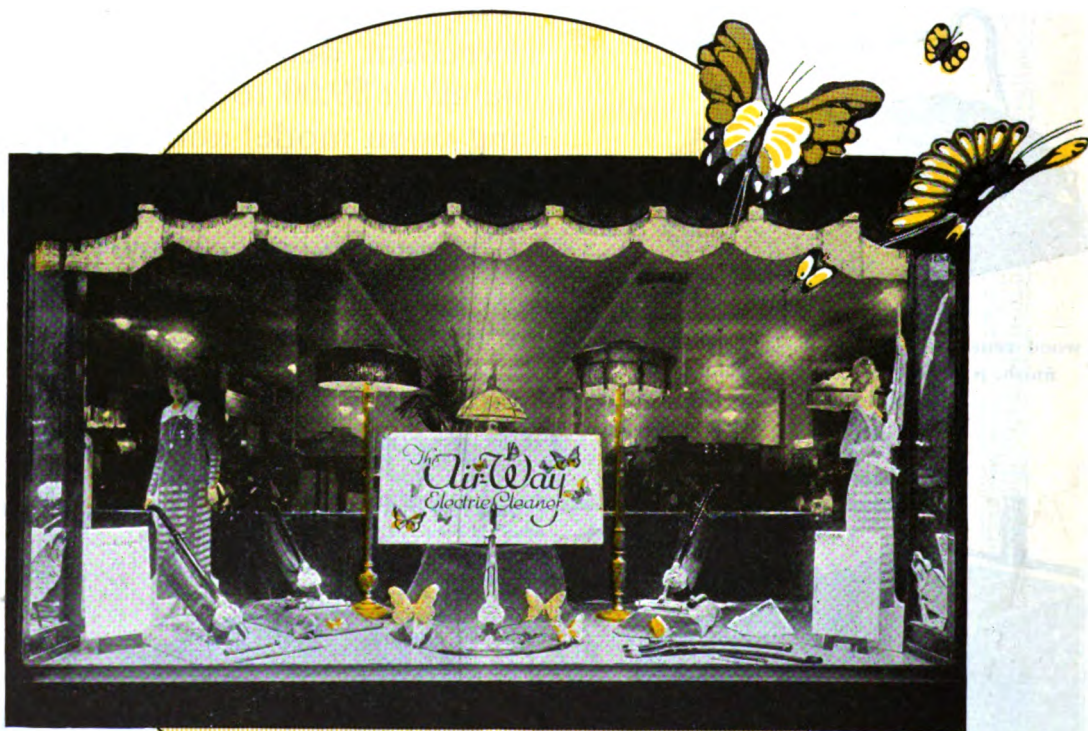
The quick success of the big Air-Way distributors all goes back to the Air-Way Cleaner—and the instantaneous appeal it makes to the housewife.

A few minutes demonstration of the Air-Way Suction Handle—the Air-Way "Human Wrist" (Universal Joint) and the Air-Way Sanitary Paper Bag is sufficient—the *difference* of the Air-Way is so decisive that you make the sale on the spot.

Will you share in Air-Way profits? Then write or wire immediately for details of the Air-Way selling plan.

THE AIR-WAY COMPANY, TOLEDO, OHIO

The new Air-Way Window Display is a powerful and decorative selling help; it attracts the attention of passersby, compels them to stop, fastens their interest with the buying points of the Air-Way, and brings them inside your store.

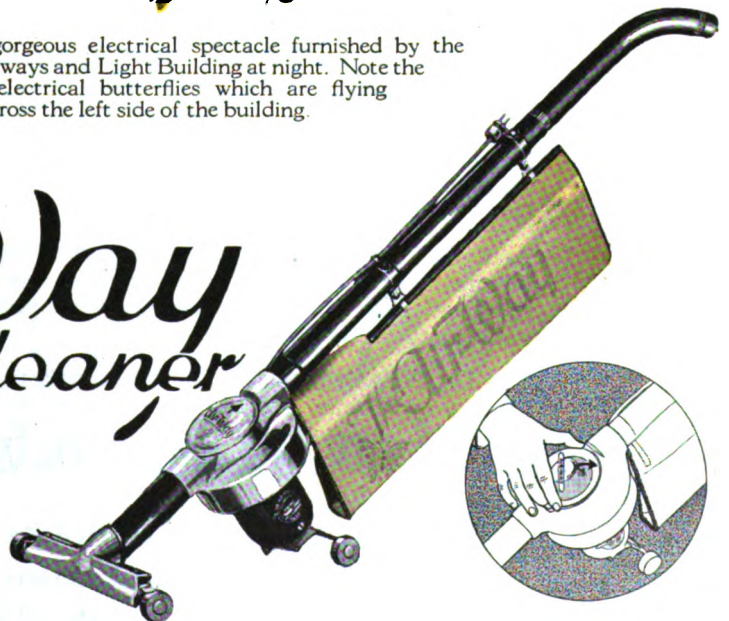


A night view of the spectacular Air-Way window display put on by the Toledo Railways and Light Company.



Showing the gorgeous electrical spectacle furnished by the Toledo Railways and Light Building at night. Note the three electrical butterflies which are flying across the left side of the building.

The Air-Way Electric Cleaner





SMOKELESS SHOTGUN POWDERS



They Sell Fastest

THE fact that seven out of every ten shooters use Du Pont Powders should establish one fact of interest to you—

They sell fastest

Stock them and they will move quickly

Stock the complete Du Pont line—Dupont, Ballistite, Schultze—in the popular loads—and you can meet practically all requirements.

Carry the Du Pont line exclusively and you will reduce to a minimum the number of different loads you have to stock. (Many dealers have thus reduced their line to *one-sixth* its original number of loads.) No dead ones. Quick turnover. Greater profits.

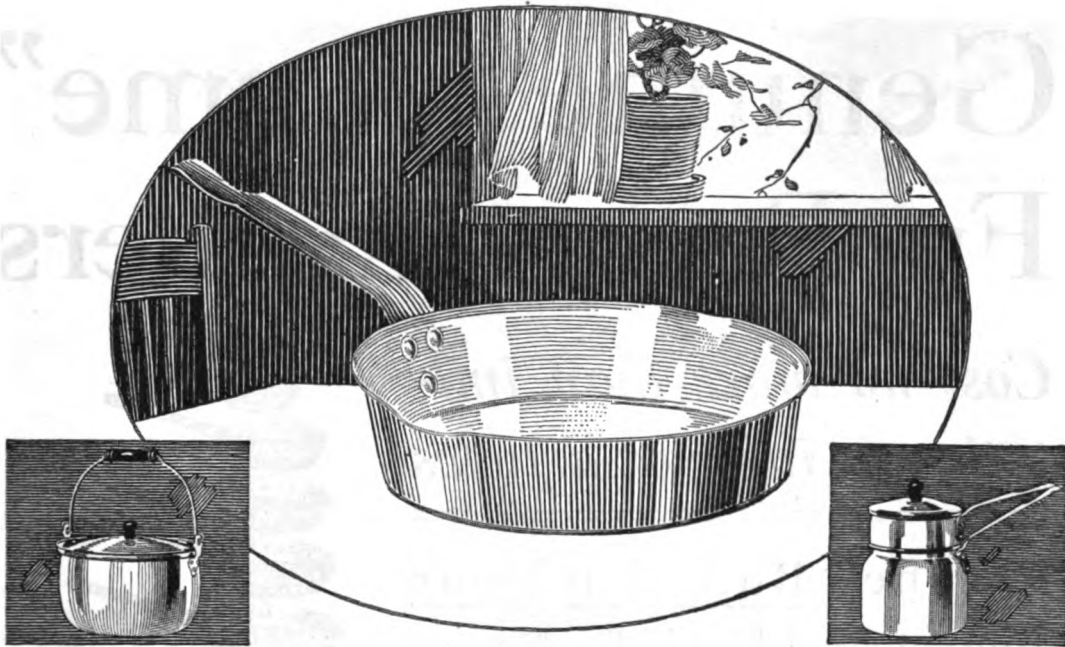
And you have the satisfaction of knowing that the powder you sell is made by the oldest, largest and best-known powder-makers in the country, is the result of their 118 years of experience, and can be relied upon—and your customer knows it, too.

The Du Pont Company has worked out a plan to help you promote shooting in your vicinity. Write for details—and on your next order for shells

Specify Du Pont

E. I. du Pont de Nemours & Company, Inc.

**Sales Dept.: Explosives Division
WILMINGTON, DELAWARE**



Fast Turnover

In the average woman's mind there is no question as to the advantages of aluminum ware for cooking. She knows that aluminum is durable and does not chip nor crack.

As the average woman is your best customer, it pays to please her. Give her a good, popular-priced line of aluminum ware from which to make selections.

Put in VIKO, The Popular Aluminum Ware. Viko utensils are exceptionally well made. The designs are thoroughly modern. And the line is complete. Popular prices make for fast turnover, and the satisfaction the ware gives makes for *repeat business*. That last is an important thing to remember. There is no permanent prosperity without it. About VIKO—

Ask Your Jobber

Aluminum Goods Manufacturing Co.
General Offices: Manitowoc, Wis., U.S.A.
Makers of Everything in Aluminum

VIKO

The Popular Aluminum

Genuine "Acme" Fry Pans and Spiders

Cost no more than imitation or inferior articles

But they Build Up Your
Trade and Satisfy Your
Customers

Insist on the

Genuine Acme

if you want ware of uniform and highest quality



*Examine
Samples of
This Ware
and prove it
for yourselves*



*Sold by all
First-Class Jobbers
throughout the West*

ORDER THROUGH THEM

WM. P. HORN CO., PACIFIC COAST REPRESENTATIVES
LOS ANGELES RIALTO BLDG., SAN FRANCISCO, CAL. PORTLAND

New York Stamping Company

BROOKLYN, NEW YORK

Are You Getting Your Share?

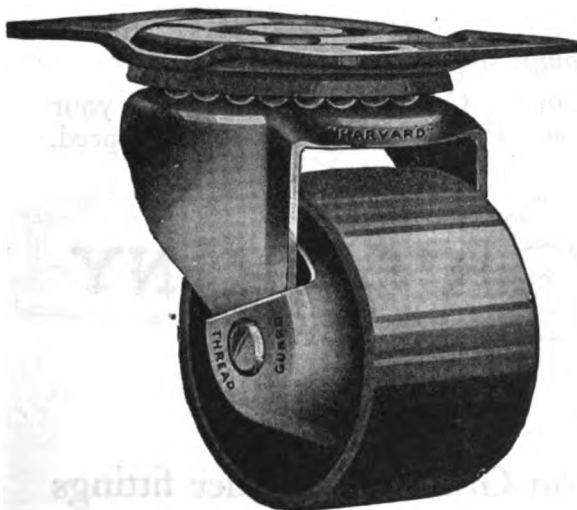
Hardware World Dealers all over the country are "cashing in" on the new "Harvard" Ball Bearing Truck Caster. Are you one of them or have you overlooked this opportunity to increase your sales?

The new "Harvard" Ball Bearing Truck Caster is constructed of extra heavy gauge steel. The axle is also made of extra heavy steel. The wheel is cast iron. This caster is much lighter than ordinary iron casters yet is practically indestructible. It is unequalled for strength and dur-

ability. The large 5-16 inch ball bearings make them easy running and turning.

Our new "Harvard" Ball Bearing Thread Guard Caster shown below has proved a big seller to shoe factories and mills where lint and threads from the floor are apt to twist around the wheels and prevent free action. Their big feature is the steel guard which prevents this and their 7-32 inch ball bearings.

Every Hardware World dealer should have our descriptive circular No. 105 H. W., showing our complete line. Write for one.



The Bassick Company

General Offices
Bridgeport, Conn.

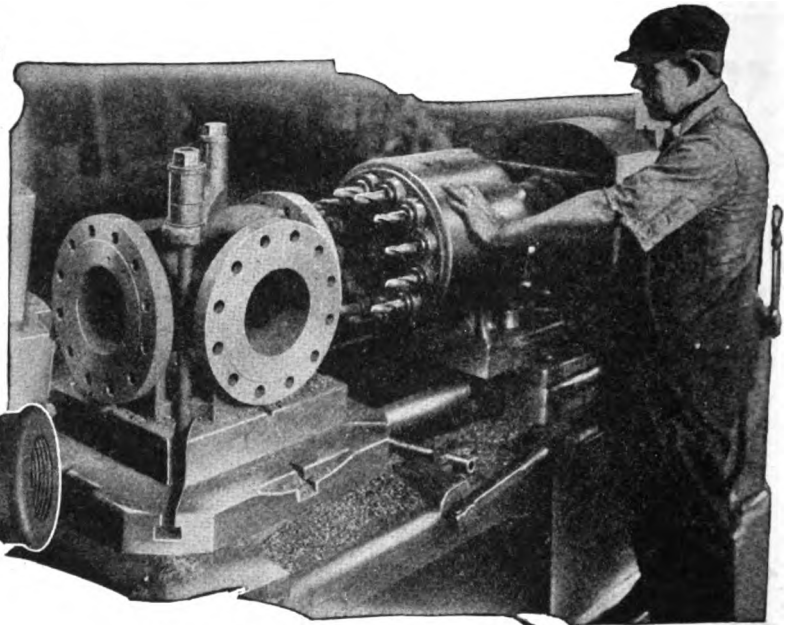
The M. B. Schenck Co.
Division

Universal Caster & Foundry
Works Division

The Burns & Bassick Company Division

Address all inquiries to Bridgeport, Conn.

*Look for the
G
on all
cast iron
fittings*



Facing and Drilling a six inch extra heavy flanged tee. This machine is motor driven and is of our own design.

*If there's a better made fitting
than Grinnell—we don't know of it*

Every piece is perfect because we throw out every one that is not up to our rigid standard. We make them for use in Automatic Sprinkler installations, so they *have* to be exceptionally good or our great contract business would suffer.

That's why they make such nice easy jobs. There's no need to "force" a joint with Big "G". They "make on" as easily as your foot slips into your shoe.

Isn't that the kind of pipe fittings you want to use and sell?

Cut down your stock of costly valves

The L. R. D. Valve with its changeable discs is an all round valve for every service. Gas, oil, air, water or steam.

Ready for prompt shipment

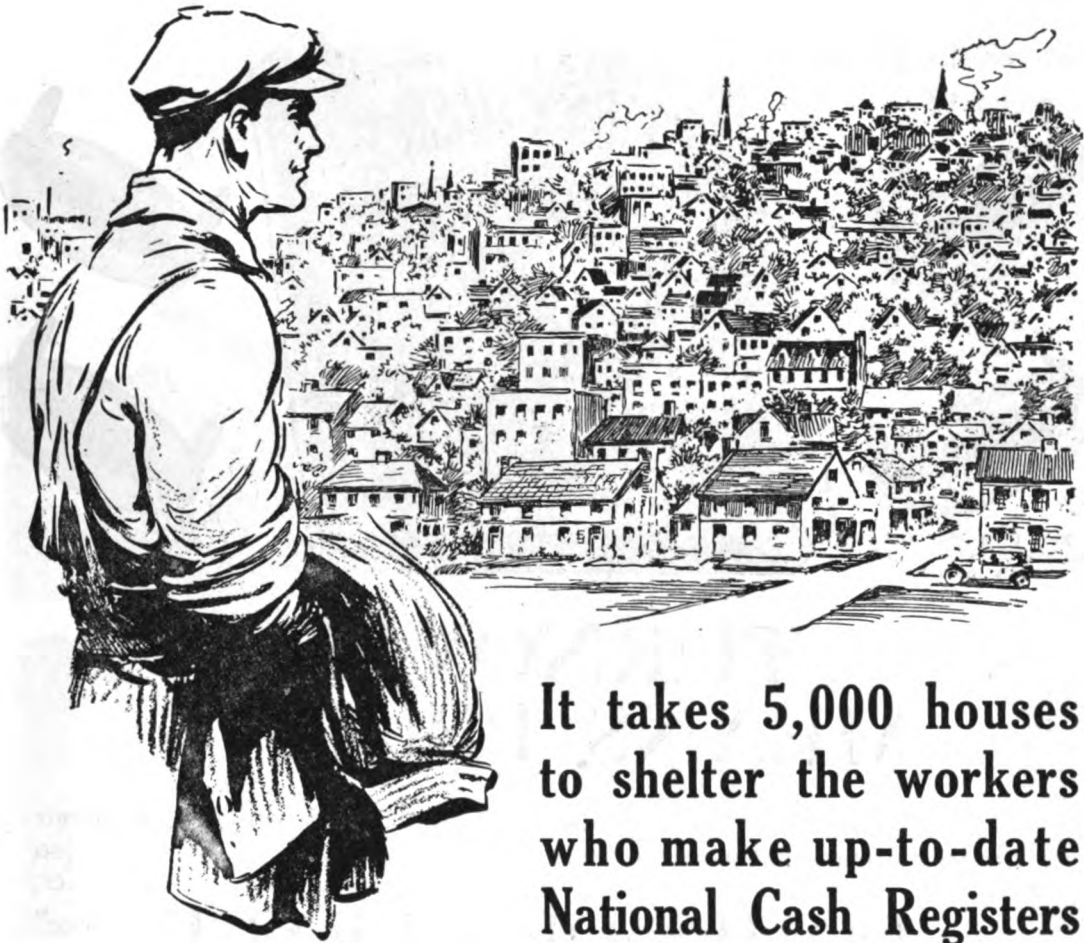
When we say "quick delivery" we mean it. Call, write, phone or wire your orders for Big "G". Fittings and National Pipe—we'll show you some speed. We cut and thread National Pipe to sketch.

GRINNELL  COMPANY

of the Pacific

453 MISSION STREET, SAN FRANCISCO
439 EAST 3rd STREET, LOS ANGELES

Ask the owners of 25 million Grinnell sprinkler fittings



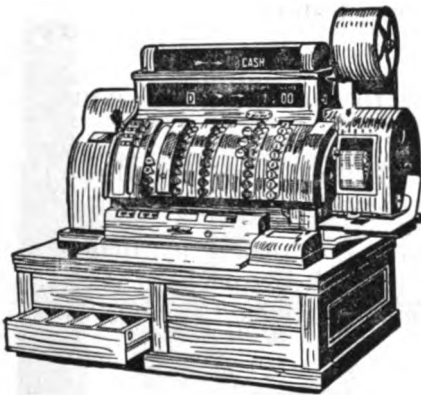
It takes 5,000 houses to shelter the workers who make up-to-date National Cash Registers

THESE 5,000 houses are the homes of more than 25,000 people—a city in itself.

They are good homes, too, because the workers at the N. C. R. factory are intelligent, skilled mechanics who are able to demand exceptionally good living conditions.

The factory in which they work comprises 21 modern buildings, providing over 40 acres of floor space.

It has taken 35 years of the hardest kind of work to develop this tremendous organization—an organization engaged solely in the manufacture of labor-saving machines that help merchants all over the world.



The National Cash Register Company
Dayton, Ohio
Offices in all the principal cities of the world



TURNOVER MEANS PROFITS

Merchandise that moves easily—moves quickly, means greater turnover, therefore increased profits.

DOMES OF SILENCE

are quick selling, profitable merchandise because

They are sound in principle and construction.

They are made of the best case hardened steel.

They are packed attractively.

They are backed by our advertising to the trade and consuming public.

Thousands of retailers are today profitably handling these efficient slides.

If you have not already bought why not profit by other retailers' experience and order for a start Special Assortment A. 1, consisting of $\frac{1}{4}$ gross sets each of best selling sizes $\frac{7}{8}$ inch, $\frac{3}{4}$ inch, $\frac{5}{8}$ inch and $\frac{1}{2}$ inch.

Order from your jobber today.

HENRY W. PEABODY CO.

17 State St., New York City



Ask Your Jobber

(or his salesman) to tell you about the big profits live dealers everywhere are making with the famous self-heating "COMFORT" TWO-POINT IRON

TWO POINTS—a pointed heel and a pointed toe.

There you have the secret of the "COMFORT'S" wonderful popularity and success.

Every housewife who has ever used a sad iron knows how great a convenience is this feature of the COMFORT.

Thousands of COMFORT Gasoline Irons are sold every month by dealers in house-furnishings, hardware, furniture, farm implements, sewing machines, electrical household utilities and general merchandise. Every buyer of a COMFORT Iron sends other customers to your store.

Don't miss this opportunity to increase your 1920 profits from \$500 to \$2,000, or more. Right now is the time to place your order and get ready for the big demand that always comes with the passing of winter.

COMFORT Irons earn big profits for the dealer and are easier to sell than close-profit staple merchandise. Our advertising dealer helps make it easy. Mail your jobber an order today. Show the COMFORT in your window. It sells itself.

NATIONAL STAMPING & ELECTRIC WORKS, Manufacturers - Chicago, Illinois.

COMFORT TWO POINT IRON



Announcement



THIS ISSUE OF "HARDWARE WORLD" MARKS THE BEGINNING OF REGULAR ADVERTISING IN THAT PUBLICATION OF "B-N" AUTO ACCESSORIES AND "BUR-NOR" HARDWARE SPECIALTIES.

"BUR-NOR" HATCHETS

PATENTED

ALWAYS TO BE DEPENDED UPON—THEY NEVER LOSE THEIR HEADS
GUARANTEED AGAINST BREAKAGE

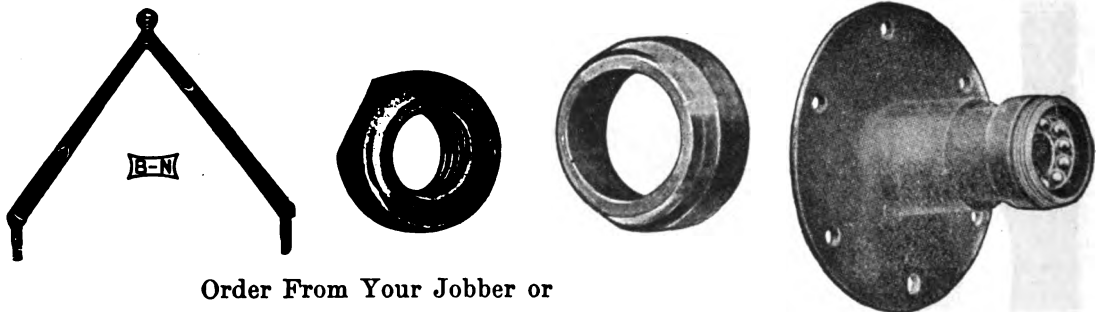


HOLLOW STEEL REINFORCED HANDLES—OIL TEMPERED BLADES
21 STYLES AND SIZES

"B-N" Automobile Accessories

REPLACEMENT PARTS

Stamped With the "B-N" Trade Mark and Guaranteed.



Order From Your Jobber or

BURGESS-NORTON MFG. CO.

GENEVA, ILL.

85 Walker St., New York City

1430 Van Ness Avenue,
San Francisco.

1603 L. C. Smith Bldg.
Seattle.



Hardware World

(Copyright 1920 by the HARDWARE WORLD. All rights reserved.)

Volume XV

MARCH :: 1920

Number 3

DO YOU KNOW?

Do you know the young fellow who works for \$25 a week and who is wearing a new winter suit that cost \$85?

Do you know the wage earner who loafa because he is afraid if he does too much he'll "work himself out of a job?"

Do you know the housewife who is ashamed to be seen with a market basket on her arm or to carry home a brown paper bundle?

Do you know the factory girl working for \$18 a week who is buying and wearing a \$350 fur coat?

Do you know the man who lets a fresh clerk sneer him into buying a \$15 hat for fear he'll seem "cheap" when he can buy a satisfactory one for \$7?

Do you know the investor who has traded his Liberty Bonds for a promise of a 100 per cent profit in a stock company backed by a dishonest promoter?

Do you know the shopper who says "Wrap it up" instead of "How much?"

Do you know the person who lets the desire of the moment destroy the results of days and weeks of thrift and saving?

Do you know the man who thinks it is not necessary to save?

Do you know the married couple who do not think enough of their children to buy War Savings Stamps for them and to teach them to save?

Do you know the man who says that the government savings securities—Liberty Bonds, War Savings Stamps and Treasury Savings Certificates—are too slow or too small or old-fashioned for his investments?

If you do, you know pretty well what is the matter with the United States.

Every business man should take a certain amount of time for recreation and social life. If he does not do this, he becomes a recluse and an individual bound to take life too seriously. Besides, if you are going to do business with people, you must know people.

MORE "REASON WHY" ADVERTISING WOULD INCREASE SALES OF PAINT

The retail paint trade of the country could easily be doubled. That may sound optimistic, but it is admitted by business men that demand can be created where need exists. If anybody does not believe that the need for more paint exists, let him just casually observe the interiors and exteriors of buildings he passes or enters.

Paint dealers should use more "Reason Why" copy. There is a tendency merely to mention the brands handled and to claim that "we have the best paint" rather than to give reasons why paint should be used.

For instance, most people have a wholesome dread of disease. How many dealers in paint call attention to the fact in their advertising that paints are sanitary agents? That the vapors of drying paint possess real germicidal value in addition to smoothing the finished surface so that no lodging place remains for bacteria, dust and dirt.

The health appeal will sell paint to many people that the beauty and surface protection appeal will not influence.

However, there should be more than one string to the paint dealer's advertising bow. One ad should feature beautiful appearance, another economy in surface protection, another the health and cleanliness features. One appeal will catch one property owner, another some other one.

The best baseball pitchers believe in mixing 'em up, in having a large repertoire and serving the batter with something different every pitch. The paint dealer could take pattern after the pitcher and vary his advertising to use all of the numerous appeals that will induce paint purchases. If this were done, it's a cinch that the assertion in our first paragraph that paint sales could be doubled would be realized.

The equipment of your business is a fair gauge of your success.

"To Be or Not to Be"—Americans

ARE the people of this country to be unadulterated Americans, or are we to be a mixed multitude of mongrels? "To be or not to be"—Americans, that is the question, asks a daily newspaper. It becomes more insistent every day.

We are now in exactly the case of a missionary who returned to this fair land with some harmless looking samples of serpent eggs. The good man laid the samples in an uncovered little box in his library. These innocent looking curios were shown to guests who called at the good man's library.

But one day the missionary came into his warm and cosy library to find young serpents wriggling among his books and on his study table. Having seen their like in India, he perceived that they were exceedingly venomous. They were dangerous reptiles which he had brought over under the eggshell covering of innocence. But the missionary was obliged to exterminate the poisonous pests at once.

Our immigration law is that missionary. Like the missionary, our American spirit has been sincere, kind, neighborly and brotherly. We have been too unselfish to wish to enjoy our blessing of freedom and opportunity only among ourselves. We wanted to share God-given privileges with all mankind.

In this spirit of American magnanimity we sent out the invitation to all peoples, languages and tongues, saying, "Whosoever will may come." People from overseas came by swarms. Year in and year out they came, day and night, winter and summer. Many of these became real American citizens. Many of them took with solemn sincerity the oath of allegiance. Every land on the continent, every country on the globe has made some valuable contribution to the American republic. We are not forgetting that our discoverer himself was a "foreigner." The Pilgrim Fathers themselves were "foreigners" who came here to be Americans through life and in death.

Hatching European Serpent Eggs

But among these swarms of immigrants, Europe shipped over some serpent's eggs. They were warmed in our genial atmosphere and the serpents of anarchy were hatched. Kind-hearted Uncle Sam permitted these hatched reptiles of anarchy to breed and brood till lately he has discovered with consternation that the venomous serpents are wriggling among his libraries in the form of German propaganda books.

Some of them, paid with American money, disseminated their Prussian poison from professional chairs. Munsterberg was one of these. But there were others. And one of the most important things that Uncle Sam can do edu-

cationally is to sweep American schoolrooms clean of Prussianism, sensualistic socialism, Sinn Feinism, Bolshevism, disloyalty and anarchistic industrialism.

Your patient Uncle Sam, more indulgent in this particular matter than wise—in allowing the serpent's eggs to be shipped over here—is now getting gloriously on the job of sending the serpents back to the European nest in which they were originally laid. How much better and wiser it would have been to have some limitation on our immigration law which would have prevented the shipping to these shores of the serpents and their eggs.

Many a free-and-easy citizen has locked the barn after the horse was stolen. But we Americans have a wise proverb which says, "An ounce of prevention is worth more than a pound of cure." Hereafter in our immigration laws we must practice the wisdom of this proverb. **IT IS ESSENTIALLY UN-AMERICAN** to allow persons to come to America who do not intend to be Americans. "To be or not to be"—Americans in our immigration laws—that is the question. Let us make it hard to become Americans, but easy to be Americans after they become.

Let us put up the price of the privilege of being an American citizen, but let us increase the value of being one. Let every immigrant's ticket read, "The moment I cease to live and move and have my being in Americanism, that moment I forfeit my American citizenship!" Let America be known as "the hermit nation" against every form of Prussianism, Red-Russianism, sovietism, syndicalism, De Valera Sinn Feinism and assassination, I. W. W.-ism, and of every other brand of inhumanity and lawlessness. Let America be known as the neighborhood of nations.

Stop Oodling Criminals

If America is better than some other countries, let the people who come in here pay the price of being better people after they come. This is no blood-and-thunder country for gun-toters. It is plain that we have some bluffers among us who think it is. And they put their thinking into practice. And again and again we are forced to witness the awful spectacle that "murder will out." In view of the well-established fact that "murder will out," let us put the murderers in and keep them in. Uncle Sam is not in the business of prize fights or bull fights, but in the beautiful and big business of making American citizens who shall be increasingly useful to themselves and to all the world.

"To be or not to be"—Americans—"That is the question." It is evident that thousands of persons have come from overseas to America

simply and solely to suck the juice out of the plum. Europe vomited them over here out of her sick stomach. They were literally spewed into our civilization. That is not pleasant truth. But it is important truth.

Our Americanism—and, thank God, we Americans still possess the eternal principles of Americanism—but our Americanism needs pruning, fumigation and expurgation. The Christ said: "I will thoroughly purge my floor." That is what the oriental harvester does. He gives the winnowing winds a chance to blow across and through the wheat. That process purges the wheat of darnell, cockle and chaff. America is just now suffering from overmuch chaff. But hope is in the vibrant air, for the winnowing winds are blowing a lot of the chaff back over the sea.

We must have more wheat and less chaff. We Americans must clean our fields and then keep them clean. We have for long been too careless of the Russian thistle and the Prussian nightshade. Whosoever will, let him be an American. But whosoever will not be an American, let him be something else, but let him be somewhere else. Send reds and Prussians and Sinn Feiners back where they belong. That necessity is now upon us. A diseased democracy is no more safe than any other diseased body.

Cancer Is of Slow and Insidious Growth, but It Kills

Anarchy kills. That is its function. It is the deadly cancer which is now running its virus through the veins of this American commonwealth. We are not stampeded nor scared, but we are intelligent enough to be concerned. Americanism must root up these un-American weeds at once. Weeds and corn cannot both flourish at once in the same field. The choice as to which we shall have and keep is now before us.

Just as the war with England and Germany was commencing we walked down the street with a German who had lived in this country for nearly twenty years. We expressed regret that Germany was forcing war on the world. The German at once replied in guttural: "Too bad, but now dat it has begun, I hope England gets it in de neck." A short time after this episode we learned on his own word that this German had been in this country nearly twenty years, but had never taken out naturalization and citizenship papers.

All these years he had been eagerly taking the loaves and fishes from Uncle Sam's generous hands, but he had with studious secrecy avoided everything which would bind him to any sort of loyalty to America or her flag. He does not belong here. He belongs to Germany. The Prussian serpent of militarism dies hard, even on American soil. "To be or not to be"—Americans. That is the question.

A LITTLE LEAK WILL SINK A BUSINESS JUST AS A GREAT SHIP

There are five words that I detest, abhor; here they are: "It doesn't amount to much." You remember the old story of the Holland boy and the leaky dyke—the boy who sat by the dyke all night, stopping the leak with his finger.

There are hardware men who should get their finger on that leak in their business dyke, and then sit up and hold it there until they could devise a method of stopping it permanently.

Beware of the clerk whose secret motto seems to be: "Make a sale; make it honestly if you can, but make it, anyhow!" Any misrepresentation of goods is a dangerous business leak. Stop the leak; the clerk will be more of a success as a reporter for the Daily Yellow Scribbler.

Lack of order will prove a business leak. Time spent in search for misplaced articles is worse than time wasted—it is time murder in the first degree. Order simply must be the hardware man's—as well as heaven's—first law.

Do you appreciate the orderly clerk, the fellow who could put his hands on articles wanted even if the darkness of Egypt fell upon the store? Do you appreciate the clerk who does not even waste paper and string unnecessarily in these days of aviating prices?

Do you appreciate the clerk who keeps his finger on that quitting-time leak by being just as pleasant and useful and effective five minutes before quitting time as he was at 8 a. m.? Quitting-time leak is an awful leak in some stores. "Hope you don't want anything," the faces of the clerks say to some would-be patron; "why don't you get a move on you and come in earlier?"

Little leaks are the business prophets of disaster—they are a wet blanket to legitimate business profits. They grow, like Jonah's gourd, in a night. "It doesn't amount to much!" is a leak-opener, a dyke-destroyer.

Do not be an easy mark for the wholesaler who is a business slacker, who substitutes some inferior brand when he chances to be out of articles ordered.

Do not say: "O, it is only a small bill of goods; I will sell them sometime." Man alive, so will the end of the world come sometime—possibly before you sell those inferior goods.

Watch out for the leak of unnecessary express or freight charges. A little planning and careful forethought will eliminate all that are not absolutely necessary. Only by cutting out the leaks can we have cash ballast in the hold of the business ship.

O. E. Snider has purchased the hardware store of C. I. Hufford at Macdoel, Siskiyou County, California.

MOST MEN NEED TO "TAKE UP THE SLACK"

A rein which is slack is of no value whatever in guiding or directing; a slack guy rope will fail utterly in its purpose to hold a tent pole or a tree rigid, and a slack suspender or garter will only result in the suspension in a loose and sloppy way of whatever should be held up snug and smooth.

The great trouble with the average individual and the reason that so many are just commonplace, is because there is too much slack somewhere.

Slack mental habits which permit wrinkles in a man's business management; slack health precautions which gradually undermine or lessen one's efficiency; slack moral standards that react like a boomerang, and slack ideals which prompt a man to put off until a more convenient season, the very things which should come first in place of last in his curriculum.

The new year is now well under way, and most of us began with some mighty good resolutions as to what we would do and how we would do it. But almost inevitably there is a slack which appears somewhere and sooner or later we find ourselves sagging down or barely holding our own in place of climbing up.

Now, how about it? What is to be done and how will we do it? Some of you will say that it is a matter of determination and will-power; and others will declare that the secret of the whole situation is having a "goal" and aiming directly for it.

You are all right and you are all wrong, for will-power and determination alone have been used all too often unsuccessfully. The incandescent light bulb may determine with all its might to shine, and its ambition may be to send forth a 150-watt glow. And yet the bulb may remain dark or only radiate a mild glimmer. It depends on the current and the current must be steady and strong in order to make the most of the filament in the bulb.

This is in no sense a sermon, orthodox or otherwise, but a business talk, but we are told repeatedly that we must make our bodies a temple fit for the living God, and yet we go about with little thought of this important matter, other than to keep ourselves respectably groomed. All too often we let it go at that.

Your Personal Habits Affect Your Success

Now the life forces which flow through the nerve centers to and from the brain, are what permit clear thinking, the formation of right ideals, the exercise of will-power, and the visualization of a goal. Anything which interferes with the channels through which these life forces flow, interrupts the current just as a kink in the hose lessens, or stops altogether, the water which runs through the rubber artery.

Many a man falls far short of his own success—best simply because some part of his body is out of kilter, a vertebra out of alignment, or a nerve trunk seriously impinged. He wakes up feeling tired and old; his nerves get the better of him; he isn't able to think and to see as clearly as he should; he makes up his mind to do things and earnestly intends to keep his resolution, but before he knows it, he has fallen down badly.

If his automobile acted this way, he would take it to a repair shop and have it overhauled, but, being a man, he doesn't think it worth while to take the same care of his own body that he would of an expensive aggregation of metals, rubber and chemicals. He will have his car put in shape at least once every season, but would look upon it as a waste of money to have himself gone over thoroughly as for a life insurance examination. In fact, he lacks the necessary courage to take up the slack!

When all is said and done, there isn't much use of trying to take a knot here and loop there in the loose cords of life, unless life itself is strong and steady. And that is why it is so necessary to keep the body fit and to make our whole being ready and willing to make us of 150-watt power in place of a mere 25-watt glimmer.

Take up the slack, but begin at the right place. Many a man has started in to correct his business methods, or to put more pep into his affairs only to find out in a little while, that his enthusiasm had oozed at his finger ends. He was like the child who meant to keep awake to enjoy the game, but who somehow, went to sleep on one side and only woke up when it was all over.

Taking up the slack is the only secret of progress, but let us start to take it up in the right place and then it will be an easy matter to take up the slack in the other places which need firm, taut lines to insure a strictly perpendicular attitude. Then, and then only will we be the upstanding individuals which our New Year resolutions hoped and forecasted. And month by month we will see ourselves going on gloriously from strength to strength.

A man may go through life without ever realizing what his biggest opportunity is, and hence fail, so far as real success is concerned. It has been said that out of every ten thousand persons, one thinks; and out of ten thousand who think, one acts.

What we need is more thinkers who will act. In time of peace we prepare for war, and may win a victory for right. So it is with the progressive merchant. In the dull season he prepares for the busy season that is coming, and then, when it does come, it finds him with a full lamp and a trimmed wick.

FACTS FOR MERCHANTS SELLING ELECTRICAL APPLIANCES

From the fact that the resistance of a household electric appliance remains the same under varying conditions of current and voltage, it will be plain from the application of Ohm's law that it is extremely important to use these appliances only on such voltages as they are marked for.

The Practical Application of Ohm's Law in Electricity

Suppose a woman has an electric iron rated 550 watt, 110 volt, and she connects it to a 220-volt circuit. By dividing the number of watts by the number of volts, $550 \div 110$, we find that the current is 5 amperes.

Applying Ohm's law to find the resistance, we get $110 \text{ volts} \div 5 \text{ amperes} = 22 \text{ ohms}$. The resistance of this iron, therefore, will be 22 ohms on any circuit. So if it is connected to a 220-volt circuit, we may expect a different current to flow through it. Instead of 5 amperes, therefore, the current flowing through the iron will be 220 volts divided by 22 ohms, or 10 amperes; and instead of 550 watts the iron would be getting 10 times 220 volts or 2200 watts.

To put an iron which can safely take 5 amperes on a circuit where 10 amperes must pass through it, will result in burning out the iron.

In this connection it should be noted that 660 watts is as much as can be safely taken off an ordinary lamp socket, which is made to take about 6 amperes. To connect a device over 660 watts to the socket would raise the amperes, and the result would be disastrous either to the socket or the wire.

In case you are marketing any device over 660 watts, it should not be sold to customers without the assurance that they have satisfactory wiring for it. In any case of doubt, the matter should be referred to some competent local electrical contractor.

A SALES WINDOW IDEA

Who ever head of a show window taking a vacation? But it has been done. This is a new idea. A man leaves his window bare and puts in a sign saying the window is on vacation. Later he says, while this window is resting: "What shall it do when it returns to work?" Soon thereafter the window blossoms forth with a great showing of seasonable goods and this card says this window is fresh from a vacation with many new ideas, or something to the effect. Who invented it I do not know, but it was successful because it was a change and had people looking for what was coming.

A Chicago hotel has a sign: "Interior Decorations." Very likely it is true.

USING THE BELL SHEEP TO LIVEN UP PAINT TRADE

It isn't because the general run of people lack initiative or have no minds of their own that so many are prone to do what they see others doing. It is merely because most people are busy with their routine duties and do not think of things off the beaten track unless they see somebody else doing it, and that isn't anything especially to their discredit either.

Business men could profitably take legitimate advantage of the human bell sheep tendency more than they do in their solicitation of trade or work.

For instance, a home owner in the 400 block on Van Nostrand Avenue lets his mind get out of the rut for an instant (or perhaps his wife jars it out) and decides to have his house repainted. It looks mighty fine when decked out speck and span in its new coat. Madam puts on a few airs when meeting the neighbors and does her darnedest to make them feel her superiority because her house looks so much better than theirs.

Some of those neighbors will voluntarily take the hint and order their own dwellings re-decorated; but others need more than a mere hint.

Here is where the enterprising dealer in paint should take the center of the stage. He should make it his business to see every lady living in the 400 block; ask her if she doesn't think Mrs. Jones' house looks a lot better as a result of his work; call her attention to the fact that her domicile would be similarly improved in appearance, increased in value and saved from deterioration by similar treatment, and closes by tendering his services.

By thus using Mrs. Jones as his bell sheep, the dealer would be surprised at the number of painting jobs he could book. The next best thing to a personal call is a phone call, and next to that a nice letter to all the home owners in the neighborhood. However, there is nothing so effective as the personal call—the personal touch, some call it. It is generally found that the most successful men in their lines are those that "go out and get 'em."

NEW WAY TO FIGURE PERCENTAGE

"Speaking about profiteering," said Thomas D. Honeyman, "brings to my mind the story of the Scotch shopkeeper, Sandy Macfee, who while talking to the manager of a London store, said: 'Ye'll pardon my askin' ye, sir, but what profits can ye mak' in Lunnon?' 'Oh, as for that,' was the reply, 'on some articles 5 per cent, on others 10 per cent, and on some 20 per cent.' 'Twenty per cent! Man, it's awful!' 'But don't you?' asked the Londoner. 'Nae sic luck,' exclaimed Sandy. 'I can only mak' 1 per cent. I just buy a thing for a shullin' and I sell it for twa.'"

Bolshevism a Menace

(By Rev. Newell Dwight Hillis, D. D.)

RECENTLY in the New York Hippodrome over 500 citizens were assembled. A series of resolutions were presented, addressed to the Government in Washington. These resolutions did not so much suggest or request as demand the deportation of certain enemies of the republic.

Close observers were impressed with a certain restrained anger and moral indignation against those authorities who have charge of these alien enemies. Carlyle, in his "History of the French Revolution," speaks of a public meeting in Paris, at which, he says, "there was a low, menacing undertone of anger that was far more ominous than the protests that broke into words upon the lips of the speakers." The next day brought the riots and the beginning of the Revolution that ended with the guillotining and the beheading of hundreds of men who had ruled France.

Why Are Convicted Criminals Turned Loose to Continue Their Agitation?

Today the American people are not only asking certain questions but in a mood of anger are demanding answers. Alexander Berkman was convicted of a crime against the country—why was he turned loose on bail?

The notorious Haywood, the leader of the I. W. W., was convicted of the crime of assaulting our government. Why is he out on bail, continuing his attacks upon our Constitution?

More than 100 alien enemies were convicted in Seattle, sent to New York for deportation. All but three of them were quietly released, to immediately resume their plotting.

Scores of Bolsheviks were arrested and caught, as the authorities say, "with the goods upon them," and these traitors sent to Ellis Island. Later tons of Bolshevik propaganda were destroyed, and their guns, bombs and rifles taken from these "Reds." Now it seems that these "Reds" were allowed to escape from Ellis Island because they were not guarded, and have returned to their old haunts to prepare new incendiary propaganda and manufacture new bombs.

The Department of Justice has long been familiar with the Bolshevik plots to overthrow this government; its representatives have seen the peril daily growing larger and blacker. What is "the invisible hand" that stays the Department of Justice?

It is now well known that the thing that killed Spring-Rice, the English ambassador, was the intensity of his excitement during those awful weeks when the English government was using every means to prevent the sailing of

Trotsky and his fellow Bolsheviks back to Russia.

Who Was Responsible for Issuing American Passports?

Trotsky said he was returning "to bring on a revolution in Russia and stop Russia's war against Germany." Spring-Rice and the English cabinet knew that if these Bolsheviks received passports from the United States government, they would stop Russia's war against Germany, and he foresaw that Trotsky's release of 2,000,000 fresh German troops would probably destroy the 285,000 British soldiers that fell in the spring of 1918.

As an excuse for giving the passport, it has been said that Kerensky cabled Washington, asking that Trotsky and his followers be allowed to return to Russia. Now Kerensky denies this. It is said that Lincoln Steffens, who was in Halifax, used his influence upon a certain Washington jurist, and that these two men secured passports for 450 Bolsheviks. The American people are asking who is responsible for loosing the Bolshevik wolves upon the Russian sheep? At whose door does that crimson guilt belong? Today, silence is confession!

Radicals Identical With Government Office-holders

The other day a newspaper published the list of the agitators, radicals, revolutionists, apostles of organized discontent, leaders of the propaganda for overthrowing the government of the United States, and then, side by side, printed the names of men holding government jobs, and found that these lists were largely identical.

It is one thing to tolerate the presence of an alien enemy. It is another thing to encourage by release criminals who are the open enemies of the republic. Who is responsible for the failure to deport or punish the Bolshevik leaders in this gigantic conspiracy of murder, pillage and revolution that is simply illustrated by the massacre of the returned soldiers by the Bolsheviks of Centralia? It is perfectly plain that the I. W. W., the pro-Germans, the Communists, the closed shop labor leaders, who talk about "fighting unto death," the Anarchists, syndicalists and seditionists have now massed for a coming day of revolution. The issue of the hour is the destruction of Bolshevism or the life of the republic.

Edith: "Dick, dear, your office is in State street, isn't it?"

Dickey: "Yes; why?"

Edith: "That's what I told papa. He made such a funny mistake about you yesterday. He said he'd been looking you up in Bradstreets'."

Sizing Up the Situation

How Often Does This Occur in Your Store?

(By Bernard W. Kenney)

ED MILLER struggled as he attempted to wrap the articles he had just sold. The customer stood waiting with a serious frown that bespoke impatience. It was an awkward bundle, a coffee pot and a big preserving kettle that was just a little too wide for the paper. At last he managed to tie it up and with a smile he rang up the sale and handed Mrs. Brown her change.

"Thank you, Mrs. Brown; we will send the things over this afternoon."

Mrs. Brown took the change hurriedly and left the store in a very abrupt manner. She took no notice of the clerk's "Thank you." And Ed stood looking after her with a puzzled look on his face.

"What the deuce was the matter, Joe; she acted like she was angry. Did you notice anything?"

"What was it, Joe?" the clerk asked again. "Well, you did it without knowing it," replied Joe.

"Did what?" demanded Ed.

"Why, you made her stand here and wait for her change."

Joe was not critical, his tone was friendly.

"When she came in," he continued, "I thought she was in a hurry from her actions. Then she didn't parley long over her purchases, either; she did all she could to hurry the transaction. Then you tussled with that big preserving kettle and she had to wait until you finished, for her change."

"Why didn't she say she was in a hurry?" Ed did not like to confess he was wrong.

"Because it was not necessary, Ed. By using judgment a clerk can size up a situation without having someone to tell him. Why should she have to go into detail and tell you that a friend was waiting for her at the drug store, or that she was on her way to some club meeting? You have to go by actions some times; people are not obliged to say they are in a hurry. It is the clerk's job to be quick enough to see that they are in a hurry and then deal with them accordingly."

There was a lull in business and several other store salesmen came over to join the discussion. They knew that when Joe had anything to say, it would profit them to listen.

"Mrs. Brown's case just now was not an unusual case," Joe continued, "but even if she had come in with the appearance of not being in a hurry and if she had been slow in making selections of what she bought, it wouldn't have been right to make her wait as you did."

No One Likes to Wait on a Clerk

"People like to have a clerk wait on them but no one likes to wait on a clerk. That's contrary to the established rule of business and when you cause a customer to wait, you are acting in opposition to the buyer's expectations."

"There are times when the purchase is small, you should see that the customer carries it and thus prevent a delivery. Then it is well to wrap the parcel and hand it back with the change. But you must do it quickly, for the quickness and smallness both have a direct bearing in the appeal to make the customer carry the package. But if he has to wait and the parcel is large, a person will generally ask to have you make a delivery with the purchase. Now when you knew Mrs. Brown couldn't carry that big bundle, you should have done the wrapping after she was gone."



Do not keep the customer waiting for her change while you are tying up the package and the package is to be sent. You are sure to antagonize her.

Joe Wilson was one of those genial traveling men who call once a month and with each visit leave a little pep behind them for the clerks to emulate. Joe took to all the clerks and none hesitated to ask his opinion when a problem arose in the store. Thus it was that Ed sought the traveling man's advice about Mrs. Brown.

Joe had watched the transaction carefully and the clerk felt he would be able to throw light on the lady's strange action. He wondered what he had done to make her angry.

"That is good advice, Joe," spoke up another clerk. "We fellows always like to have you talk such things over. Every trip you make leaves us a little wise on some point."

Joe laughed. "Well, boys, it is fun for me. There is nothing I like better than to discuss questions like this. Since you have handed me that bouquet, Bill, I'm going to return the favor by discussing a sale you made just a while ago."

"You were showing a man some razors and do you remember how long it took him to decide which one he wanted? You spent a lot of good time while he fingered the different razors trying to make a selection."



Customers are confused by having too many articles placed before them at once. Did you ever notice how a shoe man makes sales. He brings you one shoe at a time, not even a pair of them, and tries to fit you in that one shoe first so that you will not be confused by several different styles.

"With customers like that you should try to expedite the sale. Don't attempt to hurry the buyer, but endeavor to prevent so much undecision. This man looked at half a dozen razors and took his time testing the different blades. All of which was not good for the razors, and it took your time, too."

Get Customers' Undivided Attention

"You took three or four razors out of the case when he asked to see one. That was a mistake on your part. With so many articles in front of him, the man's attention was split into many parts, instead you should always try to get the customer's undivided attention."

"Had you taken one razor at a time and let him examine it, then replace it again, he would come to a conclusion much quicker than if he has three or four to examine at once. It is just the same with pocket knives. When a selection is made, the customer examines the knife by

itself. You do not confuse him by letting him handle the whole assortment.

"Finally he decided on one razor and made some remark as to the quality of the steel. You immediately flared up ready to defend what you had sold, and thus you opposed his views. Direct opposition is never a good policy, you should respect the customer's opinions even if he is wrong. But contradiction creates antagonism on the part of the buyer and sometimes you will lose a sale because a person objects to having his statement questioned."

"If you work in the opposite direction, and instead of opposing their statements, try to lead them into the path of your own argument unconsciously and in the end they will find themselves agreeing with you. Then they leave with a much better feeling than if they have had an argument."

Arguing Never Pays

"You should have pointed to the trademark of the razor and explained that it was recognized as a standard of the world. You could also have made the offer to replace the razor in case of dissatisfaction. Then he would have bought with the feeling that means future sales—confident. With such a line of talk you make a direct appeal to a man's sense of judgment and if a thing is bought with confidence he will return when he needs something else. But if he buys a thing and leaves the store with doubt as to its quality he will say 'I thought so' when it goes wrong, and most likely he will trade at another store in the future."

Business began to pick up. The clerks broke up the confab and devoted their time to the evening rush. Ed Miller was somewhat surprised a while later, to see Mrs. Brown enter the store again.

"I was in such a hurry this afternoon, I forgot that I need a double boiler." She was shown the various sizes and made her selection.

"I guess my other things have gone. So I'll take it with me; then you won't have to make two deliveries."

Ed wrapped the package and handed it to her without causing her any delay. And with a smile she departed in a far different mood than earlier in the afternoon.

"There," exclaimed Joe, "you see now how Mrs. Brown is under ordinary circumstances. She is very pleasant and agreeable as a customer. But this afternoon she was in a hurry and you made it worse."

"Yes," admitted Ed, "I should have used my head. But you can bet that after this I'm going to 'size up the situation' in every sale I make."

If you can make a customer want to come back you have a chance of making a future profit even greater than the present one.

Boosting the Sale of Refrigerators

Suggestions That Will Help You Increase Your Sales

THEY say that "an ounce of prevention is worth a pound of cure," and this is particularly true of refrigerators. A good refrigerator, installed before the first hot day arrives will result in the saving of quantities of food, and preserving the good appearance of butter, lettuce and other viands which depend on their freshness for their charm.

One of the most important factors in pushing refrigerators is a printed advertisement that catches the eye of the casual reader, and having caught it, presents its arguments in such a way that curiosity changes to interest, and interest to conviction.

Once a man or woman is convinced that an article of merchandise advertised is really needed in the home and that it possesses the qualities mentioned, it is a pretty sure sign that an investigation will follow. Every ad, therefore, should endeavor to arouse in the mind of the reader this interest. Barker Bros., Los Angeles, long known for the "personality" of their advertising, recently said:

"A WOMAN'S WORK, GRAVE SIRS, IS NEVER DONE."

The least we can do is to help make her work easier—to lighten the labor that housework involves. The Blank Refrigerator saves food, and its walls of insulation will help you to save ice. It is a house necessity, essential to the safeguarding of your family's health.

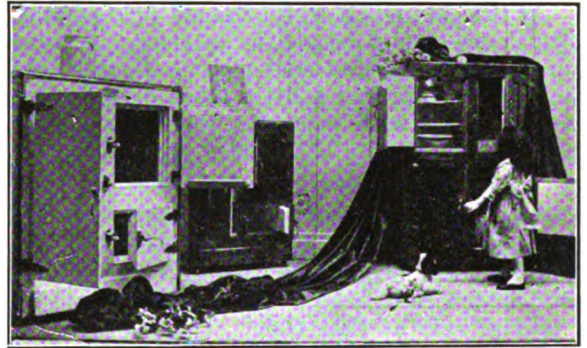
BARKER BROS.

Probably at no time of the year is the refrigerator so necessary as during the canning season, its use being necessary to preserve the fruits and berries until they can be preserved.



The Golden rule, at St. Paul, puts a refrigerator into a typical kitchen in the summer time, and so appeals to the housewife.

The hardware department of The Golden Rule, St. Paul, Minn., showed this very effectively, and at the same time gave extended pub-



This is how Robinson's, at Los Angeles, secures an impression of reliability, of cleanliness and elegance in displaying refrigerators.

licity to their canning materials. A corner of the department was fitted up as a model kitchen, with linoleum covered floor, a gas range and a white enamel refrigerator, together with bottles, jars, tops, rubbers, etc. Here at certain hours of the day, during a special sale, a demonstrator showed the advantages of a gas stove and model refrigerator. Full explanation was given as to the construction of the refrigerator by the capable young woman, and her practical talks on the proper way to conserve ice, and the right arrangement of food in the refrigerator in order to give each its proper amount of frigidity, resulted in the clinching of many sales that would otherwise have been lost.

Getting Trade of Newly Weds

A refrigerator ad that caught the eye of all young people, married, or about to be married, was that prepared by the hardware department of Robinson's, Los Angeles, which read:

If a man loves a woman—that's his business.
If a woman loves a man—that's her business.
If they decide to get married—that's fine business.

But when they are thinking of getting the best Refrigerator to help make comfortable their new little home—that's OUR business.

A few minutes spent in conversation with our refrigerator man will give you much valuable information regarding the points of a good refrigerator. Stop in to see him when you are down town.

ROBINSON'S

They backed this catch advertising with a window display so beautiful and clean looking that it attracted scores who would not think

of stopping before an ordinary display of ice-boxes. The floor was covered with gray felt, and the walls of the room matched the floor tones.

In the background was a refrigerator of highly polished wood, over which was thrown a long drape of purple velvet, with a cluster of red poppies laid on top, and another at the end of the drape, which trailed down along the floor.

At the side was a white enamel refrigerator, with doors open to show the interior. A stone jug on top suggested cool water. Gazing into the refrigerator was a little black-haired miss, and awaiting with interest the results of her investigations was a little black and white dog.

"Special Sale" Not Necessary

Another method of calling attention to the fact that refrigerator time is approaching was adopted by a large housefurnishing establishment in the East, who did not desire to put on a special sale at that time. The manager, in studying the problem, saw that there were six sale days a week, while there were seven days in which merchandise could be displayed. He therefore hit upon the plan of making Sunday Refrigerator Day.

Every Saturday, for a period of six weeks early in the spring, he had all the regular merchandise removed from the windows in the evening, and a special refrigerator trim made. A single refrigerator was shown each time, but there was always a wax model shown beside it, to give it life.

The figures were different each week—husband, wife, grandma, cook, etc., and in each case a card was placed at the base of the figure—cardboard cut-outs could be substituted for the wax figures if desired—among the catchy suggestions being:

WIFE SAYS: The trimmest looking, easiest cleaned and most sanitary refrigerator I have ever seen.

HUSBAND SAYS: We cut our ice bills 25% this month by using it.

COOK SAYS: It saves so many steps, that I'll never take another job where they don't have one.

GRANDMA SAYS: I have used one for many years and always recommend it to all my friends.

DEALER SAYS: For quality, style, economy, practicability and convenience I heartily recommend it.

In addition to these signs there was always another card, with ribbons running from it to the refrigerator, on which was painted in large letters the price of the chest.

A long blue line was drawn through this price, and a substantially lower price printed in red.

At the bottom of the card was printed: "Special price, good only at our regular Monday Refrigerator Sale." Cards were then mailed to a large list of housewives, sent so they would reach them on Saturday, calling at-

tention to the Sunday refrigerator trims and also to the fact that a refrigerator could be purchased at a special price if bought at one of the Monday sales.

Of course it would not be good policy to state in advance how long these sales were to continue, as this would induce procrastination on the part of the householder, and the impression should be given that it would be wise to come down at once and look over the refrigerators while the lines were still complete.

AN ALPHABET OF HEALTH

A—s soon as you are up shake blanket and sheet.

B—etter be without shoes than sit with wet feet.

C—hildren, if healthy, are active, not still.

D—amp beds and damp clothes will both make you ill.

E—at slowly and always chew your food well.

F—reshen the air in the house where you dwell.

G—arments must never be made too tight.

H—omes should be healthy, airy and light.

I—f you wish to be well, as you do, I've no doubt;

J—ust open the windows before you go out.

K—eep the rooms always tidy and clean.

L—et dust on the furniture never be seen.

M—uch illness is caused by the want of pure air.

N—ow, to open the winows be ever your care.

O—ld rags and old rubbish should never be kept.

P—eople should see that their floors are well swept.

Q—uick movements in children are healthy and right.

R—emember the young cannot thrive without light.

S—ee that the cistern is clean to the brim.

T—ake care that your dress is all tidy and trim.

U—se your nose to find if there be a bad drain.

V—ery sad are the fevers that come in its train.

W—alk as much as you can without feeling fatigue.

X—erxes could walk full many a league.

Y—our health is your wealth, which your wisdom must keep.

Z—eal will help a good cause, and the good you will reap.

WORTH TEN TIMES THE PRICE.

The last issue of the "Hardware World" was certainly worth ten times the price you ask for it for a year, and I don't want to miss a single issue.

Arkansas.

SAM G. SMITH.

Pushing Builders Hardware in Early Spring



The normal season for building will soon be at hand, and the necessity for more homes, schools, stores and public buildings is great, and yet, on account of the high prices of labor and material too many are putting off the building of new or the repairing of old premises. This is a decided loss to the hardware dealer, who counts on an excellent profit each spring on his stock of builders' hardware and plumbing supplies.

Co-operative Advertising Desirable

What is necessary in order to combat this delay is an energetic advertising campaign, showing the advantages of building at the present time. Of course the best way for each community to go about this is for the lumber dealers, plumbers, electric supply and hardware dealers to get together in a big co-operative advertising campaign, proportioning the expense in accordance with the relative benefits to be derived from awakened activities.

Illustration of What Can Be Done

When it is not possible to do this, however, a single firm can get excellent results by an educational campaign. This was recently done by Down & Gilmore, Sandy Lake, Pa., a small but hustling city. Before the snow was off the ground they began to advertise in the inter-urban cars, on bill boards and through the local papers. These ads were short and to the point, containing some very sound advice:

A STITCH IN TIME SAVES NINE

Too many people are putting off building. Measured by the time and labor necessary to produce results you can build cheaper than ever before. Money expended in building is likely to prove of better value in a year or two from date than invested in any other line.

READ THE ARTICLE BY ONE OF OUR HIGH SCHOOL BOYS THIS WEEK ON THE SUBJECT OF "THRIFT."

They carried their building campaign to the schools, offering a substantial cash prize to the boy in the high school writing the best essay on the subject of "The Present Need for Building," with special reference to thrift. Extracts from the different essays submitted were printed in their ads from time to time, and the essay of the prize-winner was printed in full.

Their aggressiveness stirred to action the lumber dealers and plumbers, and to the awakening of the business sense, and the practical education of the public was due the credit for the lively building boom that was instituted.

St. Louis Merchant Solves Problem

In order to make a bid for supplying orders large or small, the hardware man should see

that he has a complete stock of everything necessary and that it is neatly arranged where he can place his hands on any wanted article without delay. To his ability to do this will depend his sales to a large extent, since most of his clients will be men of means whose time is very valuable—in their own opinion, at least.

Schroeter Bros., St. Louis, Mo., have solved this problem very effectually. On the second floor they have fitted up a neat sample room. In the center is a long library table, with three or four comfortable chairs.

Samples are displayed in wall cases only. Appointments are made with customers in advance whenever possible, the salesman having learned in advance as much as possible regarding the woodwork and decorative scheme of the house or office for which hardware is required. He then carefully selects such samples as are most appropriate for such rooms and lays them out upon the table. In this way the customer is not confused by having thrust upon his gaze a multitude of patterns, yet there is a wide enough range for him to indulge any special preferences—and after an inspection of the line he seldom cares to look farther.

For a dealer who cannot devote an entire room to this line the more simple arrangement of the William Simms Hardware Co., Minneapolis, Minn., would probably appeal. In this case there is a wall case six feet high and fifteen feet long set in the middle of the floor, back to back with a similar case featuring supplies and merchandise in brass and bronze. In front of the case of builders' hardware is a comfortable seat, so that purchasers can study the samples at leisure while making their selection.

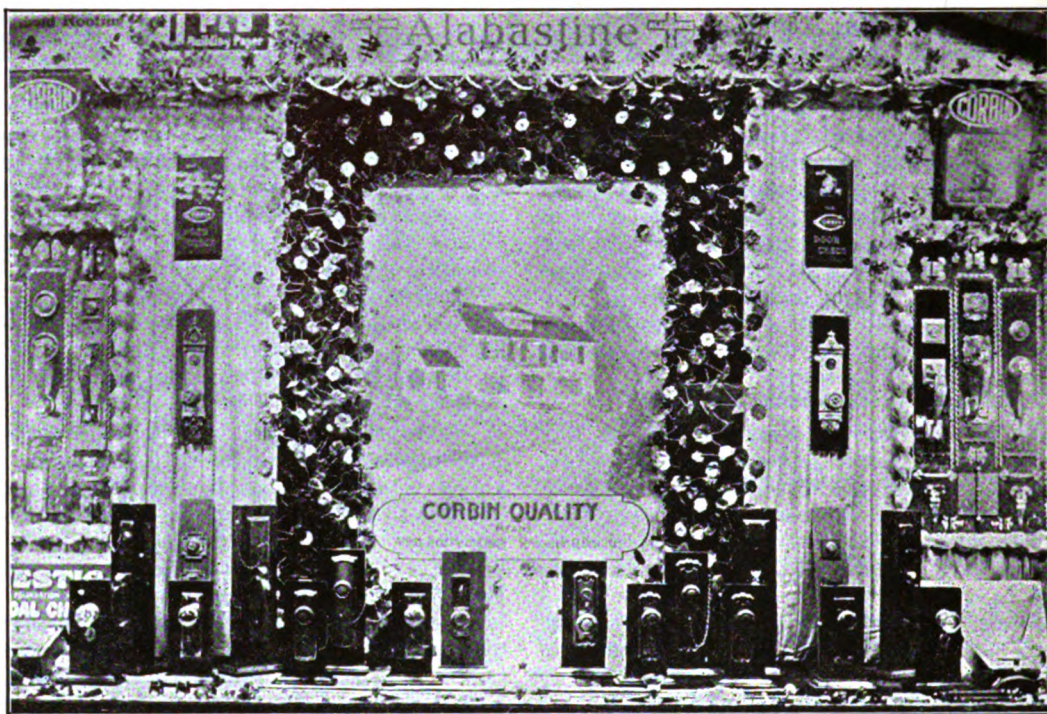
Once the proper setting has been arranged the next thing is to go after trade in an energetic fashion. John J. Snyder & Son, Brooklyn, N. Y., have found one of their most profitable methods to be a careful study of the building permits, after which they write a letter to the architect, using only high grade stationery and being sure that the letter has a personal signature:

Dear Sir: Through the building permit records we learn that your office has furnished plans for building operations in this section.

Should you be commissioned to superintend the erection of this building, we desire to call your attention to our facilities for supplying hardware and many kindred lines such as you will require.

May we not have the opportunity of serving you?

The courteous letter brings many inquiries, and if no reply is forthcoming a salesman is sent to interview the architect personally, with the result that he secures many orders ere his



The window displays which John Hardy makes for the retail department of the Honeyman Hdwe. Co. in Portland have become nationally famous and each is a model and masterpiece. Reproductions of Honeyman windows are no new matter for readers of the **HARDWARE WORLD**, but this builders' hardware display should go down in history with the others.

less hustling brothers know that there might have been a chance for a sale.

But good as are personal letters, and newspaper ads, there is one publicity agent that must never be forgotten, and that is the show window. It appeals to the man who wants to purchase a single door knob, and with equal force to the one who has an order for an entire building.

One of the Best Examples

of such a display was arranged last season by the Honeyman Hardware Co., Portland, Ore. In the center background was the painting of a colonial house set in a large frame of red velvet, over which clambered morning glory vines with hosts of red, white and blue flowers. The balance of the window was draped with yellow cheesecloth, with set-in panels of green velvet on which were shown a number of specimens of builders' hardware. The display was floored with red velvet, with a border of the yellow cloth, on which were placed many little locks, hinges, etc. To the panels on the wall were attached a number of slabs of polished wood, to which door knobs and locks of different designs were fastened. The brilliant color scheme used caused everybody to notice the window as they passed, and the shining array of builders' hardware soon attracted by its own quiet beauty.

A few men have made money out of "schemes"—tricky propositions to ensnare the pennies of the unwary. But all real successes

and the great majority of bank accounts have been built on honest values and conscientious service. Honesty is not merely a good policy—it is an essential of modern business success. In these days, the man or organization that does not deal fairly cannot stay in business. The day of the charlatan and the faker is gone forever. This is the age of "solid" business.

SERVICEABLE TO PAPA

A Red Cross public health nurse in a southern town has found the latest novelty in names for babies. She was weighing a little black youngster.

"What do you call your baby," she asked the grinning young mother.

"Weathah-strips," replied the parent.

"Weather-strips," exclaimed the nurse, "What's the idea, Mandy?"

"We don named her Weathah-strips 'cause she kept her papa outa de draft."

THE WAY THOUSANDS OF WESTERN DEALERS FEEL.

Herewith find our check for \$5 for which please credit for subscriptions for three members of our firm.

When these subscriptions run out please remind us, as we are desirous of running a profitable and up-to-date business, and we get helpful hints and good suggestions from your valuable magazines, which we do not want to do without.

SUGAR CITY HDW. & LUMBER CO.

Safe Foundation Principles

Some Important Facts Well to Remember

WHEN any one starts out in any particular line of business, he naturally wants to succeed. The great trouble is that the majority of men do not know just exactly what they want to do, or how to go about it. The fact that there are so many failures in business life among intelligent and well-intentioned individuals, is due to the truth that so few really grasp the foundation principles necessary for success.

Health, vigor, and a pleasing personality, have a great deal to do with winning public favor. These are an introduction, and if the introduction is favorable, the chances of success are more promising than if one has to make a fight for even a hearing.

When any particular line of business is chosen, whether it is ink or implements, vehicles or valentines, drugs or dry goods, a thorough study must be made of that line from start to finish.

No Man Can Know Too Much About His Business

It isn't at all an unusual thing to encounter a salesman who has no intelligent idea about what he is offering for sale, except in the most superficial way.

Any one who expects to make a success must be able to trace his line back through manufacturing processes, to field, forest, or mine and to know the points of superiority, and all the weaknesses of his own and competing articles.

A man may be a regular Lord Chesterfield and so have introduced himself favorably, but if he doesn't understand the goods he is handling, he will not be able to keep up his bluff very long.

Two Types of "Business" Men

Only the other day, two salesmen were met. One was a big, fine, pompous fellow who looked as though he belonged in the million dollar class, but he was just a clerk on a rather moderate salary.

It was surprising until one began to talk with him, then it was evident that he had always contented himself with knowing just enough about his line to squeeze by. Naturally, he was never in line for promotion, and did pretty well to hold his own.

The other fellow was a little, dried-up looking individual with sharp eyes and a firm mouth. He too was on salary—a salary of \$8000 a year. But you couldn't put your finger on a point about the goods he handled that he didn't know. He could tell you all about the influences of world conditions on them, and you couldn't fool him on anything "just as good."

Another foundation principle of success, is the ability to make prompt and wise decisions. Many a man has lost his opportunity because he has stopped and haggled, and hemmed, and hawed, and couldn't make up his mind.

Now, if there was always a plainly marked "Right Road," and an equally plainly marked "Wrong Road," it would be easy to make a choice, but the beginnings of Right and Wrong Roads are so nearly alike many times that it takes rare good judgment to know which to select. In fact, so many times the decisions are so evenly balanced that it is next to impossible to determine just what ought to be done. The great trouble with the majority of men is that they make their decisions without any definite reason for doing so.

Haste So Often Means Waste

When there seems no more reason for doing one thing than the other, it is clearly indicated by good judgment that a decision shall not be made—just yet. In that case, wait over night, or a few hours at least. Do not think that the time is wasted. Every individual has a conscious and a sub-conscious nature.

The conscious becomes confused with overmuch reasoning and interruptions, until the mind is in a yeasty condition, and wise decisions are impossible. Just stand aside and let the matter alone until the fermentation, as it were, tames down. Forget about it!

In the meantime, the sub-conscious mind will get busy and will sort and rearrange and measure and weigh, and after a while you can come back to the problem and the right thing to do will be as clear as day.

Only the other day the writer found it very necessary to locate a certain receipted bill which would prove that a certain claim was unjust. That bill should have been filed, but evidently it was not where it belonged. In the haste of trying to find it, the mind became excited and nervous, and lots of papers were handled over, and unlikely places looked into without avail.

Then reason said, forget it! Hours later, when the sub-conscious mind had had time to do its work, it was but the work of a calm moment to stop and ask silently, "Where is that receipt?" The answer came instantly. "Look in the back of the receipt filing cabinet. It has been drawn in and caught into the mechanism."

An instant's investigation proved the truth of this.

On the other hand, it is a mistake to wait and wait and wait, and sizzle and steam and stew, and wonder, "What shall I do," or "What

is the best to do," or "What if I should make a mistake?" Don't make a mistake. Be sure you're right, then go ahead.

A Common Mistake

One of the mistakes of the individual just going into business and who is anxious for success, and who sees the need of a substantial volume of patronage, is to over-urge sales. This is always unfortunate. It is safe to remember that as soon as the salesman gets anxious, the customer becomes indifferent.

Then, too, if people feel that over-much pressure is being brought to bear on them, they either get offended, or become suspicious. If they are offended, they do not come back; and if they are suspicious that the salesman is trying to force something on to them to make good profit, they do not come back. So the result is the same in either case.

Well to Remember This

The point for the business man to grasp and which is so difficult for him to make his own, is this: That the salesman first, last, and always must get the customer's viewpoint in buying, rather than his own in selling. And if he shows real interest in pleasing the customer and in helping the customer to get what he wants, even if he sends him to another place for it, he will have made a friend and a permanent patron. Self interest is the greatest motive of all, in buying.

One point that many men do not appreciate is that many people approach them who do not really know just what they want. An illustration in point will show the truth of this.

Do Your Clerks Do This

The other day a man with a natural fondness for automobile accessories to go with his car, which, by the way, is the pride and joy of his heart, stopped in front of a window showing a fine assortment of these goods. He examined the window with interest. Then he remembered having seen a certain contrivance for keeping the wind shield free from moisture, advertised. He thought he would like to see it.

He went into the store and inquired for this item. It wasn't in stock. The man behind the counter merely said:

"Sorry, but we haven't got it."

That was all, and the would-be customer walked out disappointed and feeling a little cheap, and as if he had wasted several minutes of valuable time.

Now, if the man behind the counter had been a skillful salesman, he would have said:

"Why, we do not happen to have that in stock—and this is a pretty completely equipped department, too. I'm glad you called my attention to that article. Let me take down the name of it, and I'll see what I can do about

it. What sort of a car do you drive? Have you seen any of those new style trouble lights for evening motoring?"

In five minutes he could have shown that man several things likely to appeal to him, made a sale or two, and the best of all, a friend.

The successful man in business must be cordial and friendly without being over-familiar or presuming, and he must be able to understand a good deal of what is in the other fellow's mind.

Many a business goes on the rocks because of loose collections or inaccurate accounting methods. Today we are hearing a good deal about overhead expense, and we must not forget to take in anything and everything which increases the cost of doing business.

How about that refund made the other day; or that claim for error in a bill rendered; or for an adjustment on a damaged piece of goods? Everything which calls for outlay except the initial price of goods, is overhead and must be provided for in the marking up. Don't forget the interest on the capital invested.

Sound business principles, good judgment and the disposition to study modern business methods, and to master one's own weaknesses will make any man successful. There is money to be made in any line of business. It is merely a matter of going about it in the right way.

Every man will not win every time. One of the elements of success is to be a good loser. By a good loser, I mean, an individual who will grit his teeth and say, "I lost out that time, but I know the reason why, and next time I'll show you what I can do!"

Get down to foundation principles. Get down to bedrock and then build steadily but surely from that point up. Remember that time is your most valuable asset and make use of it to good purpose.

AGE BRINGS WISDOM

A salesman was selling a bedroom clock to a girl.

"I recommend this clock with its illuminating attachment to switch on," he said. "It is a very good thing to tell what time your husband comes home, you know."

"But I haven't got a husband," said the girl.

"Oh, you will have some day," said the salesman.

"Yes, but not that kind of a husband," said the girl.

Then it was that the middle-aged woman stepped forward.

"My dear child, they're all that kind," she said. "Young man, I'll take that clock."

Representative, Not Individual, Government

(By John B. Knox, President of the Constitutional Convention of Alabama of 1901.)

IN establishing this government our fathers steered away from the direct and discredited democracies of Greece and Rome and established here under a written constitution a representative republic which Mr. Gladstone in truth declares was the finest piece of government-making ever struck off by any set of men in a given time!

It furnishes the one successful attempt at government of the people by the people and for the people in the history of the world.

It has succeeded, not as in Greece and Rome, by assembling the people en masse to try cases and pass laws, but by dividing the government into three co-ordinate branches, the executive, legislative and judicial, each separate and independent of the other, and each equal in dignity and in power. More than this, it is one government as to national affairs and foreign relations and many separate governments as it affects the local and domestic interest of the people.

Unsettle this balance, make one branch of the government subordinate to another and you overthrow your constitution and plant seeds for the destruction of your government and the loss of your liberties!

And, mark you, each in its respective capacity is appointed by and is the servant and representative and under the control of the American people!

Now, if the people can appoint a good executive they can appoint good legislators and a good judiciary. The fault, if fault there be, is not with the system, but with people themselves!

II

Again, each department of this government is a trustee to the people both for upholding and for administering its own jurisdiction, not upon Democrats nor upon Republicans, but upon Democrats and Republicans alike, when an issue arises which involves the prerogative of the branch of the government which he is entrusted to administer.

The power to declare war, for instance, is invested by the constitution in Congress, and Congress would render itself infamous should it allow this power to be usurped by the executive! On the other hand, the power of making treaties of peace and other treaties, is invested in the President "by and with the advice and consent of the Senate," and each would be recreant to its duty and unfaithful to its trust, should it fail to perform its proper function!

III

But please observe the power of negotiating and making treaties of peace was not invested in the executive alone. The constitution provides that the President "shall have power by and with the advice and consent of the Senate to make treaties, provided two-thirds of the Senators present concur." In this duty then the Senate exercises quasi executive functions. It is in a certain sense a coexecutive with the President.

Our fathers who rescued from the wilderness the magnificent domain we enjoy—who framed our constitution and established this government, it seems, did not altogether confide in the superlative wisdom and inspired altruism of either department of the government, and hence the system of checks and balances and divided authority provided in the constitution, the wisdom of which is every year becoming more apparent!

An examination, therefore, by the Senate of the terms of this treaty is not a presumption! In doing so, it exercises not only a high prerogative, but discharges a sacred obligation.

Again, by and with "the advice and consent" means more than mere consent. It means that the Senate shall be fully informed, shall be frankly consulted and as in the case of a consulting physician exercise its independent judgment.

If the executive refuses to extend to it the confidence to which it is entitled, the Senate may and should indefinitely withhold its consent until fully informed as contemplated in the constitution!

IV

In the Long Parliament in England and in the States-general in France the legislative branch beheaded the chief executive, usurped every function of government, and assumed absolute dominion with a result which should not, it would seem, invite emulation! But that, you say, was long ago, men are better now. And yet for the adoption of reconstruction measures growing out of the Civil War, we find a partisan majority seeking to override and impeach the executive merely because in the conscientious exercise of his executive prerogative he resisted a movement to place the heels of more than four million slaves upon the necks of their former masters! The message in which President Johnson vetoed this inhuman reconstruction measure is well known, and is one of the ablest ever delivered by any President. He re-

tained Mr. Lincoln's cabinet and endeavored to carry out his policies as the Diary of Gideon Wells, Secretary of the Navy in both cabinets, will sufficiently show. But, what is not so well known is that Mr. Charles Sumner, who led this movement, some years later confessed to Senator Henderson of Missouri, who, with four others, went against his party, and successfully desisted these impeachment proceedings, that, in that vote, he (Henderson) was right, and he (Sumner) was wrong!

But if the dominance of the legislative branch is dangerous, the dominance of the executive branch is more dangerous, as witness our neighbor republic of Mexico! Mr. Diaz, if I mistake not, commenced his administration under a constitution which precluded his being his own successor. With a well-organized machine and an army he persuaded the people to remove the restriction and continued in absolute power practically for life.

Who is so dense as not to know that Central and South America present a constellation of republics with constitutions in form as good as ours, ruled by dictators, who call themselves Presidents, and where it requires an army and a revolution to change an administration?

Napoleon, too, was a man of the people—a man who defied liberty only to overthrow it—and whose beau ideal was not France, but the house of Bonaparte!

Idealism with some executives begins and ends with the I.

V

Danger in "Personal" Government

And, finally, in this day of spirit rappings and world visions, of anarchy and radicalism, of the enshrining of every new fad and dogma simply because it is new, of the wasteful expenditure of billions of dollars of the people's money without any adequate check or commission therefor only to be ground from them later by oppressive taxes, what our country needs in religion and in statesmanship is a new baptism in orthodoxy and in conservatism!

My complaint is not against a political party. All government by the people must needs be party government. The country needs and must have two great parties, not sectional, but national, the one a check on the other, the principles and policies of which are openly stated and sincerely advocated before the bar of public opinion.

Our danger is not in constitutional government, but in personal government backed by secret organizations, which multiply with remarkable rapidity, which are absorbing every branch of business activity, and last, but not least, have invaded and seized even the police power of the government, thereby menacing the whole country with a state of absolute lawlessness!

We have seen that political parties can be patriotic.

We have seen the Democratic party as one man support Mr. McKinley in the Spanish-American war, and the Republican party as one man support Mr. Wilson in the greatest war of all times.

It may be and the time may not be far distant when another coalition of every patriotic citizen without regard to past party affiliations may be demanded for the preservation of our property, of our liberty, and even of life itself!

In the meantime, let us, Democrats and Republicans alike, go back to the constitution, the aegis of our protection, the inherited Magna Charta of our liberty.

Let us make it and enshrine it as our Statue of Liberty! And with united voices let us say to all Bolsheviki, to all open or secret conspiracies against law and order, as Lord Bulwer makes Richelieu to say:

"Around her form I draw
The awful circle of our solemn Church;
Let but man place foot within that holy ground,
And on his head, yea, though he wear a crown,
I launch the curse of Rome!"

HAMP WILLIAMS COMPLETES TWENTY-FOUR YEARS IN BUSINESS

Hamp Williams, of Hot Springs, Ark., has completed twenty-four years in the hardware business in Hot Springs.

In a letter published in a local Hot Springs paper, Mr. Williams recites the fact that he began business with exactly a capital of \$775.00 and succeeded fairly well until 1903, when, as he says, he stopped having his men work for him, but thereafter had them work with him. He said this plan gave a much greater dividend on the capital and much more pleasure. He pays a tribute to the unfaltering fidelity, patronage and co-operation of his employees. A cardinal principle with him has been to so conduct his business upon honor and service, that it was not merely delivering merchandise over the counter, but in giving constructive service to the public, to the schools and churches to help build up the city and country, and to dispense charity wherever needed.

That Mr. Williams' ideas are founded on the right principles is attested by his success.

PRETTY SOFT FOR THE LAWYER

Lawyers seem to get most out of the law. As Roger Dolan says: "I'd rather be the lawyer of an estate than one of the heirs."

The other day a butcher of Mount Vernon, Ohio, walked into a law office and put this question to an attorney: "If a dog comes into my shop and steals a hunk of meat can I make the owner of the dog pay for it?"

"Why, yes, certainly," said the lawyer.

"Well, then," said the butcher, "give me five dollars, for it was your dog."

The lawyer promptly complied.

A few days later the butcher got a bill of five dollars for legal service rendered in the dog case, and which he promptly and good naturedly paid.

The butcher was out the price of the meat. The lawyer was out nothing.

THE "SIDE LINE" PAINT DEALER

When the average retail hardware man, or general merchant embarks in the paint business, he sometimes fails to grasp the fundamental principles essential to the successful and profitable development of a paint line.

The exclusive paint store, or the hardware or general merchant who establishes a large paint department, places in charge a capable and thoroughly experienced paint man.

The dealer who contemplates handling paint as a "side line," however, frequently possesses only a superficial knowledge of paints and their diversified uses. He consequently expects to sell paint as he does jack-knives, tacks or soap.

Paint does not belong in the same class with those commodities, which involve no special detail of use or purpose, and require, therefore, no particular knowledge or selling ability. On the other hand, the intelligent and profitable handling of paint is as simple as the merchandising of any staple commodity, if managed with the same amount of energy and knowledge as would be required in the cases of any line with which the general public is not entirely familiar.

When a man wants a pocket-knife, he simply walks into a store and selects the knife that appeals to his fancy and purse—not discounting the fact, of course, that every sale involves a certain degree of skill and intelligence. But if the prospective customer has a floor to paint, he depends upon the clerk or salesman for correct information and advice as to the paint he should use, number of coats, quantity required, method of application, etc., and may even ask for color suggestions. This attitude on the part of the customer is displayed in practically every transaction involving the use of paint for any purpose.

Sales possibilities are not confined to the particular paint that a customer asks for and buys. An alert, well-informed salesman will both expand his sales and render a most important service to the customer by visualizing the customer's home and making intelligent, helpful suggestions. He may suggest, for example, paint for the walls, varnish or wax for floors and woodwork, varnish stain for furniture, enamel for woodwork, and, in season, paint for screens and porch and lawn furniture. He may very properly—and profitably—suggest, too, the various accessories needed in every painting operation: brushes, sandpaper, putty-knives, shellac, putty, oil, turpentine and the like. Certainly no other line offers greater sales possibilities to the salesman or storekeeper of energy and intelligence.

The more paint knowledge a dealer can absorb, the greater will be the sales possibilities opened up for him; but a general knowledge of the different paints for exterior and interior use is ample for any dealer to start with, provided he has push and initiative to go with it.

Present-day paint literature is so explicit in descriptions and explanations of uses and selling points that no dealer need be handicapped by insufficient information on the subject.

Manufacturers are prepared to offer almost unlimited co-operation to the dealer handling any of their paint lines. Comprehensive educational literature covering every phase of painting and paint selling, practical dealers' helps and, in cases requiring it, individual expert assistance are among the aids at the disposal of all dealers.

TWELVE THINGS WE SHOULD KNOW

1. Every sale made at cost reduces the profit on one profitable sale 50 per cent.
2. Every sale made at less than cost consumes the entire profit of at least two profitable sales.
3. A business that does not show a net gain of 10 per cent on the total volume of business is not making good.
4. If you are not figuring at least 10 per cent depreciation and 6 per cent interest on your total investment, you are fooling yourself into thinking that you are making money.
5. Depreciation and interest are the two items that keep the average man from going to the wall until his equipment is worn out.
6. If you are not paying yourself a good salary each week as manager of your plant, you are doing yourself and family an injustice and wrongfully reducing the cost of production.
7. What you think you know will not increase your bank account.
8. If you don't know why you know, you should get busy and find out.
9. The man who continues to ignore the benefits of co-operation and organization is continually buying oil to grease his way to ruin.
10. Ninety per cent of the men starting in business today without the experience and knowledge of cost and efficiency are failures.
11. Co-operation means more responsibility—more work—but also more results.
12. Yesterday is past. Plug for today and tomorrow.

READ BY EVERYONE, INCLUDING THE OFFICE BOY.

We want to say that we appreciate the "HARDWARE WORLD" as much, if not more, than any periodical that comes to our desk.

We find it brim full of good suggestions and reliable information, and we certainly want a copy of it in every one of the hands of our hardware clerks, including our office boy.

The wonder to us is how you get out a publication of this nature at so small a price. Very truly yours,

F. G. FOSTER COMPANY.

WHERE YOU STAND WHEN SOMEBODY SHIPS YOU DIFFERENT GOODS THAN YOU ORDERED

(Copyright by Elton J. Buckley.)

Every reader hereof has merchandise shipped to him via a railroad from time to time, and more or less occasionally is confronted with some question involving his liability to the railroad for freight on goods he hasn't ordered; or which are different from what he has ordered; or what he should do, in order to play safe with the seller, when such goods come in. The following letter will enable me to say something on the subject:

Albany, N. Y.

Two weeks ago the writer hereof ordered a bill of goods from a New York jobber of whom we have been accustomed to buy for about three years. The goods were ordered by mail and were a line we have been handling for some months. Shipment to be made as usual.

When the goods arrived and were delivered to our store they came in different cases than usual and before paying the charges we opened them and found them totally different from what we had ordered. They were by a different manufacturer and were not in any respect the same thing. Therefore we notified the railroad that we would not accept them and also notified the New York house to the same effect. The railroad took them back and has sent us notices that they would look to us for the freight, and if not paid within a certain time the goods would be sold to pay freight. The New York house has also notified us that they would not accept the goods back, as they were "practically" what had been ordered and they did not have the exact thing and same could not now be purchased. Therefore we are in the position where the New York house is likely to sue us for the price of these goods and the railroad is likely to sue us for the freight. We are not accustomed to law suits, what shall we do?

ROBERTS & LANG.

If the goods sent by the New York house to this correspondent were not what he ordered—I mean if they were different in kind, not merely in grade—he has a legal right to reject them, and the railroad cannot collect the freight charges from him, nor can the New York house collect the purchase price. If the goods were of the kind ordered, and merely differed in grade, the law is different. In that case he would be liable for the freight, but could get it back, together with damages for the difference in grade, from the New York house when it claimed on the purchase price.

I want to repeat and emphasize that. The right of a purchaser of goods shipped by freight differs widely as between cases where the seller ships goods of a kind not ordered at all, and cases where he shipped goods of the kind, but not of the quality. A case which furnishes an example of the first class is where a man ordered chestnut lumber and the seller shipped oak. In that case the buyer had the right to absolutely reject and pay neither the freight nor the purchase price. The court said:

The rights of one designated as a consignee of a shipment, upon its arrival at the point of destination,

are clear enough. It is under no obligation to receive or accept a shipment consigned to it where such consignment was in no way sought, requested or ordered by it. The plain alternative would be to simply reject the tendered shipment and thus advise the carrier company it must look for its freight, etc., either to the consignor or to the shipment itself upon which, under the law, it would be entitled to a lien for transportation charges.

An example of the other class of cases is where a Southern fruit merchant shipped a car of melons north. The melons were of the kind ordered, but the consignee said the sizes were not right and he rejected. The railroad sued him for the freight, demurrage, etc., and the consignee defended on what he thought was a very strong argument, viz.: "I didn't order these melons, and I don't want them and can't use them. The shipper knew what I ordered, and the mistake was his, therefore he should pay the freight." That does seem reasonable, but the court threw it out. It held that he was responsible for the freight and all the other charges (not including the purchase price, however) and that he must afterward get his money back from the shipper if he could. The court said:

When a dealer in Pennsylvania directs a shipper in Florida to ship him a carload of melons, he constitutes the Florida shipper his agent, to employ a railroad to deliver the melons in Pennsylvania, and by reason of such employment the Pennsylvania consignee becomes liable to the railroad for freight and other charges. As a general proposition of law, this is correct, at least where the defense is that the articles shipped were not of the grade ordered by the consignee. In such cases a delivery to the railroad is a delivery to the purchaser, and the consignee must look to the consignor for any defect in the articles or goods consigned. If an article entirely different from that ordered were shipped, we would have before us a different question.

My suggestion to the readers hereof, therefore, is that where goods shipped to them are merely of a different grade, they might as well take them in and pay the freight, for they will have to anyway. They will, however, be perfectly safe, for they will have the goods in hand as security for all claims against the shipper.

The money you save by getting along with less light than you need is money saved at exorbitant expense.

ADVERTISING SECTION CLOSELY NOTED.

In enclosing renewal of subscription to the "HARDWARE WORLD," I want to tell you I find it very helpful and valuable in many ways.

Your advertising section is so well patronized that I find much desirable information in it.

Hardware business is improving and prospects for a big business this year is the best it has been for a number of years.

C. D. HINKLE.

THE CUTTER'S LAST HOPE GONE

(Copyright by Elton J. Buckley.)

The United States Circuit Court of Appeals, which is the next court to the United States Supreme Court, in a decision handed down a few days ago, has apparently killed the last hope of the cutters that some court of high resort would find it illegal to refuse to sell cutters because they were cutters, and to work plans to see that other people did not sell them. The case decided was that brought by Frey & Son, Baltimore wholesale grocers, against Cudahy & Co., manufacturers of Old Dutch Cleanser. The lower court had decided that Cudahy & Co. could not legally keep Frey & Son from getting Old Dutch Cleanser, and a jury gave the wholesale grocery house several thousand dollars damages because they had been kept from getting it. The Appeal Court reverses this and knocks all the props from the cutter's hope.

This case was interesting. It is typical of arrangements which exist between manufacturers and wholesalers in many lines. Cudahy & Co. distribute Old Dutch Cleanser through jobbers, but they send their own salesmen out to get orders from retailers, which are then turned in to jobbers and filled. The Cudahy concern settled on a profit which it thought adequate for the jobber and let the jobbers know that it expected them to get that profit. Most of the jobbers were glad to do it, but Frey & Son, having small selling expense, were satisfied to get less, therefore they sold Cleanser for less than the price Cudahy & Co. had fixed. Whereupon they were—not cut off exactly by Cudahy & Co., but practically so. Cudahy & Co. still offered to sell them, but only at a higher price than other jobbers paid. This of course they could not pay and compete with anybody.

Other jobbers also refused to sell Frey & Son except at the higher price, knowing they would be cut off themselves if they did, and the consequence was that Frey & Son couldn't get any Old Dutch Cleanser and lost their trade on it.

They at once brought suit against Cudahy & Co. on a very ingenious theory. It was that Cudahy & Co.'s refusal to sell them at the standard price, coupled with refusal by other jobbers to sell them, constituted a restraint of competition and an attempt at monopoly, damaging Frey & Son to the extent of the profits which they would have made on Old Dutch Cleanser had they been allowed to get it.

This view was fully upheld by the lower United States Court and a jury gave them heavy damages.

Cudahy & Co. appealed to the United States Circuit Court of Appeals, which, as I said, is one step from the Supreme Court. The Appeal Court said that the above theory of the rights of Cudahy & Co. and the rights of Frey & Son was all wrong; that Cudahy & Co. had done no

more than choose their own customers, and that they were wholly within their rights when they stopped selling Frey & Son. And, naturally, as the jobbers who had also refused to sell Frey & Son except at an inflated price, had the same right to choose their customers, they have done nothing illegal either. I quote the following from the decision; it is the core:

The vital question is whether defendant's (Cudahy & Co.) method of business coupled with the acquiescence of its customers therein by observing its requests or demands to maintain prices was such co-operation between seller and purchasers as amounted to a combination in restraint of trade within the rule laid down in *Dr. Miles Medical Co. vs. Park & Sons Co.*, 220 U. S. 373, and other following cases. We are obliged to hold that that question has been clearly answered in the negative by the Supreme Court in *United States of America vs. Colgate & Co.*, decided June 2, 1919. The court expressly held that the announcement in advance that customers were expected to charge a price fixed by the seller, and that the penalty for refusal to maintain prices would be refusal to sell to the offending customer, plus observance of the request to maintain prices by customers generally, and the actual enforcement of the penalty by refusal to sell to such customers as failed to maintain the price did not constitute a violation of the trust statute. Nothing more was done by the defendant and its customers in this case.

Since the defendant, under the Colgate case, merely exercised the right reserved by the Clayton Act to dealers of "selecting their own customers in bona fide transactions and not in restraint of trade," the plaintiff cannot recover under its charge of unlawful discrimination in price.

This decision (it has not been announced whether it will be appealed to the Supreme Court) practically makes the law uniform. I say "the law," by which I mean the decisions of the courts. The Federal Trade Commission has a different view, but it has not been upheld by any court as yet, in fact, it is in opposition to all existent court decisions on the subject.

The uniform law is: that anybody in the business of selling merchandise of which he has no monopoly, can sell or refuse to sell, as he likes, on reason or mere whim; he can set a resale price for his customers to follow, and while he cannot compel the customer to follow it, he can punish him by cutting him off if he doesn't. Also, after he has cut him off, he can let other customers know that he expects them to do likewise, and if they do not obey, he can cut them off also. In other words, as I have repeatedly predicted would happen, the courts are now in complete agreement that the right of a private trader to choose his own customers cannot be abridged under present law.

NONE OTHER SO HELPFUL.

There isn't a paper that I prize as highly as the **HARDWARE WORLD**. In fact, there isn't a paper or magazine printed that is as instructive to salesmen as the **HARDWARE WORLD**.

Wishing you always the best of success,

AL HERBOTH,

Hoene Hardware Company.

Why Johnson Made Good

JOHNSON began with a large capital. He has a pair of willing hands, a nimble brain, and an observing eye—nothing more!

He soon discovered that there was no satisfaction and little chance of permanent profit doing business in a hap-hazard or unreliable manner. So he made up his mind that his word, his goods and his services should be thoroughly dependable.

Early in the game he was convinced that the man who is pleasant, accommodating and public spirited makes friends.

Profits by Failure of Others

Just the same, he saw several good men go to the wall because they got pinched between the nippers of close markets and slow collections, so Johnson began to figure out how he could take care of matters if such an emergency should face him. He reckoned that he must do three things. First, establish a line of credit at his bank; second, buy only such goods as he could turn over within a ninety-day period at longest, and, third, keep his own business as nearly on a cash basis as possible.

Johnson was called very conservative by some of his competitors and especially by a number of the salesmen who would have liked to take larger orders from him. But Johnson had peculiar ideas of his own and he stuck to them good-naturedly. He knew that there were certain obligations which he must meet in cash regularly. These were rent, salaries, etc., and maturing obligations for stock. To meet these he had to have cash. Part of this cash naturally went to pay for his supplies and out of the profits on the goods he had to meet his overhead and all extras, such as advertising, expansion, adjustments and the unexpected.

Johnson kept his eye on every detail of his business. Remember, he did not nose around and do all of these things himself, nor meddle with the other fellow in an irritating way. He gave his men definite responsibilities and held them firmly to account for results. In this manner he had leisure and freedom for the work of a real business executive—leadership, planning and direction.

Allows Competitors to Cut Prices

Johnson was making headway slowly—sometimes it seemed very slowly. His competitors were doing about the same. Evidently they were not very well satisfied, either, so they began to cut prices. This made Johnson sit up and take notice. He did a lot of figuring and a lot of thinking, but mathematics, as he had learned them at school, showed him that if he slashed off his profit, or nearly all of it, and either got cash or charged the purchase, that the time would come sooner or later when he

wouldn't have cash to meet his own outstanding bills. He wondered what he would do then.

A study of the statistics of success and failure made it very clear to him just what would happen. He would go on the rocks, for his credit and his small emergency savings would soon be used up. So Johnson sat tight and didn't cut prices. It cut him though to see some of his customers go sailing by to other places, and sometimes he was tempted to take a hand in the cutting game, too, but he resisted.

Naturally his sales fell off and that meant his profits, too, but Johnson patted himself on the back and said: "Keep a stiff upper lip, my boy, for at least you are not doing business at a loss. Some day these other fellows will run against a snag and then you will come into your own again."

In the meantime Johnson began to figure out how he could keep people coming to him in spite of the guerilla warfare of the men in his own line. No new scheme occurred to him, but he was careful to buy nationally advertised articles and where possible to get exclusive agencies on them. He began also to figure very closely on his discounts, on advertising aids from the manufacturer, and to require all of his assistants to do their work so well and conscientiously that there would be no loss from returned goods and come-backs.

His competitors were overjoyed at the surprising get-away they were making with the trade and began to reduce the quality of their goods and to employ cheaper help, in the effort to leave a margin of profit by some means or other.

Builds Up a Good Reputation

People began to say that Johnson might be a little high priced, but in the end you got what you paid for and satisfaction along with it. Some of the customers who had wandered, began to return. Johnson greeted them pleasantly, just as if they had never left him. He didn't gush over them, or favor them with any special price concession whatever. He treated them in a strictly man to man, businesslike way.

He happened to know that some of them had run up accounts with his competitors which weren't paid. He governed himself accordingly. He granted short-term credits to reliable people only, and then expected prompt settlement, or after a certain period, interest-bearing notes, which he placed in the bank for collection.

His competitors, who had begun to be worried about their own business, were now overjoyed, for they said, "Johnson has killed himself for sure this time." But again they were mistaken, for Johnson got the cream of the trade and those who dealt with him, who had

none too much cash, paid him as a matter of course.

In the course of five years Johnson was on firm ground. Four of his seven competitors had played the fade-away act, two of the others were just hanging on by the eyebrows, and the seventh was trying to copy Johnson's method, but was rather unsuccessful in doing it, because he had gone with the cutters for a while and offended his customers when he tried to switch back in the main channel again.

Watch Your Net Profits

At the present time Johnson is splendidly prosperous. His maxim is: "Watch your net profits or the sheriff will get you." All in all, his growth success has been steady, but not spectacular. When business is slow, he goes off by himself and analyzes the reason of it. When he discovers the reason, he acts accordingly. When business is good, he is just as earnestly on the job to hold the advantage which is his.

But first, last and always Johnson never loses sight of net profits. That, he declares, is the barometer which suddenly tells him which way the wind is blowing. Evidently Johnson is right, for his townspeople tell with pride of his wonderful rise from nothing to wealth. They are not quite right, for, remember, I told you in the beginning that Johnson did have quite a capital with which to start—not the least of that capital being a proper appreciation of net profits.

This world is but a fleeting show;
A circus with at least three rings.
You stare and twist, and yet you know
You're missing lots of bully things.

FOOLING THE BOSS

Murphy was taking a day off, says an English weekly, and wishing to enjoy himself thoroughly, he walked around to watch "the boys."

The sight of his friend Kelly, working as if carrying a hodful of mortar up and down a ladder was the only thing he took any real pleasure in.

"It's yoursif that's working mighty hard today, Kelly!" expostulated Murphy.

"Whist! I'm just making a fool of the boss!" said Kelly, winking slyly.

"And how are you doing that, Kelly?"

"Sure, Murphy, it's as easy as kissing your hand.

"He sees me going up the ladder with my hodful of mortar and he thinks I'm working. But, Murphy, my boy, it's the same hodful I'm carrying up and down all the time."

The trouble with most fast talkers is that they are slow thinkers.

NEW LINE FOR HARDWARE DEALERS

According to an authority on the subject, there will be 15,000,000 automobiles in operation in the United States within the next twenty years. Even now it is said that the average is one machine to every eighteen inhabitants of the country.

As a rule, shops where materials can be purchased with which to repair or replace torn or worn curtains and tops or broken window lights, or shops making a specialty of doing such repair work for car owners are found only in the larger cities and towns.

Repairs of this nature are not usually difficult. The main thing is to get the material with which to make them.

The hardware store that will carry in stock some rubber top and curtain goods and transparent sheeting will not lack for customers if the proprietor will let auto owners know he is prepared to supply their needs and will suggest to them the desirability of keeping their cars in repair and the simplicity of the work itself.

Curtain windows, particularly, can be made as staple an article of trade in the hardware store as window glass. In fact, it is probable that more auto windows are broken than residence windows. Notice the cars passing with broken lights, then note broken windows in houses; of which do we see the most?

The hardware store should be able to supply not only the individual who may be forced or prefer to make his own repairs, but the small auto trimming and repair shop that would find it a great convenience to buy locally.

NATURAL HISTORY

They were looking at the kangaroo at the zoo when an Irishman said: "Beg pardon, sor; phwat kind of a crature is that?"

"Oh," said the gentleman, "that is a native of Australia."

"Good hivins!" exclaimed Pat; "an' me sister married wan o' thim!"

EX-PRESIDENT ARNDT OF NEBRASKA ADMIRES THE HARDWARE WORLD.

We cannot help but admire the up-to-date, live wire magazine you are publishing. It certainly has the right ring.

We believe the retail interests are always well considered in the pages of the "Hardware World."

Our customers have been keeping busy and our time has been fully taken up by them, but we look forward to a very bright business future.

F. W. ARNDT,

Arndt Hardware Co., Blair, Nebr.

Development of Chain Stores

Expansion of Chain Stores in All Lines Brought Home to the Hardware Merchant.

(Editorial Note: The problem of the chain store—and it is a problem to which the hardware retailer and jobber must give careful consideration—is being brought home to the merchant now as never before.

G. A. Nichols, in a recent issue of *Printers Ink*, discusses the situation, particularly with reference to chain stores in Groceries, Dry Goods, Drugs, etc., but as merchandising problems are practically the same in all lines, we are reproducing this article, feeling sure that it will be read with interest by every merchant, whether he sells hardware, sporting goods, house furnishings or auto accessories.

That the hardware merchant is next in line to feel this competition is apparent

WHAT interest has Woolworth, or any of these chain stores in this town other than exploiting it for all the money they can get out of it? asked one retailer of Evanston.

This is the same old familiar argument that in almost any town in this country you can hear against Sears-Roebuck, Montgomery Ward, the National Cloak & Suit Co. and other retail mail-order concerns.

The very same day that the Evanston retailers were so busy "condemning" the chain store there was made public an announcement to the effect that John R. Thompson, the Chicago restaurant king, had established five cash-and-carry grocery stores in Chicago and expected soon to have a thousand in operation in Chicago and its suburbs. At about the same time the Piggly-Wiggly people announced prospective openings in a number of suburban locations, the Atlantic & Pacific and the National Tea stores kept right on dragging in the people.

It was very apparent that the Evanston retailers had plenty to condemn. Evanston is mentioned only because the thing that is going on there is typical of the development in the chain store situation that are rapidly coming to pass in practically every town of any size in the United States.

All Studying the Problem

Manufacturers and jobbers for twenty years have been studying the retail mail-order problem with the object of helping the retailers meet it. Mail-order competition has been the inspiration—if you want to call it that—behind a great part of the service helps and the selling co-operation given the retailer. This anti-mail-order merchandising, although some of it has been ill advised, was inspired by the soundest of business considerations. For nobody knows better than the local retailer how much Sears, Ward and the others have cut in on his business.

A "Menace" or Not?

The chain store is a thousand times more menacing to the retailer of this country than retail mail-order ever was or ever can be. Let mail-order develop to the absolute ultimate limit, let it squeeze out the last drop of business that its wonderful advertising, its good merchandise and its low prices can bring. Even then it will be getting only a fractional part

of the country's retail business. People will continue buying the bulk of their requirements at retail stores because, as has been said time and again, this is the only natural and logical way to buy. A thing that is overlooked in quarters both high and low is that the mail-order houses have to fight tooth and nail for the business they get. No matter how forceful may be their advertising or how favorable may be their prices they are confronted by the ever-present fact that mail-order buying from the standpoint of the average consumer is a consummate nuisance. If the independent retailer is anything like on the job he can hold his own against mail-order in very fair fashion.

The Chain Store Has No Such Handicap

It is sending chills up and down the independent retailer's back today because it is fighting him not with a catalog but with a store—a store that is in most cases better kept than that of the independent, a store that observes religiously the rules of good merchandising that the manufacturer and the jobber have been striving to get the independent retailer to adopt and that most important of all gives the unanswerable advantage of price.

Price after all is the thing that does the trick. The chain store can camp right alongside an independent retailer, undersell him on standard goods and make money, whereas the same prices with no change in buying and operating conditions would drive the independent into the waiting arms of the sheriff.

Centralized buying is generally ascribed as the thing that gives the chain store its power in this direction.

But this is so only in part. Efficient, economical operation has fully as much to do with it. If this were not true the fight of the independent retailer against the chains would be well nigh hopeless.

As it is, the independent retailer—and this of course includes the jobber—can survive and prosper if he will pay the price. This has been demonstrated in the contest of the independent variety store against Woolworth, Kresge and the other chains in that line. Time was when the variety retailer would think his death knell had been sounded with the coming of Woolworth or Kresge to his town.

The variety man knows today that the coming of Woolworth or Kresge, far from being an unmixed evil, can even mean enlarged opportunity for him. Woolworth's advertising and selling methods increase the demand for variety goods and the variety man can, if he will, get his proportionate share of this increase despite the superior buying power of the chains.

Chain store competition is an old story to variety retailers. Some have gone broke under its advance, but the cause of their failure was psychological rather than financial. For the most part the independent variety store has gone right along getting its share of the business. And nobody is going to call Woolworth or Kresge easy competition, either.

Chain Store Growing

A survey of the entire situation and a study of its possibilities shows that the chain store is growing at an amazing rate and that quick and positive execution must be done in behalf of the independent. It also shows that this competition of the individual retail store can be met but the remedy must be ruthlessly and thoroughly applied. No half way measures will answer. The jobber has got to get in line just as much as does the retailer. If the jobber loses out under the new deal then it will be simply because he cannot or will not read the handwriting on the wall.

The Jobbers' Chance

In a discussion of the packers' dissolution, we stated the case truthfully when we said that the chain store and the mail-order houses formed a greater menace to the grocery wholesaler than did the packers. If the national organization of wholesale grocers had devoted to the chain store proposition some of the work, energy and enthusiasm they have expended in trying to get the government to force the packers to be meat men only they would be vastly better off today. And the retailer would not be scared into any such false moves as "condemning" the chain main. Condemning isn't going to get a retailer very far these days.

The attitude of the wholesale grocers in trying to make the law fight such an essential part of their battles for them while the chains keep marching off with the business calls to mind a story they used to tell about old Governor Eskridge, a Kansas pioneer editor and politician. Governor Eskridge, who published the Emporia Republican which later found it could not survive the competition of William Allen White and his Gazette, was said to have the world's championship as a writer of resolutions.

In the old days, so the story goes, there was fear of an outbreak among some Indians living on a reservation not far from Emporia. The citizens in alarm called a town meeting. Governor Eskridge presided and made a speech,

the net of which was that the meeting should adopt some strong resolutions condemning in unmeasured terms the attitude of the Indians!

While the wholesale grocers were busy trying to get the government after the packers—the result of which will have just about as much effect on the price situation and the retailer's problem as Governor Eskridge's resolutions would have had upon the Indians—the chain store has reached a point of development and power that is almost beyond belief.

Invading Every Town

Just look around you a little bit and you will see chain stores, large and small, invading almost any town of any size and branching out into suburban neighborhoods.

The large chains do not need to put on an advertising campaign to let the independent retailer know they are on the job. The retailer is watching for them, for he knows their coming means trouble for him.

But there is another class of chain which the retailer, giving too much attention to the big fellows, is likely to overlook. This is the small local chain of stores, particularly in dry goods, drugs, groceries and variety goods. You can hardly call them chains, yet that name will suffice for want of something better.

There are in this country thousands of comparatively small chains or syndicates operating all the way from three or four up to a dozen or more stores. It is the same old story in these smaller chains—quantity buying, centralized management and good merchandising. Alexander MacLean of Chicago started out with one drug store and now has ten and soon will open more. There are in Chicago three other drug companies operating a number of suburban stores, and for a druggist in Chicago and in other cities to own and operate two or three stores is so common as to call for no comment.

You see the same thing in dry goods stores. The McAllister Company established a line of dry goods stores in various moderate sized Illinois and Wisconsin cities. Turn where you will and you see grocery companies with all the way from three to half a dozen stores. And as for the variety field this long ago adapted the Woolworth plan to its buying and selling problems. The syndicates in the variety field today are more numerous than in any other.

It is hardly proper to say that these small chains menace the retailer. They are retailers themselves. They differ from other retailers in that they have applied to their own needs the modern methods they have been so sternly taught by the experience of late years.

Collective Buying Suggested as a Menace

Some thoughtful people who have been giving careful attention to this problem from the standpoint of the retailer see his ultimate salvation is nothing more or less than an adaptation of the chain store idea. In other words

the retailer must be enabled to buy to better advantage and thus be able to compete with the chains on the basis of price. Manufacturers and jobbers for obvious reasons do not wish to see the retail business of the country given over to the large chains. For four or five chains to reign supreme over retailing is one thing. For several thousand smaller and yet prosperous organizations to do the country's retail selling is another.

The other day in Indiana the writer had occasion to visit a grocer. He seemed willing to talk and so we had quite a conversation about his experiences. He came clean on a number of things, including an admission that he had boosted prices rather arbitrarily on a few items he sold.

But the main point was that this retailer's gross sales for the year amounted in round numbers to \$50,000. He had an investment of around \$4,000 or possibly a little less. His net profit on this satisfactory turnover was not quite \$3,000 a year. The trouble was that he could not buy advantageously enough to make him a satisfactory margin of profit. He is a pretty fair type of retailer—a hard worker, a good storekeeper and rather an efficient salesman. But if a man can't buy profitably he cannot sell profitably.

"If I could only shave four per cent more from my buying cost," said this retailer, "I could make this store worth while. But how am I going to do it? That is the question. My customers continually quote National Tea prices to me. But if I would attempt to meet them I would have to shut up shop very quickly."

Unjustly Blames the Jobber

This retailer, like a great many others, was inclined to throw the blame upon the jobber and the manufacturer for his inability to buy at a lower price and to ascribe to this the entire responsibility for his condition. His stand of course is unjust. No producer or jobber is going to be able to give quantity prices unless goods are purchased in quantities. Moreover, the retailer's trouble is not altogether one of buying.

He needs to put into effect the efficiency methods and the good storekeeping of his big chain store competitors.

The retailer menaced by chain store competition, no matter what line he may be in, can well afford to pause a moment and note what the variety man did to render himself impregnable against Woolworth's competition. He merely applied Woolworth's methods to his own business and made himself a better storekeeper. Then in many instances he branched out so as to have a greater outlet for merchandise and thus be able to get quantity prices on the things he bought.

Grocers Stripping for Action

"I was talking this thing over with William O'Connell, a grocer friend of mine," W. J. McDonough, a Chicago publisher says. "He agreed with me that the thing to do is for grocers generally to form buyers' exchanges and acquire their goods in quantities. The next thing for them to do is to cut down the size of their stores, have more lines if possible, but a smaller quantity of each in stock.

"They should also cut down on the service. The chain management has just as many clerks in a store as the traffic will stand and pay for and no more. The independent could and should do the same thing. All delivery should be absolutely cut out.

"You never heard of Woolworth delivering goods. If a customer should want any deliveries made she should make her own arrangements with the central delivery and pay the charges for the service. In other words, the merchandise should be delivered f. o. b. the delivery company's truck, and there the retailer's responsibility should cease.

"If the retailer will do this he can fight the chain store successfully until kingdom come. If he won't do it then he may just as well prepare to fold up his little tent pretty soon and silently steal away.

"This centralized buying of which I speak has got to be big enough to cut some real figure. It has to be by whole towns or whole sections of cities. No three or four average retailers are going to be able to get together effectively enough to do much good. The financial part of such an undertaking is not nearly as formidable as it sounds. Maybe here is a chance for the wholesale grocer to save his own bacon. It is worth while for him to think it over at any rate."

Mr. McDonough surely is on the right track in his mention of the jobber. Mr. Grocery Jobber now has his one big opportunity to justify his existence in no uncertain way. He must do constructive work with the retailer, helping him to plan his buying in connection with that of others so more advantageous prices can be given.

Unless the grocery jobber does this, then the retailer is going to combine anyway as far as he is able and buy his goods direct from the manufacturer. The latter way will be more difficult and the chances are many a retailer will fall in his tracks before the thing is over with. Money is the thing that talks.

The grocery jobber is disposed to frown upon retailers' buying exchange. The thing for him to do, however, is not to fight them but co-operate with them and help them get away with what they are trying to do. The result will be a better condition of things for manufacturer, jobber and retailer.

Take a town of 20,000, for example. Why wouldn't it be profitable for a grocery jobber to handle the grocery business of that town having all the transactions with one big organization? The goods could be shipped to a central warehouse operated by the buyers' exchange and each retailer could draw upon this stock as he needed it. The lower price the jobber thus would be able to make would be an effectual carrying out of the live and let live policy.

We asked the head of a big Chicago jobbing house what he thought of the chain store problem and its relation to the retailer's future.

"Why," he replied, "there always will be a field for the retailer. Why should we worry? Our business this year has been greater than ever before—greater in actual quantity of goods sold. The alarmists used to tell us that the retail mail-order houses would knock out the retailer. Now they say the chain store will do it. The retail store is going to stay."

The retail store is going to stay. But this grocery jobber will have to change his attitude or he is not going to get a part in the benefits of the staying. The chain store proposition is widely different from retail mail-order.

The growth of the great chain store systems in this country since the end of the war has been amazing. Almost every week brings the announcement that some new huge aggregation of capital has entered the field. As a reminder to our readers of the financial strength that is lodged in the chains, we append the authorized capital of just a few of the established systems. The figures show preferred and common stocks combined.

United Cigar Stores.....	\$65,000,000
F. W. Woolworth Company.....	62,500,000
J. C. Penney Company.....	15,000,000
Great Atlantic & Pacific Tea Co. (Common, 250,000 shares)	12,500,000
S. S. Kresge Co.....	12,000,000
American Stores Company (Common, 150,000 shares)	9,000,000
J. G. McCrory Co.....	6,250,000
Louis K. Liggett Company.....	6,753,000
Acker, Merrill & Condit.....	5,000,000

But the capital does not always fairly represent the real size of these systems. The number of stores is sometimes a better index to their strength. The Great Atlantic and Pacific Tea Company has 4,159 stores; United Cigars, 1,100; Woolworth, 1,080; American Stores, about 1,100, etc.

A party of young people were amusing themselves by guessing the answers to conundrums. One of them asked, "Why is a pancake like the sun?"

"Because it rises in der yeast and sets behind der vest," was the answer given by a brilliant young Swede.

PRESENT CHANNELS OF ECONOMICAL DISTRIBUTION CANNOT BE IMPROVED

Editor HARDWARE WORLD:

With what facts we have been able to gather, it appears that the Winchester people are trying to do the impossible, viz.: Carry a pail of water on both shoulders.

It is a well recognized fact that in deviating from the ethical manner of distribution of merchandise institutes a chaotic condition. That channel of distribution inaugurated many years ago by manufacturer to the jobber, jobber to retailer and retailer to consumer, has not, cannot, and never will be improved upon, and by that I mean, for the benefit of everybody concerned.

Of course it would be both economical and profitable for the Winchester Co., should they retain all of their jobbing business, that is to say, their enormous distribution to the jobbers, and in addition thereto have some eight or ten thousand retailers (financed as it will be to a very considerable extent by said retailers) but it is difficult to imagine the intelligent jobbers of this country to be so blinded by mercenary motive for a temporary profit, to furnish a rope for someone else to hang them with.

The jobbers, of course, cannot dictate to a manufacturer what his policy shall or should not be, but they must assuredly have the privilege, which those reflecting good judgment will exercise, by refusing to lend their aid and purchasing power to manufacturers who are violating the well recognized policy of doing business in an ethical manner.

Yours very truly,

A. BALDWIN & CO., Ltd.

New Orleans, La.

W. M. Pitkin.

"SURVIVAL OF THE FITTEST"

Editor HARDWARE WORLD:

The Winchester plan, if carried to its ultimate end, will no doubt have a tendency to disturb the present channels of distribution, and the potential possibilities for expansion both in wholesale and retail lines, will be curbed to the extent of the success of this plan. It is a game of the "survival of the fittest," and both retail and wholesale merchants will be compelled to dust off their wares and show reason why they should expect a share of this business. No doubt, for a few years, anyone will have his full share of the business; after that time it may be another story.

Yours very truly,

THE SMITH BROS. HARDWARE CO.,

Columbus, Ohio.

By J. A. Dury.

Customers who excuse themselves by saying "I was just looking" are generally looking for something. Find out what it is.

SUCCESSFUL RETAILER EXPRESSES HIS VIEWS

Editor **HARDWARE WORLD**:

As for my opinion of the recently announced Winchester policy, and what I believe to be for the best interest of the trade, as soon as the matter came to the public, I made application to them for their plans with a view of taking on the agency of my own town, believing that if their requirements were not prohibitive we might handle their lines profitably. They informed us, however, that they had already placed the agency in our town, but that we could continue to handle the Winchester guns and ammunition.

Do we understand that in becoming a Winchester store we lose our identity? To this, I would say no. I would not change the name of my store because I handled their lines any more than I would change the name of my business if I handled any other line.

The next question is, what would be the status of our stores if we wanted to give up the Winchester agency, etc. My opinion is that it would be just the same as giving up any other agency. Of course, I would naturally lose some business but the same would prevail if I give up any established lines.

If they saw fit to transfer their lines to some other dealer, or if they decided to open up their own store, I would be placed at some disadvantage, of course, in having to return to my first love—the jobbers who have furnished me all these years. This, I must say, would be somewhat embarrassing to me, and I do not imagine the jobbers would feel as kindly toward me as they would if I continued to patronize them as in the past.

The next question is, what are the advantages to the dealer from not becoming a member of the Winchester organization? There is always more or less danger in handling any exclusive agency. You work up a demand for the goods in your community, and when you lose it from any cause, you are damaged.

But I consider this particular line more dangerous in that respect than some other agencies, for the reason that it covers so many items. For instance, if I represent one make of saws and I give them up or lose the agency, I can without very much trouble secure another, and the change would hardly be noticeable.

The same would hold good with any other tool or implement. Where there is only one line it can be more easily gotten away from than where several lines are to be considered.

There is another point to be feared, but not necessarily true. That is, after this company has been well placed in the saddle, their policy might be changed, and they, like some other powerful organizations that we have in this country, might undertake to dictate your policy—tell you what you must do, and what you

must not do, tell you how many goods you must sell in a specified time. They might undertake to tell you how many you must buy at one time, and ask you why it is that you are not selling more of their goods.

They might not permit you to handle any other lines that would conflict in any way with theirs, even though you preferred to do so.

But these are all conjectures, but I think it well enough to consider all points pro and con. There are two sides of this question and they are far reaching in their effects. I do not know just what I would have done as to taking their agency after looking into their plans, and I haven't done that except by reading the newspapers and journals. So far it looks very good, but as I have said before, I do not know what the future might bring.

I will, however, content myself for the present by sticking to my first love, the jobbers with whom I have been doing business very satisfactorily for the past 25 years. If it were put up to me to continue their lines as I have heretofore, or take over the Winchester agency and be barred from them, I certainly would continue as in the past.

Very truly yours,

Hot Springs, Ark.

HAMP WILLIAMS.

DO NOT BELIEVE IT WISE TO ASSIST IN UPBUILDING BUSINESS ARISTOCRACY

Editor **HARDWARE WORLD**:

We do not think it beneficial to the retail hardware trade for them to assist in the upbuilding of an exclusive aristocracy, as is desired by the Winchester propagandists.

There can be no general benefit and but little individual benefit through the success of the new hardware retailing scheme and it cannot help be disappointing in the final outcome.

Arguments by the writer would be but a repetition of those already sent.

Yours very truly,

W. H. RICHARDSON & CO.,

Austin, Texas.

By W. H. Richardson, Vice-Pres.

IF SUCCESSFUL WILL GIVE AN ADDED IMPETUS TO BUSINESS

Editor **HARDWARE WORLD**:

Regarding the recently announced Winchester sales policy, it looks to us at this time to be largely experimental, yet should develop the jobber into a better merchant because of this new kind of competition.

If the Winchester policy of preference should prove advantageous to them, they will have created no monopoly, only forcing the jobber as a good merchant to find means of showing preference to his good customers and to give to the merchandising of hardware a new study and perhaps added impetus.

All in all we are satisfied that the Winchester plan is much more of an experiment for the retailer who adopts it than for the jobber who may perhaps be compelled to combat it.

Yours very truly,

SLOSS & BRITAIN,

San Francisco.

Jos. Sloss, President.

DO NOT ANTICIPATE ANY NOTICEABLE DIFFERENCE IN BUSINESS

Editor **HARDWARE WORLD**:

We do not have time to give you the details of our opinion concerning the Winchester sales policy, as the "flu" epidemic has temporarily reduced our force to such a point that those of us still on duty are all trying to do two or three people's work.

To put our opinion in a nut shell, however, will say that we do not believe the plan will be satisfactory to the Winchester factory for any length of time, nor to the so-called "Winchester stores."

So far as the jobbers and the retail stores, which are not classed as Winchester stores, are concerned, we do not believe there will be any noticeable difference in the volume of business they will handle in the ammunition line, although we do not believe that there will be some other lines more generally sold in the future than has been the case in the past, and as the Winchester sales plan does not create any new business, we naturally think that the increase made by other lines will come off from the Winchester business. Yours truly,

THE FRANK COLLADAY HDWE. CO.,
Hutchinson, Kan. Per Chas. S. Colladay.

SUCCESS A MATTER OF CONJECTURE

Editor **HARDWARE WORLD**:

We feel even yet the outcome of the new sales policy of the firm referred to in your letter is too much a matter of conjecture for us to make any kind of prediction with any degree of certainty.

To say the least we cannot feel the new policy is going to be conducive to the same relationship between the jobber as a whole and the company in question as formerly. We simply cannot reason how their relation could be just the same as of old.

A condition is being created wherein it will be decidedly to the dealer's interest to trade directly with the firm in question instead of the jobber, it being impossible for the jobber to meet the terms and prices of the producer and placing him in a rather bad light in the eyes of the dealer.

These seem to be the most outstanding features so far as the jobber's interest is concerned and, to say the least, we can tell better after the plan has been tried out to some extent just what the effect will be.

Yours very truly,
THOMAS-OGILVIE HDWE. CO.,
Shreveport, La. R. J. Ogilvie, Pres.

A haughty spirit or a domineering one is seldom great. It is too much bound up in self to be truly wise. "Wisdom is oftentimes nearer when we stoop than when we soar!"

ATTEND STRICTLY TO YOUR OWN BUSINESS AND NOT WORRY

Editor **HARDWARE WORLD**:

Regarding the Winchester stores or sales plan, I would say this: If you listen to the Winchester salesman's or promoter's side of the question only it looks like a good thing for the retail dealer. When you give the matter due consideration, you find the dealer is obligated to do certain things that the Winchester corporation deem necessary to their success, whether it will be the proper procedure for the success of the individual store or not. In other words, you surrender your right to run your store as your own best judgment tells you to.

As I look at the contract that the dealer signs, it is all one-sided, leaves the Winchester Sales Co. under no obligation to the dealer. Mr. Winchester Store Dealer will find he has signed a contract, that the filling of is not going to be to his liking.

Personally, I believe that it is a scheme to start a chain of hardware stores throughout the country and these dealers that go into it are, figuratively speaking, striking the match to burn their own house.

I am only a small dealer doing a business of \$60,000 per year, but before the name Winchester or any other goes up, the name Thorpe Bros., "Always Busy Store," will have to come down and some other fellow will dictate the policy of this place.

I believe it is to the best interest of the retail hardware dealer to let Winchester Sales Co. work out their own salvation.

Attend strictly to your own business, give good service to your customers, have the goods they need, when they want them, do not be afraid to ask a reasonable profit for your services and you can make your store a necessity to your community, and if you do, your success is assured, and the Winchester Sales Co. need not cause you any worry.

THORPE BROS.,
Versailles, Mo. Frank C. Thorpe.

HELPFUL TO ANYONE IN ANY KIND OF BUSINESS

Editor **HARDWARE WORLD**:

A few days ago I wrote you to discontinue my subscription to the **HARDWARE WORLD**, because I was out of the hardware game for life, but since I received your latest copy it seems as if I like your paper better than ever, and though I do not ever expect to engage in that business again, yet there are a great many articles in your paper which I enjoy reading and which are helpful for anyone in any kind of business.

Even my mother likes to read the **HARDWARE WORLD**.

I am enclosing remittance, for which please renew my subscription for three years, beginning with the March number, and oblige.

Yours truly,
MERTON D. ROBINSON.
California.

DOES NOT BELIEVE ANYONE HAS CAUSE
TO BE ALARMED

Editor HARDWARE WORLD:

The Winchester plan I understand has caused a great furor among the manufacturers and especially the jobbers, and from all accounts the latter are considerably perturbed over the matter and have gone up in the air so high that they all have aviation records backed off the boards.

I am somewhat surprised in their taking it to heart so keenly, as we ought not to be dumb-founded at anything in this age. Great things are transpiring every day. The old order of things have passed away, new and wonderful things are constantly looming up before our vision.

Just here would like to make a suggestion to the jobber-retailer, if there are any who are losing considerable sleep over this new proposition, and I take it there are from all accounts. He had better put his own house in order first, or be a good sport and not squeal.

Personally, I am not surprised at anything these days and am determined to meet things as they come. I do not believe this new scheme (if you please) is going to turn the hardware world upside down, nor do I anticipate any jobbers will be put out of business and no retailer who comes into direct competition to a Winchester store should be put out of business, if he is an up-to-date live wire merchant and if he is not such a merchant, he will get his sooner or later anyway.

As to my opinion in the matter, and as to what I would say that would be of interest to the trade can be summed up very concisely, as follows: Adopt the plan of fearlessness, belief in yourself, honesty, affability and, come what may, your success is assured.

With best regards, I am,

Yours respectfully,

Cleveland, O.

H. B. McGRATH.

A STORM ALWAYS HAS A SCARING LOOK

Editor HARDWARE WORLD:

The Winchester plan has certainly set in motion a lot of jobbing machinery.

If they succeed in lining up eight thousand retailers whom they say will finally invest \$300 each and it develops a contest as to whether the jobber or Winchester Company can do the most for retailers, it would be a good investment for the latter. The retailer will be watching with keen interest to see whether the jobber or Winchester develops the greater love for him in furnishing better terms, price and service.

There are a lot of good drug stores that Liggett does not own.

A lot of money is still being made on cigars that do not go through the United Cigar Store till.

There will be some good retail hardware stores in this country after Winchester has a store in every town over 50,000 population.

A storm always has a most scaring look as it is coming up.

MINNESOTA RETAIL HDWE. ASSN.,

By H. O. Roberts, Sec.

TENDENCY TO CRITICIZE RATHER
THAN TO COMMEND NEW DEPART-
URE FROM ESTABLISHED USAGE

Editor HARDWARE WORLD:

Regarding "The Winchester New Sales Policy," any deductions coming from me must needs be of little value to your readers from the fact that the "New Policy" is more or less not clearly or fully understood by me.

Quite possibly the majority of the great army of retailers of Winchester products are in possession of little more definite information than myself under present conditions.

Upon the face of the new departure there usually arises a quick answer in some form, either of acceptance, rejection or doubt. In matters that are new and not fully understood one is quite apt to criticize rather than to commend.

Viewing the subject, as we might see it, from an angle or standpoint of the jobber or larger interests, being those directly or immediately affected, the lesser retail dealer may, without having a very clear analysis of just how its effect will touch his own interests, question the advisability and success of the movement.

Both personally and indirectly, for over twenty years, I have had dealings with the Winchester Repeating Arms Company. I have found their manufactured goods to be the most reliable, satisfactory and saleable of any similar line. Their fairness in all business matters has been beyond any question and most commendable.

I, therefore, cannot but feel, even though at this time not fully conversant with their New Policy, that their new methods will sooner or later develop a bigger and better business for themselves as well as for the retail dealer.

This conclusion I arrived at, from the fact of my knowledge of, and confidence in their heretofore clean cut fairness to their trade. Further, I have a satisfied conviction that the change in policy has received the same careful consideration and safe guarding methods applied, that has made the Winchester manufactured products famous everywhere.

Respectfully and sincerely yours,

JNO. W. GARRETT,

Colorado Springs.

Sporting Goods.

THINKS CONTRACT ONE SIDED

Editor HARDWARE WORLD:

Just to read over the contract without any explanation from the Winchester side, we would consider it extremely one-sided and as far as we are concerned are going to leave it alone until different information can be had direct from the Winchester people.

Very truly yours,

Hood River, Ore.

E. A. FRANZ CO.

NO QUARREL WITH ANY MANUFACTURER ON POLICY, BUT RESERVE RIGHT TO DECIDE THEIR OWN POLICY

Editor **HARDWARE WORLD**:

With reference to the recently announced Winchester sales policy, we would advise that personally speaking, we think it will make little if any difference in our volume of business or profit account.

Of course, the fact that the Winchester Company will operate as a manufacturer, jobber and retailer precludes the idea of our giving them any assistance in the marketing of their product, as to render our assistance to their plan by handling their goods would be manifestly unfair to their competitors who market their product through the jobber, and we would not be consistent in the attitude we have for years assumed, viz.: that the jobbing channel is the most economical method of distribution for the manufacturer to seek.

The success or failure of the proposed Winchester plan remains to be seen, and it will take several years to work out, but assuming for the sake of argument that their plan will be reasonably successful, the growth of the business and the fact that in the larger cities they will retail their goods direct, whereas in the smaller cities and rural communities there will be certain Winchester dealers, will, we think, tend to strengthen the jobber rather than curtail him.

It is only reasonable to presume that all other than selected stores will be very lukewarm in the pushing of the Winchester products of any description and if Winchester competitors "rise to the occasion" and enlarge their line of firearms somewhat, it will be but a comparatively short while before the dealers and jobbers can ignore the Winchester line completely.

As far as mechanic's tools, etc., are concerned, we have very little fear of Winchester or any other private brand competition, as it takes years to build up a line and even then the old, established manufacturers are not going to throw many roses in the path of the Winchester concern, whose avowed object is to manufacture themselves as soon as they can secure output enough to warrant a factory.

Taking it all in all, it is our belief that whether or not the Winchester plan proves successful, we will still do business at the old stand, the world being large enough for them and for us, too, and there is business enough for both. If they make a failure of their plan, undoubtedly they will be back in a few years asking for the jobbers' support, and it will be our policy at that time to again take up their line where we have now left it off.

In other words, we try to give every manufacturer who works through us the best that we have, and we have no quarrel with any manufacturer who prefers going to the retail

trade direct, but, of course, we reserve the right to purchase from whom we see fit, and we do not care to buy from the man who competes with us by selling to our own trade.

Very truly yours,

Los Angeles.

CALIFORNIA HDWE. CO.

GROWTH OF CHAIN STORE SYSTEM

Editor **HARDWARE WORLD**:

Supplementing our letter of February 9, in reference to the newly adopted policy of the Winchester Companies, which policy we have reason to believe is largely owing to the interests Mr. Liggett, of the Rexall Remedies fame, has acquired in the Winchester Company, we enclose clipping taken from one of our daily papers, showing the phenomenal growth of the chain stores.

When consideration is given to the fact that Sears, Roebuck & Company are doing a much larger volume of business than any of our trans-continental railroads, and that the business of Woolworth & Company, or the Great Atlantic & Pacific Tea Company is largely in excess of the entire wholesale hardware business of the Pacific Coast, some idea of the magnitude of the chain stores, selling direct to the consumer, can be appreciated.

It is beyond the realm of the writer's thought as to how a retailer, having an interest as to the future of his business, can assist the development of this chain store idea by becoming a stepping stone in the assistance of its growth in the hardware lines.

Very truly yours,

CALIFORNIA HDWE. CO.,

Los Angeles, Cal.

Shannon Crandall.

Retail Houses Doing Heaviest Business

Boston, Feb. 13.—Never in the history of chain stores and mail-order houses have sales reached such large totals as were recorded the past year. Not only were the sales of all the companies 22 per cent greater than in 1918, but individual increases show gains as high as 35 per cent. The ratio of increase shown for December over December, 1918, of practically every company averaged close to 30 per cent.

Sears, Roebuck & Company is the premier retailer of them all, its sales for the past twelve months reaching \$257,930,025, a gain of nearly \$60,000,000 over 1918. The only two other concerns in the \$100,000,000-or-over class are Great Atlantic & Pacific Tea Company and F. W. Woolworth & Company, the former with estimated sales for twelve months of over \$180,000,000 and the latter with actual sales of \$119,491,033. Sales of United Cigar Stores were slightly over \$62,000,000 and estimates place United Drug Company's total in the same neighborhood.

Increase in number of stores is remarkable. The Great Atlantic & Pacific Tea Company, the largest retail grocery business in the United States, was operating 3928 stores at the close of its last fiscal year, against 3802 the year before; while Woolworth establishments as of January 1 totaled 1084, compared with 1039 the previous year. United Cigar Stores has 1350 stores, having opened 108 new stores in 1919; United Drug, 207 stores more and 8,000 Rexall agents; American Stores Company, 1,300 or more stores; Jewel Tea 530 branches; Jones Bros. Tea, 333; J. C. Penny, 197; S. S. Kresge, 188; S. H. Kress, 144, and McCrory Stores, 150.

WATCHING THE PROGRESS WITH INTEREST

Editor **HARDWARE WORLD**:

We have studied this Winchester proposition from every angle and have not fully made up our minds as to what the effect is going to be on the trade in regard to the Winchester line. We, however, have taken a stand that we will continue to handle a certain amount of Winchester products and sell them on a jobber's basis the same as we have been doing in the past.

We do not expect, however, to push them, but feel that it would be to our interest to take care of our customers other than the regular Winchester appointed agents. We are also protecting ourselves in the retail department by continuing with them in our wholesale department.

We do not believe that it is going to be a profitable method of distributing sport goods. The public does not seem to be in sympathy with a proposition of this kind, nor do I believe that the appointed agents in the smaller town will find it very profitable to continue to handle their goods on a basis which they have outlined. Our city will not have a regular Winchester store, but only an appointed agent, and we are all watching the progress with a great deal of interest.

Yours truly,

VAN DEREN HDWE. CO.,

Lexington, Ky.

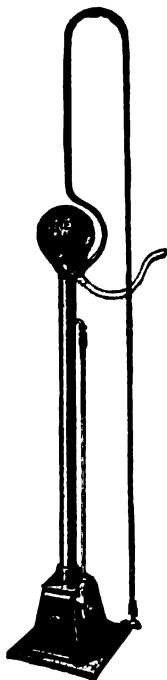
J. F. Van Deren, Pres.

NEW ROMORT AIR STATION

The new Romort Air Station which has just been put on the market by the Romort Mfg. Co., of Oakford, Wisconsin, aims to fill the crying need and the long felt want of a fitting successor to the dirty, grimy and usually broken curbstone air hose and the bothersome old bucket.

It stands eight feet from the ground to the top of the electrically lighted globe. The base and the cylindrical standard are both of heavy metal construction and are of hollow design for the accommodation of the air compressor in the base and the air hose, water hose and the electrical conduit in the standard.

The new Romort Air Station may be used with an inside air compressor if desired or with an air compressor in the base of air station. It is built in the following styles, No. 11 without water attachment, No. 12 with water attachment, No. 13 with water attachment and electrical compressor in the base, No. 14 same as style No. 13 with pay attachment, for use where it is desired to make a charge for the air and water service.



H. N. White, formerly of Oskaloosa, Iowa, has purchased the hardware business of A. Nagel at Anaheim, California, and will continue the business.

ROBERTS DEARBORN COMPANY ENLARGES

Through our good and faithful friend S. I. Roberts, president of the Roberts Dearborn Hardware Co., Carlsbad, New Mexico, we are particularly glad to pass along to the trade the fact that that enterprising institution has doubled its capital stock to \$100,000.00 in order to purchase the Skarda Hardware Co., Clovis, New Mexico, the latter firm being taken over in January.

This company handles a full line of hardware, implements, plumbing, sporting goods, crockery, harness and saddles, and with the new store at Clovis, and the headquarters at Carlsbad, a branch is also maintained at Loving, New Mexico.

From present indications nothing can prevent a record year for the business of the company. The present officers are S. I. Roberts, president; F. L. Dearborn, vice president, and H. H. Dilley, secretary and treasurer; Roy Dickson, manager of the Loving store, and George O. Roberts, manager of the tractor departments.

GROWTH OF YAKIMA HARDWARE CO.

From the office of the Yakima Hardware Company, The Inland Empire, jobbers, at Yakima, Wash., comes the announcement that they have extended their organization, their territory to include the Walla Walla district of Southeastern Washington and Northeastern Oregon.

W. J. Botsford, formerly with the Marshall-Wells Hardware Co., and later with Schwabacher Hardware Co., in the Yakima territory, will have charge of this new field with headquarters at Walla Walla, where he is well known by the hardware fraternity.

M. D. Hathaway has been transferred to the Yakima City territory and will be missed by his many friends in the lower valley. J. M. Helm will cover part of the territory formerly taken care of by Mr. Hathaway and will extend west to include all towns to the summit of the Cascades on the N. P. and C., M. & St. P. Mr. Biehn, who has made the Diamond Tires famous in the Inland Empire, will have charge of tire accounts between the Cascades and Oregon and Idaho lines.

An addition to the warehouse will be built this spring to afford space for handling the increased business. The office there will be moved from present location. Later in the season the company expects to add a complete line of auto accessories.

PIONEER CUTLERY MERCHANT PASSES AWAY

In the passing away of Adolph Blaich last month the western trade saw the passing of one of the pioneer cutlery merchants in the West, if not in the United States. It was in 1880 that Adolph Blaich originally established himself in San Francisco as a cutlery merchant. For forty years he has engaged in that business exclusively.

At the time of his death he was 63 years of age. A native of Germany, Mr. Blaich had his training in the country of his birth and on coming to the United States he settled in San Francisco and in the cutlery business. Four years ago he retired from the management and the business was reorganized and incorporated by J. F. Blaich, R. W. Blaich and A. S. Blaich, the father's three sons, along with J. R. Jacques.

W. S. Thompson, of Thompson & Son, Harrington, Washington, has retired from the hardware business after thirteen years, having sold the business to W. H. Richardson and H. L. Monks, of Bonners Ferry, Idaho. The two new owners will move to Harrington and conduct the business along the same progressive lines that has characterized it in the past.



J. S. RAWLINS



C. J. DUNLAP



J. R. FERGUSON

REARRANGEMENT OF THE PERSONNEL OF DEPARTMENTS

The first of February saw a general rearrangement of the personnel at the top of the sales departments of three of the largest wholesale and jobbing houses of the far West, and the news is received with interest by the trade.

It is a strange coincidence in this case that each of these three men has been in the employ of the organization he left last month for nineteen years, all being very nearly equal before the bar of service. It is interesting and pleasant also that each of these three men leaves his former employer with the best of feeling, simply to take advantage of what seems a more attractive opportunity.

J. S. Rawlins, who for many years has been sales manager for Baker, Hamilton & Pacific Co., resigned to become vice-president and sales manager of Mangrum & Otter. During his long time of service Mr. Rawlins has worked up through the ranks with the old Pacific Hardware & Steel Co. on the road, and he is one of the most well known and well liked personalities in the far western trade.

Simultaneous with his admission into the firm Mangrum & Otter announce that their business will be conducted from now on on a wholesale only basis, with absolutely no retailing of household furnishings. Mr. Rawlins will have entire charge of the sales department.

C. J. Dunlap, whose term of service started with the old Miller, Sloss & Scott Co., about the time that Mr. Rawlins joined the organization, has also worked himself up through all the departments of the concern, and previous to his resignation was assistant sales manager. His magnetic personality and able instinct for salesmanship and managership has always made him a warm friend of the trade, and a proud factor in the organization. He announces his connection with the Protectograph Co., in its far Western office.

Paralleling Mr. Rawlins and Mr. Dunlap at the head of the sales departments is J. R. Ferguson, equally long in the employ of Dunham, Carrigan & Hayden. The history of Mr. Ferguson's connection with the Dunham, Carrigan & Hayden Co. is very similar to that of Mr. Rawlins and Mr. Dunlap of Baker, Hamilton & Pacific, and through a long and earnest service in the sales department, he has come to the top as sales

manager. He now assumes a position of great importance in the Western trade, and his qualifications for his new work justifies the wish and prediction of the trade that he will fill the office right up to the brim.

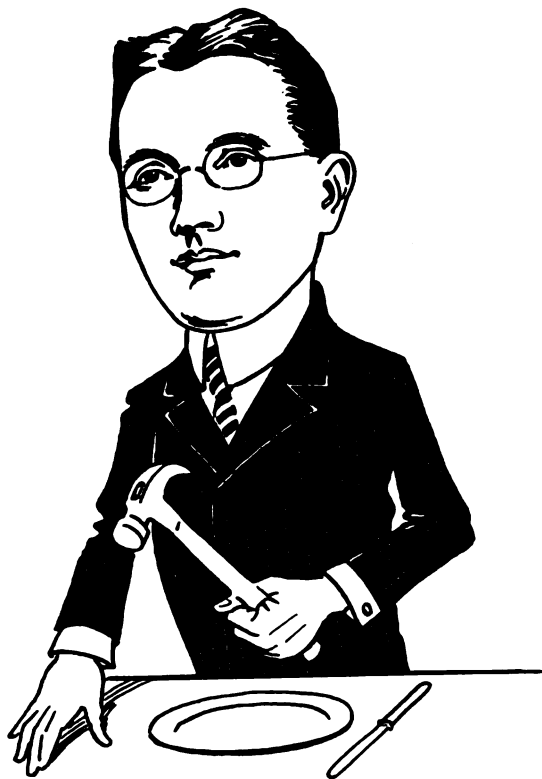
Instead of getting hot under the collar when people criticise your store and your business methods, stop and consider whether they may not be right.

NEWEST FREIGHT REQUIREMENT

It has been brought to our attention that one of the freak legislative measures now proposed to add to the railroad statutes is one requiring that the street address of the consignee appear on every freight shipment. Although this measure has not yet become a law, as we understand it, it should certainly be brought to the attention of the trade, so that everything possible may be done to stop such a wild bit of legislation.

"Rastus, how is it you have given up going to church?" asked Pastor Brown. "Well, suh," replied Rastus, "it's dis way. I likes to take an active part, an' I used to pass de collection basket, but dey's give de job to Brothah Green, who jest returned from Ovah Thai-ah." "In recognition of his heroic service, I suppose?" "No, sah, I reckon he got dat job in reco'nition o' his having lost one o' his hands."

"The Central Stamping Company of New York, are preparing their stocks of enameled roasters and enameled fruit kettles in anticipation of increased sales the coming spring. These goods are staple and well known to dealers throughout the entire country."



F. A. ERNST NEW NORTHWEST
PRESIDENT

Just because we reproduce a likeness of Mr. Ernst herewith in the grotesque form of a line drawing, is no sign at all that his election as president of the Pacific Northwest Hardware & Implement Dealers' Association is a thing to be taken lightly.

No fitter man in the northwest could have been found than Mr. Ernst for this important office. As the convention of the association will be held in Seattle next year it is highly appropriate that a Seattle president should be in the chair, and there is no member of the hardware merchants' fraternity of Seattle more worthy of the honor than Fred Ernst.

As president of the Ernst Hardware Co., Mr. Ernst has not only taken a lively interest in advancing and improving his own organization, but has devoted much of his time and energy to the development of the trade in general in the northwest. He is the sort of man that can do big things in a big way, and always has time for more.

We expect to see the affairs of the Northwest Association, also the matter of interest before the trade of the Northwest ably handled during the next year under Mr. Ernst's administration.

H. A. Steinke, who has long been identified with the hardware trade in the Inland Empire, has become distributor for the Health Heat Wrot Iron Pipeless Furnace and Heater, manufactured by the Donald B. Howard Heater Co., Des Moines, Iowa. Mr. Steinke will be pleased to correspond with any merchant in the northwest, who would consider a dealer proposition on the Health Heat Furnace.

L. E. Cook, formerly with Hochheimer & Co., Willows, Calif., has accepted a position with the Fabian-Grunauer Co., Tracy, Calif., as manager and buyer of their hardware and implement department.

ARTHUR ROTH DIES SUDDENLY

The California trade will be shocked to learn of the sudden death of Arthur Roth, junior member of the firm of H. Roth & Son. While his wife and son were seriously ill in a hospital, Mr. Roth suddenly became mortally sick of pneumonia and died.

Mr. Roth was born in Philadelphia twenty-eight years ago. The name of H. Roth & Son is more than familiar to the far western trade, and this enterprising organization has built up a wholesale and jobbing business in the last few years that promises a great growth. The loss of Arthur Roth will be a serious blow to the company as well as to his good friends in the trade.

In a spirit of optimism over the year just opened, and with marked satisfaction over the success of the year 1919, the stockholders of the Riverside Hardware Co. formally faced the tenth year of successful growth at its annual meeting recently. This firm is one of the successful members of the Hardware Merchants' Syndicate of California.

W. A. Bell, president of the Yakima Valley Hardware Co., at Yakima, Washington, has been appointed member of the Legislative Committee of the Business Girls' Club of that city in recognition of his status in the community, being perhaps the most popular employer in the Inland Empire.

The Tetzlaff Hardware Co. has been formed at Blythe, California, with a capitalization of \$75,000. A general hardware and general merchandise business will be carried on.

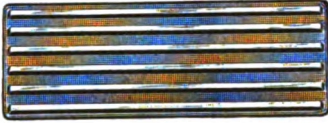
THE RIGHT SPIRIT

President McCutchan, of the Pacific Northwest Hardware and Implement Association, in his address well said: "The year just passed has been a history making period, surpassed by no such period in the history of the world. The industrial world is in such an upheaval that it trembles from foundation to spire and it is for the level-headed business man to put forth his best effort to hold down radicalism and unsafe business methods so that when the world is recovering from its intoxication caused by the unprecedented volume of business during our late war, business will be left on a foundation that will endure throughout all time.

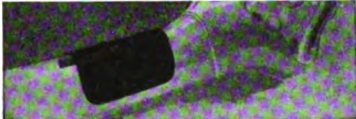
Business Men and Christianity

"The business man of today is looked to more than ever as a foundation on which to build the spiritual as well as the business edifice of this great land of ours. While I am not affiliated with any church organization in particular, I fully realize the influence the business man has on Christianity, that influence which has raised the human race from the savage state to the high plane of civilization that we have reached today. So, as business men we should foster and support our churches as well as our schools and any other organization that is for the making of better citizenship, thus advertising our store as a business that is run by a man who is on the side of God and right. Thus and thus only can we hope to attain that degree of success to which we are entitled."

Stanwood Products



Accelerator Heel Plate furnishes a stable position for heel when operating the pedal. Prevents wearing a hole in the floor covering. May also be used as toe and heel guard on running board. Made of rubber vulcanized to a metal plate. Price 85c each, List.



Conformable Hand Pads add a pleasing appearance to car. Prevent finger marks and wear on finish of car. Made of leather in various grains. Price each, 90c to \$1.80, List.



Stanwood Adjustable Accelerator Foot Rest sells at sight. The user sees comfort and convenience in this little accessory. Relieves leg muscle tension, acts as a support. Prevents unintentional acceleration when driving over rough roads. Indented rubber roller. Steel uprights. Price each, \$1.60.

Add Distinction to Motor Cars

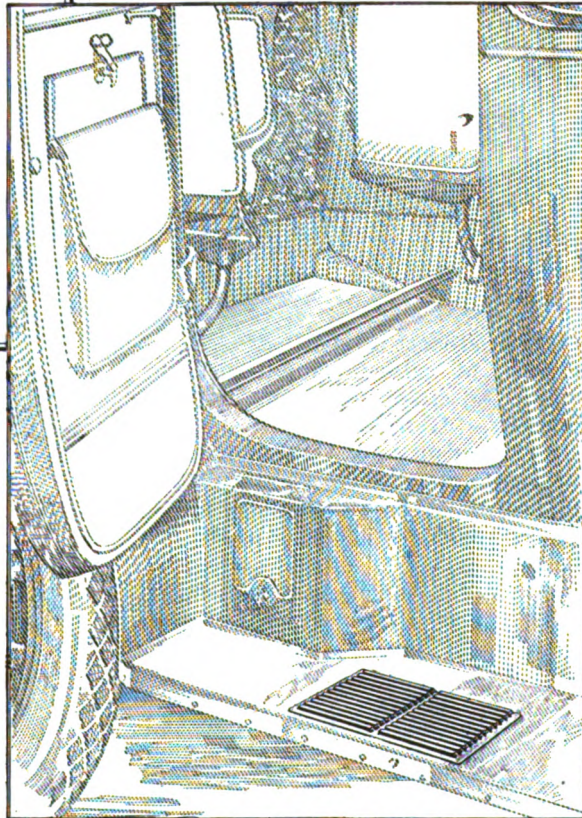
Accessory Merchants handling the best grade of automobile accessories will further profit by investigating the Stanwood line of products.

We manufacture Rubber Safety Step Plates, Rubber Heel Plates, Rubber Pedal Plates, Leather Hand Pads and Adjustable Accelerator Foot Rests of the highest type.

Each item carries a nice margin of profit and all are good sellers.

If you are not showing the Stanwood line of products we will be glad to send you our catalog for your consideration.

Stanwood Safety Step Plates are proving the most satisfactory of any step plates on the market. Made in various styles, rubber vulcanized to metal plates and also solid rubber segments inserted into metal rubber covered plates. Type B, \$2.65; C, \$1.60; Ford Type, \$1.60, List.



Thousands of merchants have realized the distinct advantages of selling Stanwood Products. They can freely recommend their high quality and guarantee of service.

STANWOOD EQUIPMENT COMPANY
307 Plymouth Court Chicago, Illinois

RAYDEX

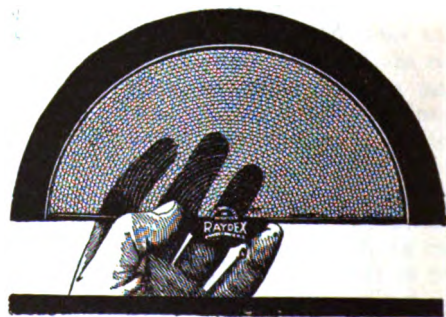


The Raydex Shaftlight

The aristocrat of spotlights. Made entirely of silver, aluminum and brass. Equipped with the Raydex Glassless, Glareless Lens which throws a clear, powerful, penetrating beam. Eliminates all glare without loss of light. Graceful, rich and rattle-proof. Universal bracket fits any car.

The Raydex Glassless Lens

Made entirely of highly polished metal. Each lens contains more than 9000 reflectors which concentrate and intensify the beam. Effect is far-reaching, brilliant road illumination. No glare. No absorption or diffusion of light. Legal in every state.



RAYDEX MANUFACTURING CO.
BRACKENBRIDGE, PA.

Sales Department

Charles F. U. Kelly, Inc., 1834 Broadway, New York, N. Y.

DAVDEV RAYDEX



The Raydex Reliner For Ford Transmissions

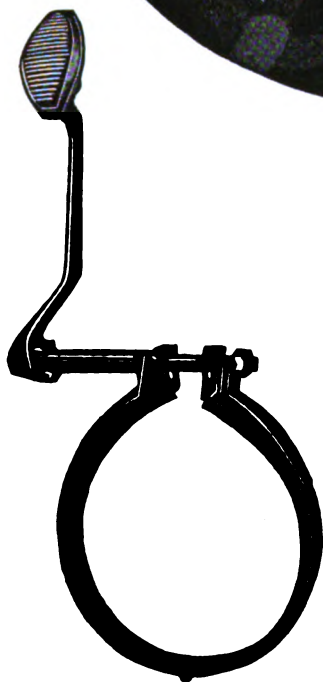
Makes easy work of an otherwise mean job. Just take off handplate to transmission case, pull out pedal and slip in Raydex Reliner. That's all there is to it once a Ford is equipped with Raydex Reliners for Ford transmissions. They eliminate necessity of tearing down entire transmission in order to change fabric.

Raydex Reliners are merely slidable bands of tough, half-hardened cold-rolled steel to which lining is securely riveted. They slip around inside Ford transmission band quickly and easily. None of original Ford equipment is replaced or disturbed.

RAYDEX MANUFACTURING CO.
BRACKENRIDGE, PA.

Sales Department

Charles F. U. Kelly, Inc., 1834 Broadway, New York, N. Y.



CALIFORNIA NOW LEADS IN AUTOMOBILE OWNERSHIP

According to recent statistics it is stated that California now leads all states in the ownership of motor cars in proportion to population, with one car to each 5.6 persons in the state.

It is stated that there are now 7,718,020 automobiles in operation.

Last year Iowa and Nebraska were tied for first place in the percentage of cars to population, with one car to each seven persons. Then California stood seventh in the list of states, with one auto to each eleven persons.

So far as groups of states are concerned, the West defeats the East for the first time, according to the report, with California, Washington and Oregon showing a percentage of 1919 gains of exactly 35.4 per cent over 1918. California in this group was the leader, with Washington second and Oregon third.

Next in the gain or auto registrations in the South—the southern states of America—which showed a 33 per cent gain last year over the year previous. The so-called mountain states maintained the national average of a 28 per cent gain, while the eastern manufacturing states fell to a 23 per cent gain, and the Middle West agricultural states made the poorest showing, with only a 22 per cent increase in registrations over 1918.

An explanation of this variation in percentage increase is made by officials in pointing out the proportion of cars owned in each "state group" to its population. It is indicated in this explanation that the "saturation point," as far as automobiles are concerned, has nearly been reached in the Middle West section, where Iowa has one auto registered to each 6.1 persons; Nebraska, one car to each 6.2 persons; Indiana, one car to each ten persons; South Dakota, one car to each 6.3 of population, and Minnesota, one car to each 8.3 persons. Therefore, it is shown that there is not the opportunity offered in the Middle West for the percentage gains possible on the Pacific Coast and in the South.

A fool has seldom been answered "according to his folly" with more appropriateness than was the local preacher who boasted at a dinner-table that the Lord had opened his mouth to preach without sending him to college first. "Indeed," replied a curate who was present, "how very interesting. A similar event happened in Balaam's time."

QUITE A HELP.

In enclosing our subscription for the "Hardware World," we want to tell you we appreciate it very much, and it is quite a help to us.

JAEHNIG ELECTRIC CO.

STEPHENS BILL COMING UP

The so-called Stephens Bill, which it is claimed will prevent the misuse of well known trade-marked articles as advertising bait to deceive the public, would be actively pushed by its friends as soon as Congress shall finally dispose of the railroad and water power legislation now in their last stages.

For several years representatives of wholesale and retail organizations throughout the country, as well as manufacturers, have been coming to Washington and urging the passage of the Stephens Bill. It is said that more than eight hundred national and state associations of merchants are solidly behind the measure and that only the intervention of the war prevented its consideration two years ago.

The Federal Trade Commission, after exhaustive hearings and prolonged investigation, has sent two special reports to Congress recommending legislation and formally approving the Stephens Bill. This has greatly encouraged its friends in and out of Congress in confidence of early action.

The decision to resume active work for the enactment of the bill was reached after a series of conferences and the American Fair Trade League, which has been directing the movement, today issued a statement, through its executive committee, composed of prominent business men and economists, setting forth the need for legislative relief and calling for active work. The Committee statement reads, in part, as follows:

"It is, moreover, our opinion that Court decisions like the Colgate and Beech-Nut cases, while highly desirable to secure, cannot finally dispose of the evil, as there are many forms of business not able to readily avail themselves of the principles there laid down. There can be no complete, permanent settlement until the principles involved in the Colgate and Beech-Nut cases have been fully recognized and supplemented by appropriate legislation.

"We, therefore, urge that our members relax no efforts to secure the passage of the Stephens-Ashurst bill, which has the endorsement of the Federal Trade Commission.

ONE AND THE SAME

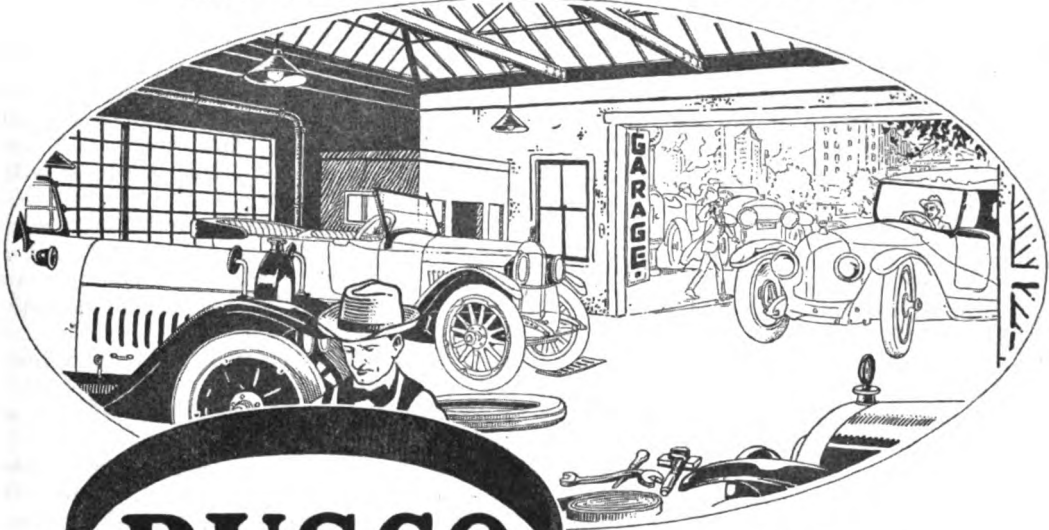
Student, farmer, author, politician and reformer, Sir Horace Plunkett is one of the most versatile of Ireland's sons.

He is very witty also. On one occasion he delivered a lecture in Dublin on the best way to improve the conditions among the poor. At that time he was not exactly a finished speaker, and then, as now, a bachelor.

The day following his address, he received from a lady a note, which read: "What you need are two things—first, a wife; second, lessons in elocution."

To this he replied: "These are only one."

The Brake Lining that's Sure in Sales and Service



RUSCO Brake Lining and Clutch Facings

give satisfaction alike to the dealers who sell them and the motorists who use them.

Rusco Brake Lining is woven of the finest white asbestos, reinforced with brass wire and treated with Rusco Brake Lining Compound.

Rusco Advertising, with the one year guarantee, is leading more and more motorists to Rusco Dealers, and Rusco quality makes them steady customers. Write our nearest office for information.

THE RUSSELL MANUFACTURING CO.

Home Offices and Factories

519 Russell Avenue, Middletown, Connecticut.

New York
349 Broadway

Atlanta,
60 S. Forsyth St.

Chicago,
1438 Michigan Ave.

Detroit,
226 Jefferson Ave., E.

San Francisco, Cal.

Western Representatives, John T. Rowntree, Inc., Los Angeles, Cal.

Seattle, Wash.

Salt Lake City, Utah.

Denver, Col.

Southwestern Representatives, Ware Sales Co., Dallas, Texas

38 Factory Buildings

Established 1830

25,000 Shuttles

NORTH PACIFIC AUTO ACCESSORY ASSOCIATION

An enthusiastic meeting was held at Spokane, December 6, which was the best meeting that the North Pacific Coast has ever had. The local association meets at Spokane once each week. The following institutions were represented at the convention held in Spokane in December:

Bertram Motor Supply Company, Butte, Mont.; Holley-Mason Company, Spokane, Wash.; Marshall-Wells Hardware Company, Spokane, Wash.; Child, Day & Churchill, Spokane, Wash.; P. J. Cronin Co., Portland, Ore.; Water house & Lester Co., Billings, Mont.; Archer & Wiggins, Portland, Ore.; Northwestern Auto Supply Co., Billings, Mont.; Ballou & Wright, Portland, Ore.; Ballou & Wright, Seattle, Wash.; Motor Mercantile Co., Salt Lake City, Utah; Marshall-Wells Hardware Company, Portland, Ore.; Intermountain Electric Co., Salt Lake City, Utah; Capital Electric Company, Salt Lake City, Utah; Chanslor & Lyon, Spokane, Wash.; Reynolds & Reynolds, Tacoma, Wash.

Various institutions were likewise in attendance and the next meeting of the association will be held just prior to the National convention, to be held at Del Monte in June.

A STETSON HAT PROVED AN EYE-OPENER

We handle a lot of builders' supplies—probably have half the business in this town in building materials (outside of lumber) and masons' supplies, writes an Ohio hardware dealer. I have always done the buying myself and a good share of the selling and I've learned that the dealer who is a good salesman and can get others to sell, has won half the battle.

The other half is to buy right.

Well, a man with a derby hat and a satchel came into the store one day to sell me a stock of wall finish—we'll call it Arathusa, though of course that wasn't its name.

A Bad Habit

I used to have a habit of ducking salesmen—just a habit. Had an idea they were time-wasters and spouters of super-heated air. I made this man wait a long time—puttered around the store making believe I was busy. Then I let him come over to the desk and he started to tell me all about how good his kalsomine was. I had a stock of a competing brand—we'll call it Blue Streak Brand. Hadn't sold much of it, but I was stocked up on it, so I naturally stuck up for it. Got into an argument with this salesman about it.

A Good Thing to Know

He said Arathusa was much better and we discussed it all around Robin Hood's barn and finally clinched on a statement he made that

the Blue Streak Brand I had was full of animal glue and would smell to high heaven if mixed up and let stand over night. Said his Arathusa had no animal glue in it—was based on natural gypsum rock—and would not drive the family out of the house even if it was mixed and allowed to stand.

Maybe that was a foolish point to argue over, but it was a point.

Said the salesman, "I'll tell you what we'll do; we'll mix up some of mine and some of yours and let them stand over night and I'll bet you a new hat that yours will smell as though it had died and the Arathusa will be as sweet as a baby's breath."

"Make it a Stetson," said I, and we mixed up two lots in separate pails and painted the proper name on each pail and the salesman watched me lock 'em up in the private office when I closed the store.

"Now, I'll bet you a cigar you lose your bet," he said.

"Don't want to rob you," I told him, and we left.

The next morning the salesman beat me down town. He was waiting for me. We unlocked the little room and opened the door, and it sure did seem that a ferret had slept in there.

"That's your stuff you smell," said the salesman.

"It's yours," I claimed.

Well, I bought the salesman a Stetson hat and I bought a stock of his stuff and I shipped mine back to the Blue Streak people, because their stuff did sure appear not to be feeling at all well that morning. I afterwards found that in damp weather that brand always acted that way when being applied and the Arathusa doesn't. I've sold lots of Arathusa since—I've sold a lot of it by telling this story.

And the moral is, buy right.

Learn From the Salesman

And the way to buy right is to get every scrap of information you can from traveling salesmen. I listen to 'em now. I encourage them to talk. Most of them are keen-witted chaps. They knock around a lot and pick up a store of valuable information.

I don't believe all they tell me—there are a lot of deceivers and bores and braggarts among them, but the dealer who avoids salesmen as a rule, is missing wisdom. A dealer is often a one-town man. He doesn't get out much. The traveling salesman, especially of the good houses who advertise their goods widely and have a reputation to sustain, bring right to the dealer's door a mass of buying and selling helps that the dealer can use.

It cost me seven dollars to learn that. It has been worth it, many times over.

Reports from Corning, California, tell of the successful enterprise of John T. Morgan in his implement store there.

To Wholesale Tire Distributors

We want the one best **Wholesale Tire Distributor** in each territory not now occupied, to write for our exclusive proposition!

To Retail Tire Dealers

Our new plan of having a factory branch—or an exclusive wholesale distributor in every important trade center, enables you to get **STERLING TIRES** when you want them—and at our best factory price.

Why are **STERLING TIRES** so dependable?

Twelve years of successful experience!

Highest quality material—and plenty of it!

A sincere desire to make the best tire possible!

Long experience alone is not a sufficient guarantee that a tire will be made as good as it is possible to make it. Highest quality of material and plenty of it is necessary to make a thoroughly dependable tire, but even this added to long experience, will not insure long life in a tire—and satisfaction to the user.

Experience counts for much, and good materials are essential; but the one thing that crystalizes both these factors and develops them into a good tire, is the earnest desire of the manufacturer—and each individual workman, to put "**Sterling Conscience**," and "**Sterling Character**" and "**Sterling Dependability**" into every **STERLING TIRE**!

Vacuum Tread, Non-Skid Cords and Fabrics

STERLING CORDS have never been excelled by any cord tire made—and seldom equalled.

STERLING FABRICS are like old friends; they are dependable.

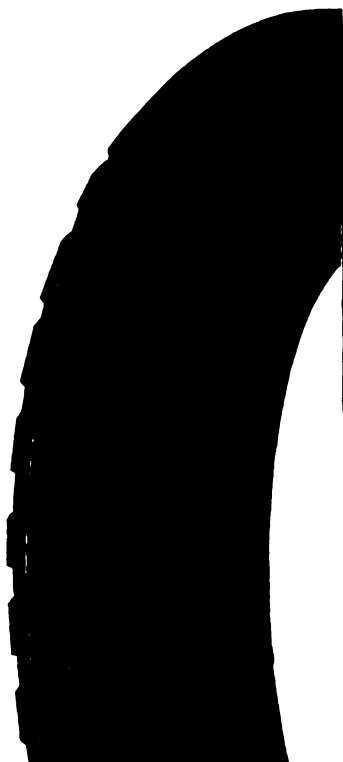
STERLING SEAMLESS RED TUBES are made of pure gum. A section will float in water. Only the highest quality of pure rubber will float.

Sterling Tires

STERLING TIRE CORPORATION
Rutherford, New Jersey, U.S.A.

DISTRIBUTORS

Northern California—Charles A. Warren Co., 575 Market St., San Francisco, Calif.
Washington and Oregon—Oregon Rubber Company, Portland, Ore.; West Coast Rubber Co., Seattle, Wash.
Colorado—Dillon Hardware Company, Denver.
Missouri—Day Rubber Company, St. Louis.
Michigan—Buhl Sons Company, Detroit.



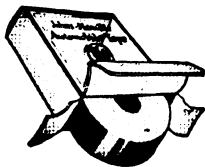


NON BURN

Why you can get Non-Burn when you need it

As a progressive dealer, you realize the important relation of rapid turnover to profit—and the no less important relation of prompt stock renewals to turnover. In handling Johns-Manville Non-Burn Asbestos Brake Lining, you are assured of a steady supply from a reliable source because Johns-Manville, with its own mines and mills, supplies your jobber, without being dependent on the open Asbestos market for raw materials.

Keep this fact in mind when you investigate the relative advantages of carrying different brake linings:—You can get Non-Burn when you need it.



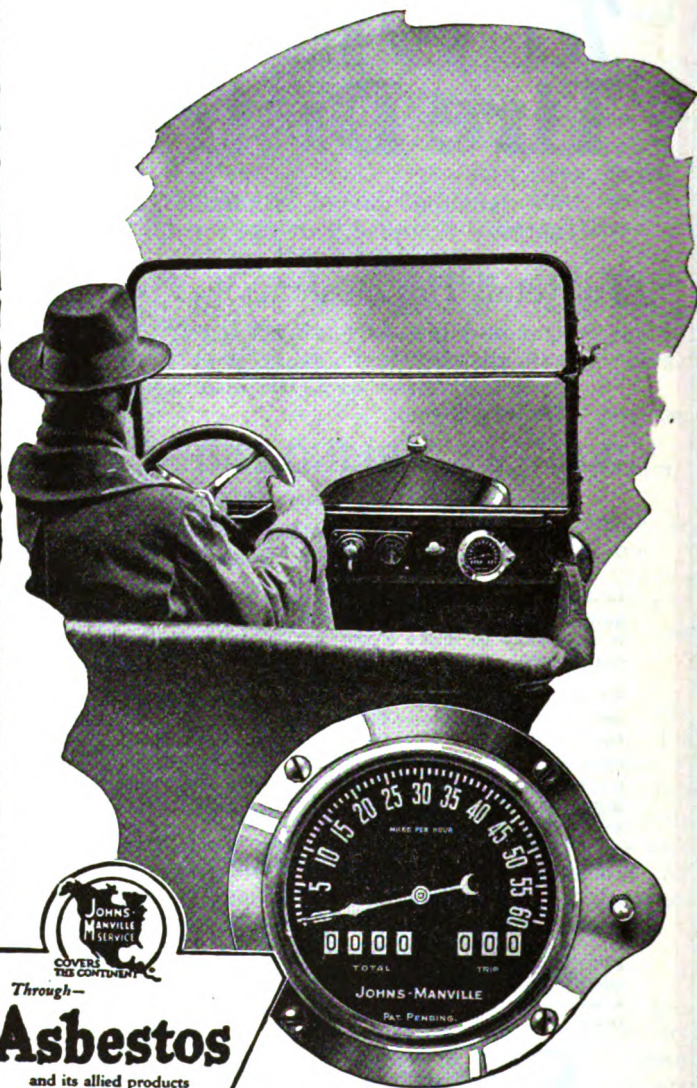
**Johns-Manville
Automobile Tape**

Here's a tape so good that we guarantee it. Johns-Manville Tape will make satisfied customers for you.



**Johns-Manville "Noark"
Automobile Lighting
Fuses**

You can back these fuses as absolute safeguards for your customers' batteries. The name "Noark" means split-second accuracy.



Asbestos

and its allied products

JOHNS-MANVILLE
Serves in Conservation

Heat Insulations, High
Temperature Cements,
Asbestos Roofings,
Packings, Brake
Linings, Fire
Prevention
Products

**JOHNS-
Automotive**

Every Other Car a Ford— Every New Ford A Prospect

LOOK at all the new Fords that go by every day. There they are, all equipped at the factory with electric lights, starters and instrument boards—but the owners have to buy their speedometers after they get their cars.

And you are the logical man to handle this speedometer business—because you know automobiles—and these Ford owners know you do. That's why your recommendation goes a long way with them.

Talk to every man in your vicinity who owns a new Ford. Tell these men what a Johns-Manville Speedometer will mean to them in economy of operation, as well as in the mere satisfaction of curiosity about "how fast" or "how far".

Keep the new Johns-Manville Speedometer for the new Fords right on the counter, where you can show its unique combination of accuracy, simplicity and beauty.

You can attach it easily and quickly on the instrument board that is supplied with the new model Fords. It fits exactly.

There's a fine profit in the sale of this useful specialty that you certainly should not miss. Get in touch with the nearest Johns-Manville Branch and ask them to explain what the Johns-Manville Speedometer will mean for you in dollars and cents.

H. W. JOHNS-MANVILLE CO., New York City
10 Factories—Branches in 63 Large Cities
For Canada, Canadian Johns-Manville Co., Ltd., Toronto

MANVILLE

Equipment



*Johns-Manville Hub
Odometer*

There is an increasing demand for an accurate but inexpensive mileage recorder that can be attached to business cars and trucks. This instrument will enable you to meet the demand—at an excellent profit.



*Johns-Manville Auto-
motive Mogul Packing*

For water pumps and similar places, where a small twisted or braided packing is required, Mogul Packing makes a tight job. Besides stopping the leaks, it is a natural lubricant. Keep Mogul Packing on hand, there are lots of uses for it.



*Johns-Manville Clutch
Facing*

When you install clutch facings, you can reinforce your own skill with the quality, wear-resistance and gripping power that are built into Johns-Manville Clutch Facing.

DON'T BEGRUDGE A SHARE TO YOUR COMPETITOR

"To men of greed, however great their store,
'Enough' is always 'Just a little more'."

There is an old fable which tells of a dog which was naturally a very greedy animal. He started for home one day with a huge piece of meat in his mouth. On the way it was necessary for him to cross a little stream of water which was bridged by a plank very near to the surface. When the dog reached mid-stream, he saw reflected beneath him another dog with a dark piece of "something" in his mouth.

For a moment the animal stood and thought. He had all he could well carry, but he couldn't quite bear to see the other dog have something without his trying to get it. So he made a grab for the dark object—presumably food in the mouth of the dog in the water, when, alas and alack! the big piece of beef which he was carrying fell from his own jaws and floated away into the stream below.

The moral drawn from this fable is simple and direct: "Much wants more and losses all."

There are many men in the business world today who are greedy in just this same manner. They are not satisfied with moderate profits. They want to get just as much money as they possibly can out of every single sale. As a result, they win the reputation for being high-priced and customers fight shy of them, go elsewhere first, and only patronize them as a last resort. The fewer customers they have, the more money they are inclined to charge, for, of course, the pressure of business expenses becomes greater as trade falls off.

Then there are those who try to use undue pressure to bring their business transactions to a successful close. Sometimes these people over-reach themselves.

Not long since an automobile salesman demonstrated a high-priced car to a certain farmer. The farmer was clad in working clothes and didn't have very much to say. Nevertheless he owned much rich land and had a fat bank account. The smart salesman knew that he was well able to afford the car that he was demonstrating and so, in order to induce the prospect to make up his mind, he said:

"Mr. Strawstack, the price on this car is \$3000. I'll give you until noon on Monday to make up your mind."

Mr. Strawstack looked at him shrewdly.

"Young man," he returned, "you needn't give me anything. I'll make up my mind right now. I don't want any dealings with you whatever, and so it is useless for you to spend any more time showing me that machine."

With these words, Mr. Strawstack went into the house, and the salesman rolled slowly down the road, a sadder and, we hope, a wiser man.

Some people over-reach by trying to do too much. They are not satisfied to let the other fellow have a show, too, but they want to "cop" everything in sight.

There was the case of the dealer who was sure he could supply all the materials wanted by everybody in his territory. And so he continually knocked and threw out insinuations against the goods and service of his competitors. For a while he did a rushing business, but he had more patronage than he had cash to swing his business with, and in trying to serve too many, he gave dissatisfaction to everybody.

Inside of two years, he found himself thrown up on the bank of the stream, carried there by the very eddies which his own flopping about had created. It didn't give him pleasure or satisfaction to see those in the same line sail successfully past.

Greed is a senseless over-reaching. It is an unwillingness to have the other man have his share; it is a desire to get as much as possible and to give as little in return for it. Be satisfied to let well enough alone and to make further progress only by real merit and on the stable foundation of reliability and confidence. A greedy man is never respected and he is always at outs with himself sooner or later.

GOODELL-PRATT VALVE SPRING LIFTER

A valve spring lifter which may be used on any make of car has been added to the list of tools made by Goodell-Pratt Company, Greenfield, Mass. The new tool is of drop forged steel, light in construction, and small enough to be used handily in tight places. The device is simple, the jaws move on hardened rollers, and the screw turns on ball bearings.

A turn of the screw forces the bar towards the jaws. As the bar is moved forward by the screw, the distance between the jaws is widened. While in a closed position, the lifter is inserted beneath the valve spring. The lower jaw rests on the engine frame, while the upper jaw lifts the base of the spring.

The angle of the jaws, and the simplicity of the lifter as a whole, allows sufficient room to work on the valve stems and remove the pins without difficulty. The larger circular opening in the upper jaw is to allow this jaw to extend above the small connecting parts on and about the valve stem, allowing them to be easily removed.

With its characteristic enterprise and thoroughness the Black & Decker Mfg. Co. was liberally represented at the New York, Chicago and Minneapolis Automobile shows. A large force of salesmen and officials of the company were present at the exhibit in every case, demonstrating the Portable Electric Drills and Electric Valve Grinders.

REVERE TIRES



REVERE TIRES have added the fame of perfect service to an already famous name.

REVERE quality makes for steady profits and constant customers.

REVERE RUBBER CO.,
1790 Broadway, New York

REVERE DISTRIBUTORS

Alling Rubber Co., Hartford, Conn.
Alling Rubber Co., Albany, N. Y.
Automobile Sup. Co., Wilmington, N.C.
Bingham Co., W., The, Cleveland O.
Bluefield Hdw. Co., Bluefield, W. Va.
Bronson & Townsend Co., New Haven, Conn.
Brown-Camp Hdw. Co., Des Moines, Ia.
Cameron & Barkley Co., Charleston, N.C.
Detroit Rubber Products, Inc., Detroit, Mich.
Electric Appliance Co., Chicago, Ill.
Electric App. Co., New Orleans, La.
Emmons-Hawkins Hdw. Co., Huntington, W. Va.

Farwell, Osmun, Kirk & Co., St. Paul, Minn.
Goodyear Rubber Co., San Francisco
Goodyear Rubber Co., Portland, Ore.
Holliday & Co., W.J., Indianapolis, Ind.
Hub Cycle Co., Boston, Mass.
Interstate Hdw. & Sup. Co., Bristol, Tenn.-Va.
Keith, Simmons & Co., Nashville, Tenn.
Kruse & Bahlmann Hdw. Co., Cincinnati, Ohio.
Logan-Gregg Hdw. Co., Pittsburgh, Pa.
Moore-Handley Hdw. Co., Birmingham, Ala.

Odell Hdw. Co., Greensboro, N. C.
Plant Rubber Co., Minneapolis, Minn.
Pritzlaff Hdw. Co., Milwaukee, Wis.
Richards & Conover Hdw. Co., Kansas City, Mo.
Roanoke Hdw. Company, Roanoke, Va.
Rowerdink & Son, W. H., Rochester, N. Y.
Sells Co., J. H. & F. A., Columbus, O.
Shaffer, Alfred H., Harrisburg, Pa.
Soo Hdw. Co., Sault Ste. Marie, Mich.
Tennent Sup. Co., Augusta, Ga.
Waite Auto Sup. Co., Providence, R. I.
Watkins Cottrell Co., Richmond, Va.
Worthington Hdw. Co., Staunton, Va.

MARCH FLYERS

It is always discouraging to slip back, not particularly satisfactory just to hold our own, and thoroughly inspiring to make a substantial stride in advance.

Read that sentence over again carefully to be sure that your eyes have not taken it in, without telephoning its message to the brain.

The next thing I want you to do is to look up your March records of last year and for five or six years back, taking in particularly the pre-war period. Of course, you do not want to lose ground, and you will not be satisfied with merely marking time. What you will hope to do will be to make such marked business gain that you will get a flying start for the whole year.

There is nothing like having a definite goal, to avoid drifting and to make some farther point ahead. That is why it is so important to know just what you have to reach and surpass. Having made sure of this, the next step will be to lay down plans whereby the end desired may be achieved, for happy results do not come about by mere chance or happen-so. They are the result of well laid foundations and carefully planned superstructures.

To begin with you can only remain in business and make progress by offering the public something which it wants and which will prove satisfactory in the using.

It doesn't make any difference whether this is goods, service, or goods and service combined. So it will be necessary for us to take a careful inventory of what we are offering the public and not to delude ourselves by thinking it is "good enough" or probably as satisfactory as our competitors are offering.

Do You Really Know What Your Competitors Are Doing?

We must not take anything for granted. We must know. Possibly we will get some jolts if we compare what we are selling and the way we are selling it, with what our competitors are selling, and the way they are selling the same lines. Remember people are going to go where they will get the most for their money.

The case comes to mind of a retailer who was on the point of bankruptcy, and yet it never dawned upon him that he was old-fashioned or had gotten into ruts, and was not measuring up to what the public had a right to expect.

After the Christmas season particularly there are likely to be special sales or inducements of various kinds, and these together with inventory taking, are likely to give retail establishments a disordered appearance, if great care is not taken.

So see to it, that your business is attractive to the eye and that every employe realizes the necessity of cheerful courtesy, interested attention and skillful methods of salesmanship.

This is the period of the year when workers are so apt to relax unless they are encouraged and inspired by special means to keep on their tip toes. Don't neglect to do your part or to encourage others to do theirs.

The next step in larger business for March is adequate publicity. As advertising rates go higher it becomes increasingly important to study how to make advertising count, that every expensive word which is paid for will pull for more business, and that carefully prepared advertising may bring results.

The higher the tariff the more good you should plan to get out of it, so begin the preparation of your advertising early, in order to have time enough. Be truthful, and try to appreciate just how your publicity will affect the public and also how you are prepared to make good on your promises. Without plenty of advertising you cannot increase your patronage, and without patronage you cannot increase your business.

Are You Satisfied to Stop Growing?

The third step has to do with expansion. Growth is an essential of every living thing. When a tree stops growing it begins to die. Are you satisfied to stop growing—to pause right where you are without expanding in any direction?

One retailer who determined to increase his business last March looked around to see how he could do it. He found three ways.

The first was to clear up old and broken lines and to turn them into cash.

The second was to stock with more attractive goods and to advertise them.

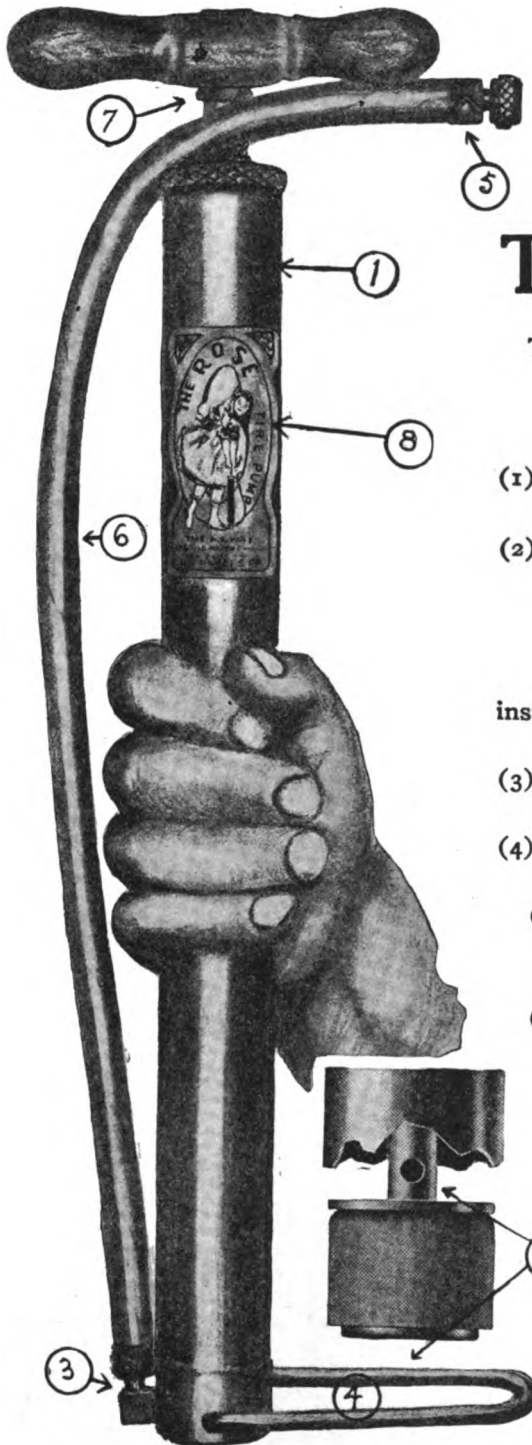
And the third was to add two sturdy lines and to develop a special department in connection with them. He was successful in doing twice the amount of business of any previous March. What about your own opportunities?

Turn Your Advantages Into Cash

Every man in business has some special advantages which he can turn into cash advantage if he is alert. Lack of alertness is sometimes plain laziness. Then when you have made up your mind to make the most of your advantages, make out a list of your disadvantages, and take them one by one and inspect them on every side. You will soon discover that you can cash in on every one of them if you handle the situation in the right way. Many a man has gotten rich out of his disadvantages.

The Midland Hardware Co. has taken over the interests of the Ryniker-Winter Hardware Co., at Billings, Montana. The new firm moved to a new location in an especially constructed building last month.

The Pioneer Mercantile Co., of Bakersfield, have just opened a branch at Taft, California, with a full line of hardware, paints, oils, varnishes, auto supplies, etc.



Over 1,500,000
satisfied users of

ROSE TIRE PUMPS

The reason is the unsurpassed
quality and correctness
of design

- (1) Seamless steel barrel, polished inside, baked enamel outside.
- (2) Patent valve, admitting the air thru the center of the rod and not around the leather. The leather valve is not disturbed and the compression starts the instant the downward pressure on the handle takes place.
- (3) New steel base permitting the hose to run alongside the barrel.
- (4) Steel stirrup folds alongside barrel.
- (5) Steel hose band, no bolt, permitting of the connection being made in close places.
- (6) 5-ply hose with pure para-rubber inner wall.
- (7) Locking nut for handle. Loosen nut, remove handle by spinning backward.
- (8) Your protection. The insignia of Tire Pump perfection.

Manufactured and Guaranteed
by

J. H. Haney & Company
Hastings, Nebr.



A DISPLAY THAT MADE SALES

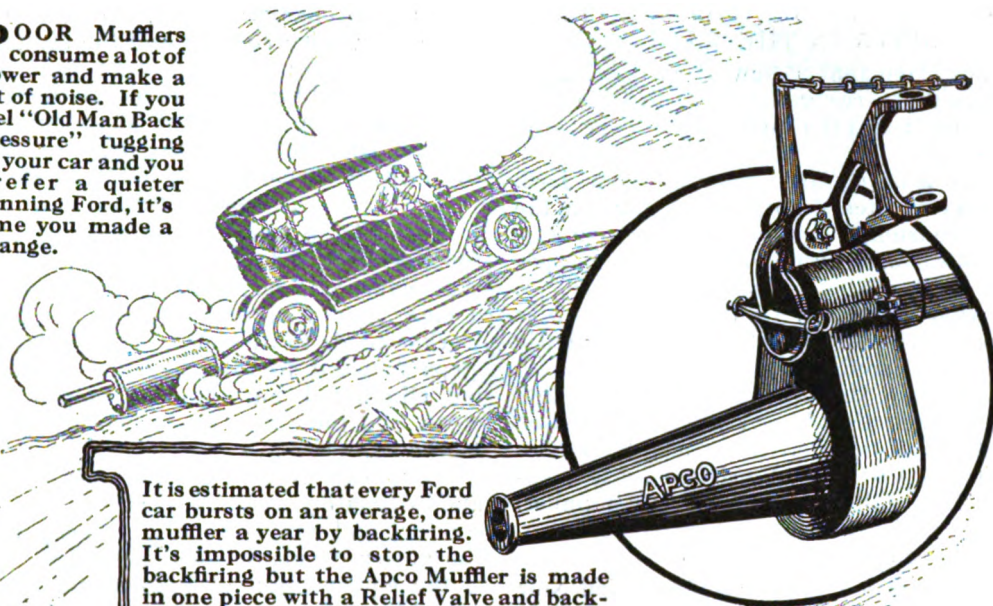
This attractive sales window of the Boeske-Dawe Company proved to be a splendid trade bringer. Although high, the window was used some time ago, even now people occasionally refer to it, mentioning some of the goods that were displayed.

One particular instance is mentioned by Mr. Kittler, the window trimmer. A family were touring the West and happened to be in Santa Barbara at the time this display was in the window. Their home was 1500 miles distant, but only recently a lady returned to the store, stating she did not remember the name of the firm, but did recall the location on the street, and as she was very fond of outdoor life, purchased some of the goods which had been displayed

months previously, as well as bought quite a number of other articles from the regular stock for household use.

Twenty-four feet of scenery were used as a background and the water painted in the scenery was connected with an actual stream of running water through the use of two tanks eight feet high and thirty-six inches wide. Centrifugal pumps operated by an electric motor used the water over and over again. Actual dirt, ferns and pebbles were used in the fore part of the window over which the water trickled and trout "negotiated" the riffles over the pebbles. It was no unusual thing for the street to be blocked with people six or eight feet deep to view the window. The fishing tackle sales of the Boeske-Dawe Company was more than double that of the year previous.

POOR Mufflers consume a lot of power and make a lot of noise. If you feel "Old Man Back Pressure" tugging at your car and you prefer a quieter running Ford, it's time you made a change.



It is estimated that every Ford car bursts on an average, one muffler a year by backfiring. It's impossible to stop the backfiring but the Apco Muffler is made in one piece with a Relief Valve and back-firing means nothing in its young life.



Muffler

It is scientifically designed and does not attain its wonderful silence at the expense of back pressure, so common to many mufflers, and there are no small parts to work loose and rattle. The Testing and Safety Valve is a big feature and the double springs keep it shut tight when not in use. A five minute job to install and a source of satisfaction for the life of the car.

\$5.00

We almost forgot to mention that a Ford Car equipped with the Apco Muffler sounds like a Stutz, with the Testing Valve open, especially on a hill.

APCO MANUFACTURING CO.
Providence, U. S. A.

Please send me an Apco Muffler through the nearest jobber with the understanding that I can return it and get full credit within thirty days if it is not all you claim for it.

(If you are a dealer give us your jobbers name, if an owner, send us five dollars with your order—you can have it back if you want it.)

Name.....
Address.....
Jobbers Name.....
Closed.....for.....



ARE you sure she's hitting on all four? The Testing Valve on the Apco Muffler will tell you before you leave the garage and it will also help you locate the missing cylinder. Get a good start—let the other fellow guess.

ELECTRICAL SALES LARGEST PER CAPITA IN THE WEST

It is not often that a New York publication can be brought to recognize that "lit'l ole New Yawk" does not take precedence over anything west of it.

But here is an instance when the New York Tribune has awakened to the fact that in the matter of consumption of electricity, one far-Western state uses thirty times as much per capita as a New Yorker does.

And what is true of California is likewise true in proportion of almost any of the Pacific Coast and intermountain sections.

Here it is, too, that the hardware merchants are alive to the sale of electrical merchandise, and practically every hardware merchant handles electrical goods to a greater or less extent, and 1920 will see an increasing number.

But here is the confession referred to:

Our Backwoods Town

A highly civilized spot we self-satisfied New Yorkers take our town to be—the last word in comfort and convenience and luxury. Think of the poor yaps by country cross-roads who have to get their water from a pump and fuss with a kerosene lamp! What backward folk! How can they exist?

Nevertheless, comfort and convenience are wholly relative terms, it behooves us to remember. And New Yorkers should not be quite as proud and pleased as they are. They lead a very comfortable life in some respects; in others they are far behind.

Take any of the Western states, like California, for example, where electricity is not a semi-luxury as in New York, but an accepted part of everybody's home-living and home-making.

West Uses 30 Times as Much Electricity as East

The annual consumption of electricity in New York per capita is \$1.14. The consumption in California was \$30 three years ago, and is now estimated to be over \$40.

That expresses mathematically a difference in comfort. The California home uses thirty times as much electricity as the New York home; and, in one important respect, is about thirty times as convenient.

Hardware Merchants Should Not Neglect This

All know the convenience of electric lighting—you press a button and the light is on. There is no filling of a lamp, no lighting of a match, no dirt, no smell. We should feel that we were going back a hundred years if forced to use candles.

Yet the coal stove belongs with the candle period, whether for heating or for cooking—so a pitying Westerner will tell you. Lighting has run ahead of general heating; but the electric pad—shades of the old warming pan!—and the room heater are already practical and marvelously convenient appliances.

And the electric toaster, the electric vacuum cleaner, the electric iron and the electric motor for the sewing machine—who that has ever used one would go back to old methods without a feeling akin to that of abandoning, let us say, an automobile for a buggy, or giving up the central furnace for a batch of stoves?

A Growing Demand

There is an especial and growing need now for the electric household appliance—a need that makes its service an essential comfort, not a mere luxury or convenience. As the house-worker tends to disappear, the electric servant steps forward to take her place. Hands are not eliminated, but they are helped and kept clean, and their time of service is reduced to a minimum.

How can New Yorkers hope to progress and ultimately come abreast of the West in comfort and convenience? A cheap rate from the power companies is one answer. Another is the construction of houses and apartments with the proper wiring for electric service.

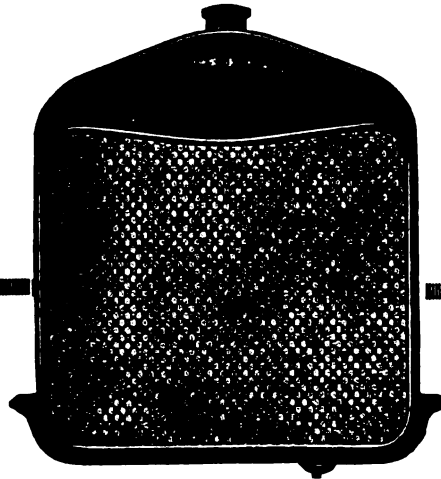
New York City is only 10 per cent wired, it is estimated. Nor is new construction wired as completely as it should be. Here is a point for the intelligent landlord and the discerning tenant—at least for the latter—as soon as tenants are again permitted to discern or do anything except pay more and more rent.

The increased cost is small. In new construction complete wiring with base plugs, wherever full electric service demands them, adds only one-fiftieth of one per cent to the total construction cost. In normal times such installation is bound to be demanded and bound to pay. The builders with foresight have already taken notice. If there are enough of them another decade may see the New York home as comfortable and convenient as the California! And think of the public and private gains of home-saving, of preserving an institution concerning whose future there is anxiety!

GARAGE TYPE TOOL CHESTS

A full line of tool chests and cases made by the Union Tool Chest Co., at Rochester, New York, are specially designed for automobile and truck mechanics and owners. A customer of yours who knows a good tool, takes pride in keeping up his collection, will also realize the value of a chest, which is constructed especially for the use and preservation of good tools. He will realize that it is economy to house these tools in a standard and well built chest.

A special garage chest of only 20 inches will contain all the tools necessary for the repair and maintenance of machines. It is conveniently arranged with two small top drawers, for the smaller instruments, and larger drawers below for the larger tools. The company also makes 16 and 19-inch chests in both oak and leather for general mechanics' tools. Besides its Rochester factory it has branch offices in New York, San Francisco and Chicago. They guarantee to return every cent of money paid for a chest that does not meet with entire approval in every respect.



No. 11

PEERLESS RADIATOR

Fits 1917 and later model
Ford cars. Also adaptable to
Ford one-ton Truck.

This GUARANTEED RADIATOR is equipped
with the indestructible Peerless Honeycomb Core,
that is so efficient for the cooling of Ford engines.

PRACTICALLY FREEZE AND BOIL-PROOF

All parts coming in contact with water are of
durable brass. Radiator shell finished with two
heavy coats of black Japan; also nickel-finish.
Brass core in gray.

Ask your jobber about PEERLESS PROD-
UCTS FOR FORD CARS: Radiators, hoods, radi-
ator and hood combinations, fenders, tool boxes—
or write Dept. 14 for complete catalogue.

"Peerless Products Produce Profits"

The Corcoran Mfg. Co.

SECTION AVENUE NORWOOD
CINCINNATI

THE LAW ON PROFITEERING, ETC.

(Copyright by Elton J. Buckley.)

It has occurred to me that perhaps the readers of these articles, which include business men in every known line, would be interested in knowing what the law is on the subjects which are now being so loudly discussed all over the United States, viz.: hoarding, profiteering and the high cost of living generally. The newspapers are publishing reams of wild talk from themselves and everybody else, most of which is based on a total misconception of the law, and what can be done along those lines under the law. I have not seen any real presentation of the law anywhere.

First consider the Lever Act, which one sees mentioned frequently. The Lever Act was passed primarily to conserve food products and other war necessities, and covers only foods, feeds, fuel oil, natural gas, fertilizer and materials for same, tools, equipment and equipment to produce them. The great mass of products outside of those named were not subject to the Lever Act at all.

The Lever Act was a war act, which will die as soon as the treaty of peace is signed. It prohibits destroying necessities to enhance the price or restrict the supply, allowing deterioration for the same purpose, prohibits hoarding, monopolizing, engaging in unfair practices, conspiring to limit production, transportation, distribution, or to raise prices.

Under the Lever Act, or under the common law, the hoarding of food products to enhance the price is unlawful. I don't mean that John Smith, owner of fifty tubs of lard, couldn't hoard it—he could do more; he could destroy it. There is no hoarding unless it materially affects the general situation. Putting food in cold storage for the coming scarce season is not hoarding.

There is nothing in the Lever Act which gives anybody any right even in war time to fix the profit a merchant shall make on the products covered by it, and the Government officials admit that now, though they did not at first. During the war they controlled prices and profits by licensing large jobbers who sold retailers (they could not license the retailers themselves unless they did over \$100,000 yearly). Then if a small unlicensed retailer sold at prices which the Food Administration thought excessive, they got after him through the licensed jobber who sold him. The jobber was told to cut him off or lose his license. I have always believed this to be illegal, but the question was never raised by any of its victims.

I have written the above to show that even under the Lever Act there is no authority which punishes hoarding even of the war necessities covered by it, except under sharp restrictions, and there is no authority at all which prevents "profiteering" or which enables anybody to

fix your profit or mine and compel us to sell at the percentage fixed.

Outside of the products covered by the Lever Act the law is even more impotent, for there is nothing on the subject at all. If a shoe dealer wants to buy shoes at \$6 and sell them at \$26, there is nothing on the statute books to stop him. Otherwise, of course, if he has a monopoly in shoes, or if he combines with his competitors not to sell below \$26.

Nor could there be, in my judgment, any act passed under our constitution, which would allow such profit fixing. The law has always taken the position that the price a man put on something which he owns is his own business, and that if he makes it too high his competitors will cut below it and consumers will not buy of him, thus bringing him down again.

Hundreds of newspapers have been predicting that the Government would get after dealers or manufacturers who were charging excessive prices on shoes, clothing and other things outside of food. It will never be done, I predict, unless the Government can find an unlawful combination somewhere. If I am a dealer in men's clothes I have a right to ask what I please for my stock, and so long as no misrepresentations are used, and the public is free to take it or leave it, nothing can be done.

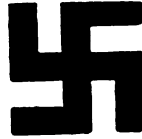
There is very little law having to do with the question of profit. No court has ever said what was a fair profit for selling hardware, or butter, or women's waists. There has never been a law authorizing a court to do so, and for reasons given above, I do not believe there could be.

And as a practical, rather than a legal question, how could there be? Take A, a cash dealer running on very low overhead, with an expense of 7 per cent. Take B, running on 13 per cent, and C, a fancy dealer, giving his customers all sorts of conveniences, running on 30 per cent. How could a law fix a profit for these three dealers, and for a multitude of others whose conditions would differ about as widely? It could not be done. To be sure, the law might base its idea of profit on what C would have to get, but that would be nuts for A and B, who could with that standard exploit themselves as low-profit men in a way highly embarrassing to C. No, I am clear that in the case of individual dealers, not participating in any unlawful combination or monopoly, their conscience is the only possible restriction upon their profits.

The law has always looked differently on goods which are necessities of life than on articles like diamonds or finery, for obvious reasons. But even with necessities, and even in war time, the law has never, except very indirectly, tried to fix dealers' profits or even to influence them, except by moral suasion. Members of labor unions can combine to fix their prices, but dealers cannot. If they all, without

THE BUFFUM TOOL CO.

LOUISIANA, MO.



TO MR. BUYER:

1920 CATALOGUE

Owing to conditions beyond our control our proposed issue will not be ready before about March 1st.

Pending this we refer to following new tool sets for your favorable attention through our agents.

Yours sincerely,

FRANK W. BUFFUM, Pres.

	LIST EACH
No. 208-C "Special" Chisel and Punch Set (8 tools).....	\$3.50
No. 394 "Special" Chisel and Punch Set (12 tools).....	3.50
No. 285-C "Reliable" Chisel Set (8 tools)	2.50
No. 313 "Special" Auto Punch Set (7 tools).....	3.00
No. 313½ "Reliable" Auto Punch Set (7 tools)	2.75

Furnished with a Canvas Roll

AJAX AUTO TOOL KIT

in a Canvas Roll, Consisting of

1/12 doz. No. 1018 Hammer, No. 2324 Wrench, No. 2015 Driver	LIST PRICE \$4.50
1/12 doz. Eng. Wrenches Ea. No. 2250-51-52, No. 1902 Cotter Pin Tool	
1/12 doz. No. 2377 Plier, No. 572 Hand Punch, No. 24 Cold Chisel	

Write for Discount and Sample Tool Sets

PROMPT SHIPMENTS PROMISED

C. W. GAUSE CO., Western Sales Agents
693 Mission Street, San Francisco, Cal.

combination, take advantage of an obvious opportunity to raise prices, they are immune from anything like legal punishment, as far as I can see.

I feel like saying that everything said above applies equally well to rent profiteering, as it is called. All over the country threats have gone up as to what was going to be done to the man who raised rents. But have you seen even one case brought? No, and you will not. A man's real estate is his own and he can put whatever price on its use that he likes. The fact that it may be the only vacant house in town is a mere detail. Nobody can fix his price for him under either present or future law.

HARDWARE POET

The following verses were composed by George Young, manager of the paint department for the Marshall-Wells Hardware Co., in honor of the recent banquet liberally tendered by the jobbers of Portland, Oregon, to the delegates at the recent convention of the Oregon Retail Hardware Association:

1910

Sing a song of banquets,
Dealers full of rye.
Four and twenty jobbers soaked to the eye;
When the meal was over
The fellows all were sore,
Cause they got but twenty drinks
Instead of forty-four.

1920

Sing a song of banquets,
The nation's all gone dry.
Everywhere you go, you hear the dealers sigh;
But the thing they sigh for
Is not what you surmise—
What they want above all else
Is just plain merchandise.

—By George H. Young.

HOLLEY-MASON FEASTS DELEGATES

Among the features of the recent convention of the Pacific Northwest Hardware Association at Spokane, was the entertainment furnished to the visiting merchants by the Holley Mason Hardware Co.

One of the mornings of the convention when no regular session was scheduled, all visiting merchants were invited to the quarters of the Holley Mason Hardware Co. An open reception was held, the company salesmen taking the dealers from their respective territories through the plant. Refreshments were served and dancing relieved the usual tone of the big warehouse and display room.

The Spokane Stove & Furnace Repair Works have announced to the trade that they have added a foundry to their establishment, and their plant is now equipped with every modern device and is under the supervision of an experienced foreman.

Besides stove accessories they can furnish general castings at a lower price and with increased service efficiency.

KEEPING YOUR EARS TO THE GROUND

This adage is as much for the hardware man as for the farmer. No Rip Van Winkle sleep for the hardware dealer! He must have his ears to the ground! He must be responsive to the hardware needs and changing desires of the public! He must feel the public pulse often! He must cultivate that mysterious sixth sense, the business sense that anticipates the desires and tastes of patrons; he must be a business-anticipator, a desire road-smoother.

Avoid two extremes; there is the extreme of the man whom the salesman readily loads up with an overstock of everything new under the sun—the very word, "new," is a lure to him.

Sometimes the sheriff must of necessity take a hand in the unloading. Then there is the fellow who shies out from everything new as a skittish colt shies out from a newspaper. But this is anticipating the sun; it refers rather to business weather prophets—may they prophesy truly and reap abundantly.

When the business sun does shine resplendently upon one article, give it time, thought and display. I am a trout angler; worms are anathema to me when the trout call for salmon eggs, and nothing else; salmon eggs are forgotten when they seem to have a natural craving for artificial flies. I cater to the appetite and tastes of the trout. Same rule applies to business!

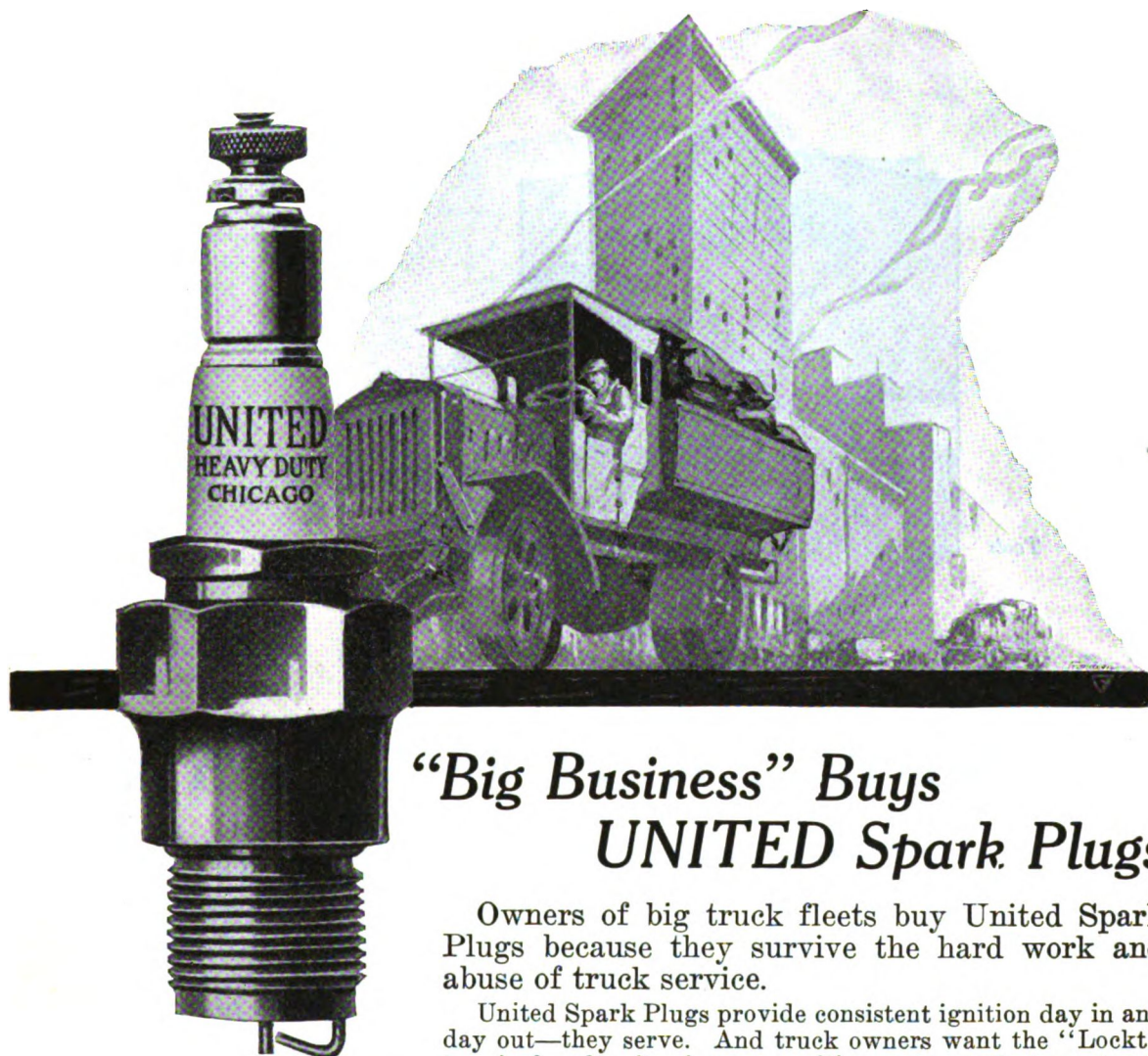
Close a sale while the patron is interested. He may say, "Well, I think I will wait a day or two before I decide." Forty things may happen—yes, forty-two things—in the next day or two to prevent the consummation of that sale.

If you can conscientiously press the sale, if you really believe it would be to his interest to make the purchase, marshal all your tact, courtesy and knowledge—both of human nature and of goods—to close the deal.

On the other hand never urge a man to purchase what he does not need and should not buy—such purchases are often business boomerangs. Better lose a sale than to lose a business friend and future patron.

The transient in your store today may never return. Has he a need today? Be a discoverer—discover, and supply his need. Make your hay, now, ere he flit elsewhere, for he may be some business bird of passage, who flits here and there, with no business abiding place. After all, this is a sunshiny day. Let us make good, wholesome, sweet business hay today.

When the addition to the O. S. Stapley Hardware Co. building at Mesa, Arizona, is completed, this firm will have one of the largest and best equipped hardware stores in the Southwest. The contract calls for a \$20,000 building to house the business of this progressive concern.



“Big Business” Buys UNITED Spark Plugs

Owners of big truck fleets buy United Spark Plugs because they survive the hard work and abuse of truck service.

United Spark Plugs provide consistent ignition day in and day out—they serve. And truck owners want the “Lockt” terminal—for it gives a positive contact that no truck vibration can loosen.

There are many repeat orders of United Spark Plugs—“Big Business” buys them again and again.

United Spark Plugs are guaranteed—and you make a liberal profit on each sale.



**Made for a Purpose—
Consistent Ignition**

Heavy Duty, \$1.00 } RETAIL PRICE { Junior Type, 75c
for Trucks and Tractors } for Passenger Cars

Ask Your Jobber for the Plug in the Yellow Checkerboard Box

United Manufacturing & Distributing Company

Lake Shore Drive and Ohio Street, Chicago, Illinois

Pacific Coast Representative
A. C. RIDDELL
Marvin Bldg., San Francisco, Calif.
Higgins Bldg., Los Angeles, Calif.

Southern Representative
BLOCK AUTOMOTIVE CO.
Charlotte, North Carolina

UNITED SPARK PLUGS

WINCHESTER

Tools



NEW PRODUCTS AND

FOR fifty-three years the Winchester Repeating Arms Company has made and marketed guns and ammunition.

During this half century the Winchester Company has endeavored sincerely to give every customer, large or small, the finest merchandise it could make.

And it has tried to deal fairly in all ways with every patron.

Winchester now enters two new fields of effort:

First: The making and marketing of Winchester Cutlery, Tools, Fishing Tackle, Skates, Flashlights and other new products.

Second: The operation of Winchester Retail Hardware and Sporting Goods Stores and the selling of Winchester products through selected dealers.

We believe that the manufacturing personality which has built world-wide respect for Winchester Guns and Ammunition will produce a character in Cutlery, Tools, Fishing Tackle, etc., that has not been offered the public heretofore.



Cutlery

RETAIL STORES

And we believe that Winchester organization methods applied to Winchester Stores will develop a retail service unprecedented in the merchandising of hardware and sporting goods.

This new Winchester plan is one of the largest undertakings in the history of American business. Its object is economic: To manufacture hardware and sporting goods in volume and fully up to the finest traditions of Winchester, and deliver them to the consumer at the lowest possible cost.

We hope and believe that this plan will benefit the American public; likewise all of our competitors.

Signs reading "THE WINCHESTER STORE" are appearing on leading retail hardware and sporting goods stores. This sign will be found to stand for the same sincerity which for half a century has enriched the name Winchester throughout the world.

WINCHESTER REPEATING ARMS COMPANY
New Haven, Conn., U. S. A.

WINCHESTER

REIERSON NEW U. M. C. PRESIDENT

At a meeting of the directors of The Remington Arms Union Metallic Cartridge Company, Inc., recently, Charles L. Reiersen was elected president to succeed H. S. Kimball, resigned. Mr. Reiersen has been first vice-president for several years and for a number of years has been connected with the Remington organization. He is one of the most widely known men in the hardware and sporting goods field. According to the announcement of Samuel F. Pryor, chairman of the managing committee, Mr. Reiersen's promotion is a reward due him for his years of service and his ability to handle big affairs.

INDUSTRIAL DIRECTOR NOW WITH GENCO

The Industrial Cooperation Committee of the American Hardware Manufacturers' Association announces that Mr. H. P. Robinson has resigned as director, to take effect January 15th, 1920, in order to accept a position with the Geneva Cutlery Corporation of Geneva, New York. Mr. Robinson carries with him to his new field of activity the cordial good wishes of the committee and, we feel sure, of the many manufacturers with whom he has come in contact, both in his connection with the Cooperation Committee and in his work in Washington with the Hardware Manufacturers' Organization for War Service.

The committee has been fortunate in obtaining Mr. Samuel W. Mifflin to succeed Mr. Robinson as director. Mr. Mifflin is a graduate of Harvard University, class 1901. He was connected for an extended period with the Emergency Fleet Corporation. He is a member of the Bar in Pennsylvania, has practiced law and has had in addition a varied business experience.

A FEW TRIALS AND TRIBULATIONS OF A BUSY HARDWARE SALESMAN UP TO DATE

It's HARD to WARE your brains away—

On NUT-ty problems every day,

On customers who AUTO buy—

SUPPLIES, no matter if they're high,
You PLUG away and WASTE your time—

To keep the SPARK of life in line,
You BOLT your lunch, and hurry back—

To find a maiden wants a TACK—

To NAIL a picture on her wall,

And says good bye, Sir, that is all.

You climb a LADDER to the top—

And then your patron says, Oh! stop,
That's not the TOOL I want today—

Excuse me, Sir, I meant to say—

I want a thing to bore a hole,

A GIMLET for the poor old soul.

Another comes with a tale of woe—

And claims her CHOPPER will not go,

A little SCREW is all she needs —

That satisfies, and home she speeds.

The next a Painter with a PAIL—

Says, have you PLASTER here for sale?

You take his PAIL, and down you go—

To cellar, where you stub your toe,
Come back with clothes as white as snow.

Before you have the time to BRUSH—
The next is always in a rush.

An order comes, that bends your back—

A hundred pounds of LIME in sack.

Next a Carpenter makes a call—

And wants a PUNCH, but means an AWL.

A maiden enters, and she brings—

Knotted cords, and knotted strings.

To measure for a POLE and RINGS.

And so it goes, it's very PLANE—

You've done your BIT—next day's the same.

—REEGTERHYMER.

APCO OPENS COAST BRANCH

The Apco Manufacturing Company of Providence have just announced the opening of a Coast branch at 451 O'Farrell Street, San Francisco. This branch will be in charge of C. G. Dippel, for a number of years with Chanslor & Lyons, and later in the capacity of branch manager for the M. & M. Company of Cleveland.

NEW KANSAS CITY OFFICERS

After a banner year in which 15 new members have joined the roll the Kansas City Hardware Club has just elected the following officers: J. H. Kenison, president; T. V. Weinholdt, vice president; John C. Long, secretary; F. A. Ellfeldt, treasurer.

The majority of the members of the club belong to the Western Association, which just held one of the best conventions in its history. The meetings were held at the Century Theater and there was only standing room left after the meeting was under way. The club went to St. Joseph in a body to attend the convention of the Missouri Hardware Association the middle of February.

NEW ACORN OFFICERS

At the meeting of the Board of Directors of Rathbone, Sard & Co. late in January, the following new officers were elected for 1920: Russell E. Sard, president; John D. Green, vice president; Arthur M. Blanchard, vice president and secretary; Sidney H. Kent, treasurer; William E. Palmer, assistant secretary.

Mr. Green has been connected with the trade for twenty-five years, and has been identified with the Detroit Stove Works for eight years. The other officers have long been distinguished Acorn boosters. Under their able guidance nothing but success can come to the Rathbone Sard Co. for the coming year.

PASSING OF NORTHWEST PIONEER

The northwest hardware trade lost one of its pioneers and Waitsburg, Washington, mourns perhaps the dean of its hardware fraternity, in the passing of L. H. Macomber last month. Mr. Macomber's death came as the result of a paralytic stroke combined with hardening of the arteries, and he was 72 years of age.

Originally from New York state he worked out into the middle west, and first entered Oregon in 1887, where he went into partnership with E. W. McCann. Mr. McCann has been his close friend ever since, and has survived him on his ranch at Rice, Washington, where he is raising Guernsey cows. For thirty years Mr. Macomber has been in the retail hardware business at Waitsburg, half of which time his partner was Mr. McCann. Mr. Macomber was a leader in his community and served on the City Council as Mayor and Councilman for 12 years.

BERGER CATALOG FOR EVERY USER

Upon an inspection of the new 200-page catalog of the Berger Mfg. Co., we can not but wonder at the desire of the company to have one of these catalogs in the hands of every dealer handling Berger goods in the United States.

Although in former years it has been the policy of the company to furnish a discount sheet applying to every catalog, under present conditions, due to constant changes in price, it is impossible to make up a list of discounts that would hold for every length of time. The company will be pleased to quote prices on anything in their line upon receipt of specifications.

Pictured and described in the catalog is every item in the Berger extensive line of metal plates and sheets, together with roofing material, metal lathes, stove pipe fittings and tools. Upon application to the Berger Mfg. Co., 229-237 Arch St., Philadelphia, this catalog No. 9 will be gladly sent to any dealer upon request.

Only Our Output Can Limit Your Sales of AC's

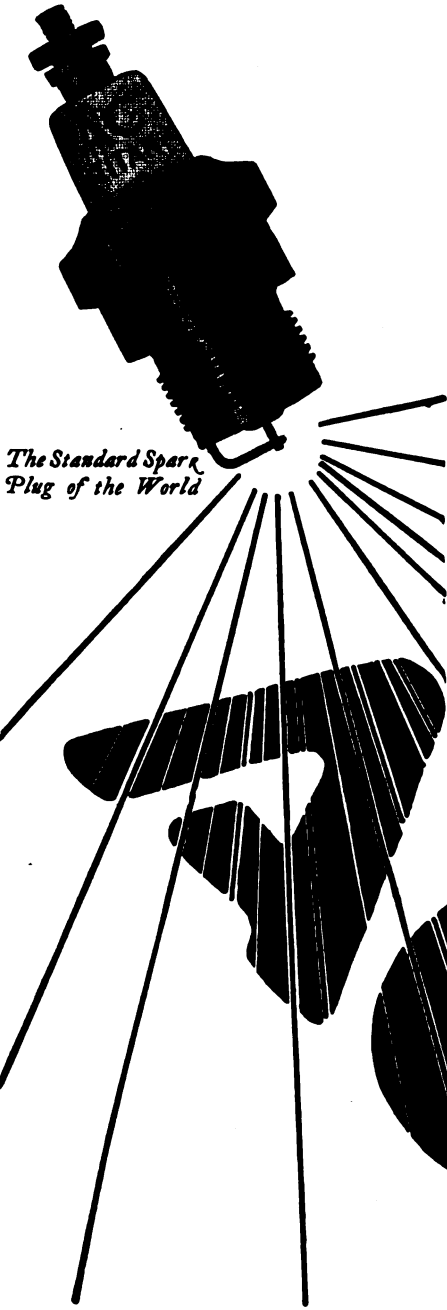
As long as we continue to manufacture more and more spark plugs each year, and as long as AC Spark Plugs continue to merit the pronounced preference as original equipment that they now enjoy, dealers stocking the AC line can be sure that their sales and profits will increase in proportion to our production.

The demand for AC's is tremendous and growing daily, due to the unfailing service that they give and to our policy of stimulating their sale through a widespread and consistent advertising campaign.

Concentrate on the complete AC line for a profitable, permanent and growing business of quick turnovers and customer good will. Dealer information sent on request.

Champion Ignition Company
FLINT, Michigan

U. S. Pat. No. 1,135,727, April 13, 1915
U. S. Pat. No. 1,216,139, Feb. 13, 1917. Other Patents Pending



"TEACHING DAD"

(By L. J. Banks)

Dad used to say old-fashioned hogs were good enough for him,
Why pay a lot of extra cash to get a name thrown in?
He bought a saw-toothed razor-back with flattened, turned-up toes;
With all the curl out of his tail, and with a Roman nose.

This hog was built for climbing trees, could outrun all the steers;
His ears were big and lopped and thick; his eyes were full of tears;
His sides looked like a picket fence; his knees were wearing thin;
His front legs bent together close to keep his lungs tucked in.

His front and hind legs didn't match; he slanted like a roof;
His ham looked like a frying-pan that ended with a hoof;
His hair was coarse and thin and long, where lice hatched, lived and died;
They had to work themselves to death at cutting through his hide.

Well he ate corn and fed the lice, but managed to keep thin,
So father said he'd fatten him and then we'd ship him in.
He fed him corn out on the ground—he got what wasn't wasted.
Pa used so much expensive feed the silver must have tasted.

About the time the corn gave out we found h'd changed his diet;
Where all ma's chickens used to me, was feathers now and quiet.
That settled things for ma and pa—she sued him for divorce.
Pa sold the pig for court expense and took to drink, of course.

The butcher tried to kill that hog with only just an axe.
At last they used a gatling gun, if what they say are facts.
They made him into sausage meat, and sold it in our town;
The butcher lost his happy home—the people burnt it down.

About this time the farm adviser organized a club,
To get us boys to raise a hog that wasn't such a scrub.
He taught us how to feed it, too, and made us dip and spray.
He said unless you used your head you couldn't make hogs pay.

We boys were game for anything and gave the thing a try.
We vowed we'd show these scrub hogs up and prove what kind to buy.
Pa laughed at me for thinking I could make a porker pay.
He said experience on the farm beat theory any day.

I figured I'd give both a try and mix them up a bit.
I cleaned and sprayed ma's chicken house—she had no use for it.
And then I bought a pure-bred pig—bid on her at a sale.
She had good bone and silky ears and curlers in her tail.

I fed a balanced ration, made her beat a pound a day.
Dad, he kind of changed his tactics, couldn't think of much to say;

Whistled easy—but I heard him—when we drove her on the scales.
Six months old and weighed two hundred—figures tell no fairy tales.

But I broke another record when I sold her—that won Dad.
Two hundred dollars, with her papers, for a gilt was not so bad.
Pa has changed his way of feeding, has pure-breds instead of scrubs.
Now we own a pure-bred auto, leave the Fords for moss-back dubs.

MONEY MAKES THE BUSINESS GO

Money makes the business go. You have to make a living profit to run a business, otherwise the business soon has you on the run and the sheriff on the job.

Twenty per cent profit on sales: twenty-five per cent business expenses—result, disaster!

"These competitors who sell goods below cost do not trouble me," said a shrewd hardware man; "it is the fellow who can sell lots of goods at a living profit who will be my real competitor."

Never boast of the amount of business done during the day unless you can show profit enough to feed the mare at night.

Money makes the mare go every time you take a cash discount—cash discounts are the easiest money you make. You save a wad of money from one year's end to the other, if you take advantage of all cash discounts.

It takes real money to buy goods for cash, but it makes you a bit careful about over-buying. You say to yourself: "Hold on now, John Smith, remember that cash discount." The old Scotch proverb says: "Many a mickle makes a muckle."

Money makes the mare go when you use it to pay the salary of efficient clerks who will see that the business mare is well groomed and made attractive, and firmly fastened to the public wagon by the traces of courtesy and tact.

You have to hitch up the mare before she can travel. I have noted that the hardware clerk who had rather sell goods than to eat is dead sure to do both.

Any hardware man can pay for space—for black ink and white paper—but when you write an ad it takes real ideas to make the mare go. Do not try to exhaust all the adjectives and superlatives when you write an ad—exhausted readers are the natural result.

There are a lot of folks in the world with plenty of horse sense—hard sense and hard cash—folk who can think for themselves; just give 'em something to think about.

Booth & Herboth are just moving into their new quarters at Marysville, California, where they expect to do an excellent business the coming year.



MOSSBERG

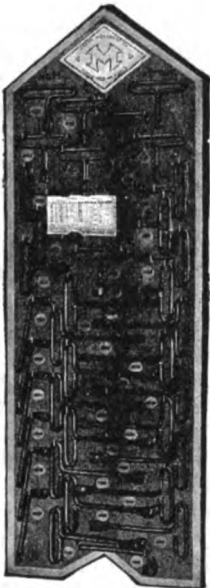
ALL STEEL Wrenches and Tools



A MOSSBERG Wrench for every need; adjustable, open-end, socket wrenches; socket sets (most complete), special wrenches for automobile, truck, tractor and Ford car equipment—A “Mossberg” for every requirement.

Hardware dealers stock the Mossberg line of **all steel** wrenches because the individual wrench or socket is strong and convenient—it is the result of long study of wrench needs. And this one line is so complete that it meets the needs of every customer; and special sets arranged for the garage man, the expert machinist, the motorist, the marine engineer, sell on sight.

Send for catalog and get acquainted with the various styles and finishes of the Mossberg line.



FRANK MOSSBERG CO.

Wrenchsmiths for 20 Years.

LAMB ST., ATTLEBORO, MASS., U. S. A.



IF YOU EVER CLAIM AGAINST A RAILROAD FOR LOST OR DAMAGED GOODS, READ THIS

(Copyright by Elton J. Buckley.)

A case has been brought before the Interstate Commerce Commission at Washington, which if successful, will make a marked change in the method of making claims against railroads for lost or damaged goods.

In the uniform bill of lading, there is a provision that unless claims are presented within six months (or if the claim is for goods not delivered, then within a reasonable time after failure to deliver), they are barred and cannot be presented at all. So far the provision is reasonable, because the railroad has a right to know about the claim while the thing is fresh and when it can prepare its defense if it has one.

But the provision goes further and bars any claim on which suit has not been brought within two years. This would be reasonable, too, if railroads would treat their customers fairly, but they have a practice of keeping a claimant from entering suit by sending him a series of letters, "We are still investigating your claim and will be ready to report on same very shortly," or "We have not yet completed our investigation of your claim, but will report to you promptly upon doing so," etc., etc., so that before the claimant knows it he is past the two-year limit without bringing suit, and the railroad's thumb is at its nose.

The situation was made worse several months ago by two United States Supreme Court decisions that a railroad which had issued a bill of lading with the above provisions in it could not waive it; in other words, it could not legally pay a claim on which suit had not been brought within two years, no matter what it had done to lull the claimant past the date. I wrote an article about those decisions at the time; before that the law had been that a railroad could waive, and that it might be compelled to pay even after the two years had passed.

The case now brought before the Interstate Commerce Commission is to strike out the two-year limitation. It was brought by a Western concern named Jacob E. Decker & Co., and commercial organizations from various sections are asking to intervene. All of these interests take the position expressed in the following, which is an excerpt from the petition of the Merchants' Association of New York:

VI. That it is repugnant to public policy that a carrier may escape its liability by claiming as a bar to recovery, the fact that suit had not been brought within two years, when the carrier had unavoidably or otherwise delayed its investigation beyond the two-year period.

VII. That as claims for loss, damage or injury are now barred if not presented within six months, it would be against public policy, where claims were law-

fully presented, and were under investigation by carrier, to again require that the claimant in order to conserve his interest shall file a suit for recovery of the loss, damage or injury claimed; that such a course of action in view of the dilatory methods employed by the carriers in the adjustment of claims would lead to a multiplicity of suits.

All this controversy would be made unnecessary if freight shippers or receivers whose goods are damaged or lost in transit, would follow the plan I have for years followed in such of these cases as have come to me, viz.: make claim on the railroad as soon as it arises and all the facts are available, giving it a fixed liberal period to settle, then if settlement is not made promptly at that time enter suit, investigation or no investigation. Ordinarily a railroad would be entitled to some time to investigate the claim, if it acted in good faith, intending to make its investigation with all diligence and to pay promptly if it found itself liable.

My experience and observation have convinced me, however, that railroads do not act in good faith, but deliberately delay claims for two selfish reasons: first, in order to get the claimant past the suing date so he will be helpless; and, second, in order to take advantage of the well-known fact that the staler a claim against a railroad gets, the less likely the claimant is to do anything about it. Therefore after the first period allowed for settlement has expired, I promptly issue a writ against the road and push the case as rapidly as possible. It is astonishing how many of these claims are settled as soon as suit is brought—claims that the railroads would still be "investigating" three years after, if they were not pressed, but which they knew (or could have known) that they owed from the very first minute. I earnestly advise every reader hereof who has claims against a railroad to try this plan.

I said a moment ago that my practice was to make the claim as soon as the facts are available. Usually they are available at once. For instance, take a shipment of goods from New York to Norfolk, Va. They turn up badly damaged. The only evidence needed there is the bill of lading, showing the receipt of the goods in good condition. If the damage was due to a latent defect which the railroad could not have seen, you must prove they were in good condition by the testimony of the shipper. This evidence to be followed by evidence that when received they were in bad condition. In other words, you must simply prove that the railroad got the goods in good condition and delivered them in bad, or didn't deliver them at all. This is evidence usually very easy to get, and nine times out of ten the railroad can have no defense to it and you will get judgment.

At the recent annual meeting of Baker, Hamilton Pacific Co., Mortimer Fleishacker was elected to fill the vacancy caused by the death of Jesse W. Lillenthal.

For Fords, Overlands, Studebakers

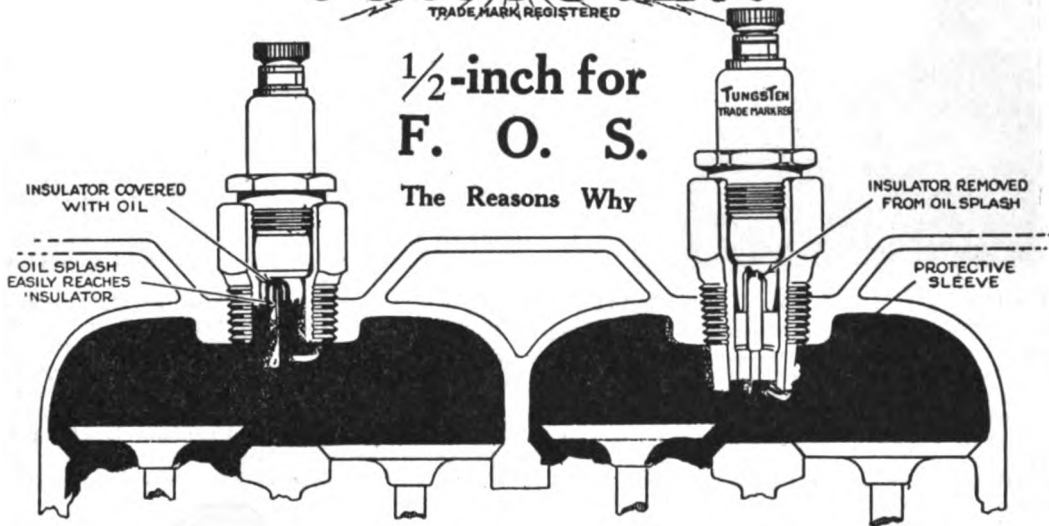
Here's the Answer

TUNGSTEN

TRADE MARK REGISTERED

$\frac{1}{2}$ -inch for
F. O. S.

The Reasons Why



TRY IT at our expense in the worst oil pumping front cylinder you can find

This New Type Tungsten Will Stand More Oil and Carbon Without Shorting Than Any Plug You Have Ever Used and We will Prove It to You.

Attach This To Your Letterhead

DEALER'S COUPON

READ THE COUPON

Tungsten Mfg. Co.,
Marshalltown, Ia.

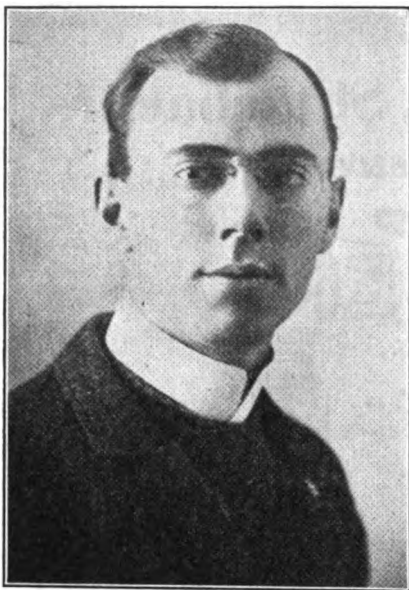
Send us, without obligation, one of your new Tungsten $\frac{1}{2}$ inch Special F. O. S.

Name

Town

State

Tungsten Mfg. Co.
Marshalltown, Iowa



RESIGNATION OF MR. H. J. READ

What has been his dream for some time has become a fact and reality for H. J. Read, general manager of sales of Baker, Hamilton & Pacific Company. Living in the open on the farm has been a temptation to Mr. Read for many years, but his exacting duties and responsibilities have made it impossible for him to make the move.

Now, after 23 years of service in the western trade and having reached the top of the ladder in his chosen work, he leaves his office. Following we reproduce Mr. Read's letter of resignation directed to his big commercial family, as originally published in the "Stilleto," the house organ of the Baker, Hamilton & Pacific Company:

February 11, 1920.

To My Fellow Employees:

After 23 years of service in the employ of Baker & Hamilton and the Baker, Hamilton & Pacific Company, I feel obliged, in the protection of my health, and that I may have time to look after my own private business, to hand our employers my resignation, and have done so, effective on or about March 1.

It affords me great pleasure and unspeakable satisfaction to say that after the long connection I am leaving them with their best wishes. No doubt, if I should elect to do so I could remain with them for many years to come. They have at all times been kind and considerate and made my position as comfortable as possible, but the very character of the work made it a strain from which I feel obliged to be relieved. Therefore, at the end of this month my official relations with you will cease, but may I not hope that our present personal relations may continue?

What small measure of success may have attended my efforts I believe is largely due to your intelligent and conscientious co-operation. I therefore take this means of thanking you for your many, many manifestations of good will.

I have no future plans but I do not expect to meet you as a competitor, rather always as a co-worker, advancing the interests of Baker, Hamilton & Pacific Company.

I most cordially wish you success in your future efforts. Yours sincerely,

H. J. READ.

The sporting goods department of the Palace Hardware & Arms Co., Phoenix, Arizona, has been moved into new quarters, and the business will be conducted along larger lines than ever.

APCO OPENS CHICAGO BRANCH

The Apco Manufacturing Company have announced the opening of a Western branch at 180 North Market St., Chicago, Illinois. This branch will be in charge of W. B. Dean, whose twenty-odd years in the equipment business well qualifies him for this new position. This is the second Apco branch opened this year, the other one being in San Francisco and managed by C. G. Dippel.

STERLING TIRE REPORTS AND PLANS

At a recent special meeting of the stockholders of the Sterling Tire Corporation there was authorized an issue of \$1,000,000 8% Sinking Fund Preferred Stock, \$500,000 of which will be offered for sale for the purpose of supplying additional working capital made necessary by expanding business. Sales for the year 1919 were approximately \$3,300,000.

The directors of the corporation expect a big increase in 1920, as some two and one-half million dollars of business have already been signed up. The organization of the Sterling Tire Corporation has been strengthened by the election as president of A. A. Altshuler, president of the International Fidelity Insurance Company and a director of the Union Trust Company, both of Jersey City.

The Board of Directors also include Frank A. Ball, vice-president of the L. S. Starrett Mfg. Co., the largest manufacturers of machine tools in the country; Walter Bound, vice-president of the Troy Laundry Machinery Co.; J. M. Rector, one of Jersey City's leading and substantial citizens. The remaining directors are all actively and exclusively engaged in the business of the Corporation.



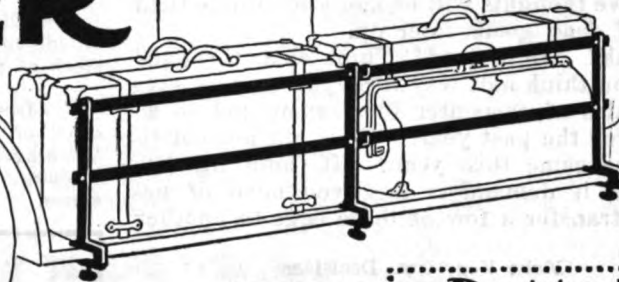
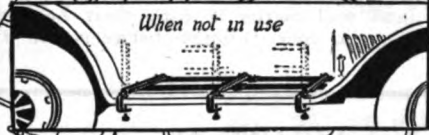
EXPERTS WANT PILLIOD TOOL CASES

Herewith we present reproduction of new Model 70 of the Pilliod Portable Tool Cases built for service by the Pilliod Lumber Co., Swanton, Ohio. Its makers claim for these tool cases that they are the strongest on the market, and over 40,000 are now in use. Every Pilliod Case is absolutely guaranteed to be exactly as represented, and of first class material and workmanship throughout. It is warranted to stand up under ordinary use.

In making these cases the drawer slides are inlaid, insuring a perfectly tight joint. In dovetailing the drawers there is a double lock in front and a half lock in the rear. There are no nails to work loose and come out. A Pilliod drawer has never been known to come apart. The seven drawer case pictured herewith is the same as style 50 and 55 of Pilliod cases. It is especially preferred by those who wish to carry the heavier tools on top.

Special carpenter's portable case No. 70 is also pictured herewith, being built of wood and fibre it is novel in construction and light in design. The price of this case is \$9.50. Any dealer or merchant interested in carrying a modern and approved line of tool cases will do well to communicate with the company direct if information can not be secured through the nearest jobber.

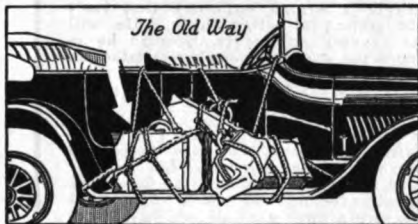
MARQUETTE LUGGAGE CARRIER



**AN ALL-YEAR 'ROUND
SELLER FOR ALL CARS**

**Baggage
out of the way
but safe**

This All Steel Carrier is built for service. It provides liberal storage for baggage on the running board—out of the way, and



safe from loss or damage. Made in two sizes—the smaller size adjustable from 27 inches to four feet, and the larger size from 37 inches to five feet. Folds down

compactly when not in use. Safely and quickly attached without tools. *Fits Any Car.* Does not detract from the appearance of the car. Does not interfere with the comfort of passengers. Strong, neat, and durable.

**SOLD BY JOBBERS EVERYWHERE---IF YOUR JOBBER
CANNOT SUPPLY YOU PROMPTLY WRITE US DIRECT.**

MARQUETTE MANUFACTURING CO., Inc.

SAINT PAUL, MINNESOTA, U. S. A.

WISDOM IN THUS DIVIDING YOUR BUSINESS EGGS

Divide your business eggs—your precious dollars—with care. If you take no pains in the buying you will surely have pains in the selling.

Better take pains in the beginning—are not growing pains rather to be chosen than dying pains?

Do not be too chary of brain perspiration, a few live thoughts will be more profitable than a lot of dead goods later on.

Think! Think hard! Think clear through!

If you think half way through you may say: "My sales of carpenter tools amounted to so much for the past year." Yes, but are conditions the same this year? If building has dropped, if demand is less, you must of necessity transfer a few of those eggs to another basket.

Make Your Own Decisions

There are hardware buyers and there are hardware leaners. A real, dyed-in-the-wool hardware man makes his own decisions, but a hardware-leaner practically leans hard upon the salesman and says: "Please make all my decisions for me."

There are salesmen—thank the Lord!—who would do their best for a patron, even if they never made money enough to purchase a Ford and an extra shirt, but your knowledge of your field and its needs should exceed that of any salesman.

He is looking at the business map in the large; you have your own small section for intensive study and cultivation.

You know the size of your bank account. You have a good idea, both of the size of your patrons' purses and the extent of their needs.

Get busy studying your field! Bring on the baskets and divide the eggs with care! Use common sense! The bottom of the strongest basket may drop out if we overload it! Business eggs are valuable nowadays!

ATKINS NEW NO. 18 CATALOG

Covering 264 pages descriptive of every item in the extensive line of E. C. Atkins & Co., including the famous Silver Steel Saws, new catalog No. 18 has just been issued by the company.

In these books can be found in words of the company "A perfect saw for every purpose," as well as a better machine knife or tool for every saw mill used.

The catalog has been bound both De Luxe and with a Sunburst cover and ooze leather. Any merchant interested in or handling the Atkins line, who has not a catalog, may receive one through his jobber, through this office, or by applying directly to the advertising and sales promotion department of the E. C. Atkins Co., Indianapolis, Indiana.

Columbia Mfg. Co., Belleville, Illinois, have just issued their grinder book No. 26, covering grinders, buffers, countershafts, and presses for the heavy hardware, mill supply and auto trade. Copies will be gladly forwarded upon application from the main office.

LOSS OF L. M. BUSHNELL

It is with the deepest sorrow and regret that we pass along to the trade the announcement of the death of Lemuel M. Bushnell, formerly president of Vaughan & Bushnell Mfg. Co., Chicago, Illinois.

Mr. Bushnell was closely associated with this large manufacturing concern for forty-two years, retiring from the presidency and from active business life six years ago. His sterling character in business and private life drew to him the admiration and love of a host of friends and associates, who join **HARDWARE WORLD** in mourning his loss.

The Boyle Scanlon Hardware Co. has filed articles of incorporation at Pocatello, Idaho, with a capital stock of \$50,000.

Anderson & Bohck have purchased the furniture stock of their neighbor, H. R. Merchant, at Asotin, Washington, and will merge it with their hardware business, cutting a door through between the two stores.

AS LONG AS "MONEY TALKS" and QUALITY SELLS

there'll be satisfied users and new prospects for Gem Razors and Blades

Selling Safety Razors is a whole lot like selling real estate—you have to chase up your prospects and convince them that your product is right, all the way through. Shaving, like other personal matters, is something that many men permit to go along very unsatisfactorily, simply because they think it is a necessary evil that has been wished onto the male sex.

However, there isn't a man anywhere that isn't really interested in getting a better shave. He will listen to your shaving arguments, because he is interested in securing the greatest possible satisfaction and utility out of a razor. He wants, at the same time, to be economical, and get a razor whose upkeep is small, a blade with a long life of usefulness.

Such prospects are found everywhere. To sell them Gem Razors and Blades is easy, because there are millions who testify voluntarily that the GEM is their safety razor, because it leaves the smoothest face, that velvety and fresh after-feeling that men enjoy, and because Gem Razors are always easy to get, both from the standpoint of price and place.

And here's the thing that should interest you: You do make a good profit; you are protecting your own good will; you are building up a profitable accessory business. All you need to do is put the Gem Safety Razor on display and WATCH IT.

If you aren't selling as many Gems as there are prospects for your store, better stock up and take advantage of some deal price, and then follow up the live prospects—there are millions of them.



**GEM
SAFETY RAZOR
CORPORATION
CHICAGO, ILL.**

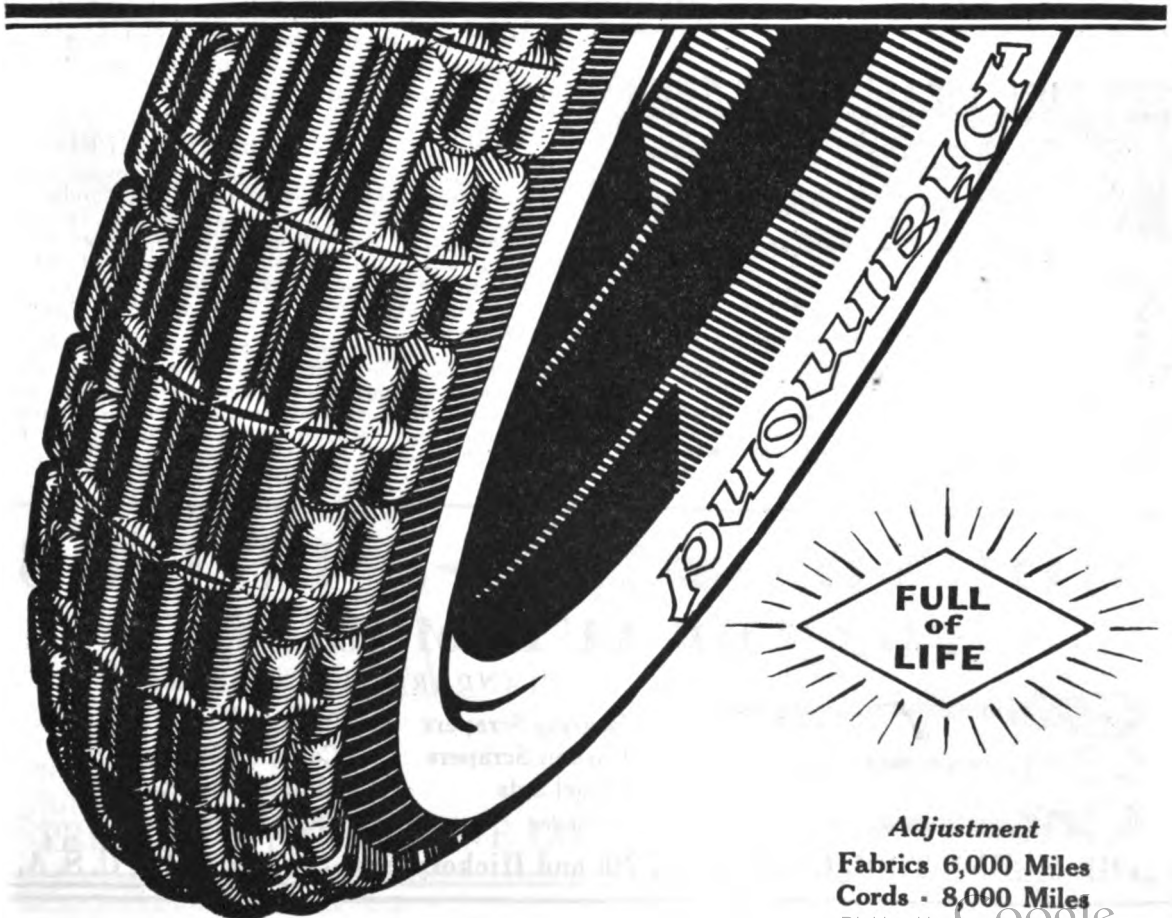
HERE'S the 1920 Diamond. A big, husky, seven bar Tire. It's the best tire Diamond has ever made—and Diamond has *always* made a good tire. Already it has met a ready welcome from tire buyers.

Under the Diamond 1920 proposition YOU, the distributor and YOU, the dealer, are the beneficiaries of one of the broadest and most generous policies ever formulated by a tire manufacturer.

Write today for this new Diamond proposition.

THE DIAMOND RUBBER COMPANY
INCORPORATED
AKRON, OHIO

Diamond TIRES



Adjustment

Fabrics 6,000 Miles

Cords - 8,000 Miles

Digitized by Google



FOR EVERY MOTOR NECESSITY

SEND FOR CATALOG NO. 250

WALDEN-WORCESTER, Inc.
Worcester, Mass.

GET FULL MEASURE OF SPRING WEAR



The far-reaching Guarantee under which
HIGGINS QUALITY SPRINGS
For Replacement

are sold—years of successful usage back of them—the new, improved principle of construction give you positive protection against imperfections—breakage, and bother.

Best for the dealer because they deliver greatest worth in wear to user. Write for Trade Discounts and Big Catalog listing 600 different styles.

HIGGINS SPRING & AXLE CO., Dept. 341, Racine, Wis.

NO BOLT - NO HOLE - NO HUMP - NO JOLT

U. S. GOVERNMENT ADVERTISING

The **HARDWARE WORLD** is one of the very few publications selected by the War Department in which to advertise the surplus supplies of the War Department.

In our February issue a twelve-page advertisement was inserted. In our issue this month an additional list of eight pages is inserted, and an additional list will be released from time to time.

These announcements should be noted with unusual interest by the entire trade.

NOW "GRANDPA" TRITCH

George Tritch, formerly president of the Tritch Hardware Company, of Denver, has been spending the winter in Southern California with Mrs. Tritch, and visiting one of his sons who is making his home there.

As a matter of fact, Mr. Tritch has become so enamored with Southern California during his annual visits that he has purchased a home at South Pasadena and plans to spend at least a part of each year there.

Recently Mr. Tritch has been wearing a smile of large dimensions, and it has not taken one long to ascertain that it is caused by the arrival of the first grandchild, and he vows that the first murmur of the little one sounded more like "grandpa" than anything else.

Under the circumstances Mr. Tritch is doing as well as can be expected and wearing his honors with becoming modesty.

OPEN SEASON FOR SPRINKLERS

The sprinkler makers are in the forefront among manufacturers who are behind with their orders, according to word from the Wills Sprinkler Company, manufacturers of the Wills Scientific Sprinkler, at Los Angeles, Calif. Difficulty in getting material and the increasingly larger volume of orders has sometimes put these manufacturers from 30 to 60 days behind during the last year.

They are looking forward to a banner year during 1920 and under these conditions are getting into shape and making arrangements to make the sprinkler more quickly and more efficiently than in the past. Further information may be obtained from the office and factory at 607 Crocker Street, Los Angeles, Calif.

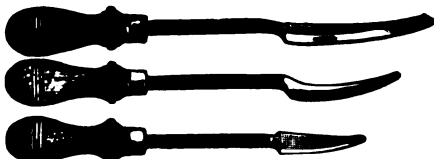
MOUND



TOOLS

FOR THE AUTOMOBILE

STANDARD FOR 20 YEARS



Bearing Scrapers

Carbon Scrapers

Chisel Sets

Send for Catalog

Pry Bars

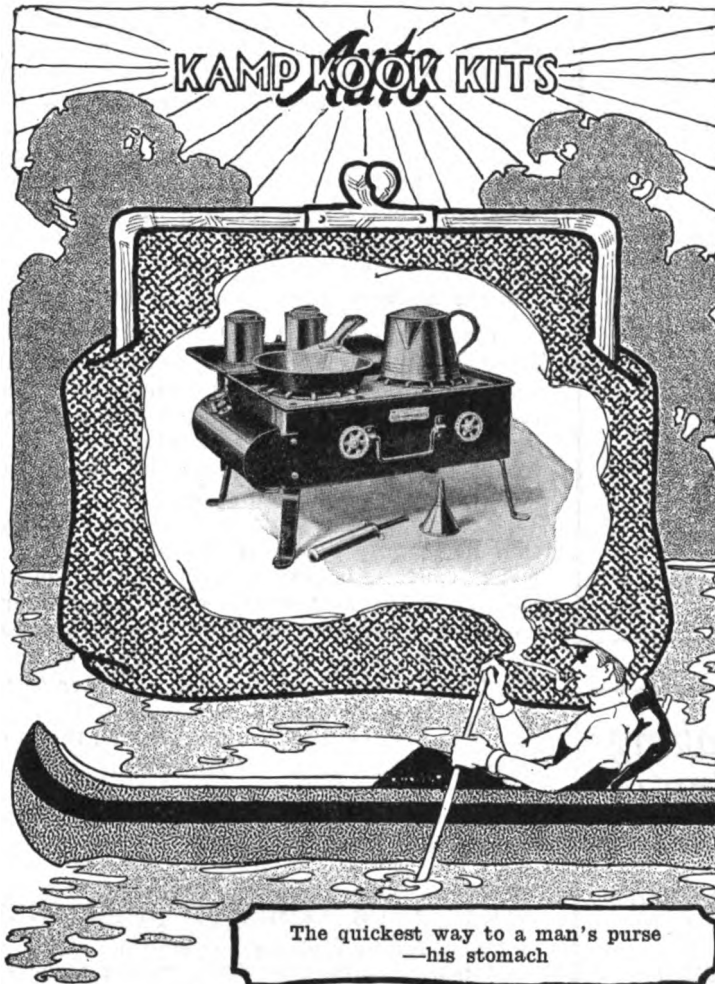
Cotter Pin Extractors

Mound Tool Rolls

Offset Screw Drivers

THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.

KAMP KOOK KITS



The quickest way to a man's purse
—his stomach

A Big Seller this Season---

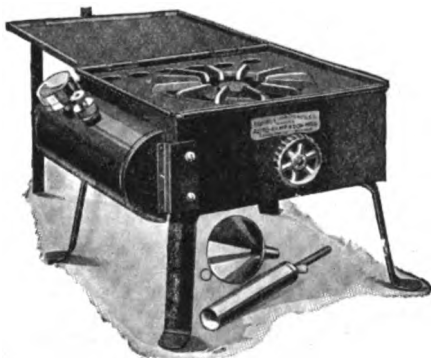
YOU are going to have a big demand for AUTO-KAMP-KOOK KITS this season.

An effective campaign is scheduled for the leading outdoor publications. People are going to come into **your** store and ask to see this little wonder in camp stoves.

Be sure and be prepared to sell a stove that will make meals in the great outdoors a genuine treat without bother and fussing. There is no other camp stove so attractively made, so practical, so complete and compact. No other stove has the patent pressure gauge, a warming plate, the well-made grates, and fine **baked** enamel finish. All the utensils are packed in the stove to prevent them from being lost or separated.

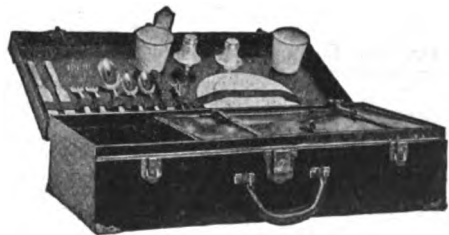
If you are interested in giving your customers the **best**, write or wire for our attractive dealer proposition.

Act Quickly. Order early and be sure of delivery



One-burner Kit

Every auto tourist, camper and hunter really **NEEDS** this handy little stove. When they see it, they **WANT** it.



Four-party Suitcase Outfit

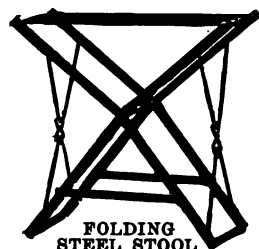
PRENTISS-WABERS STOVE CO., 18 Spring St., Grand, Rapids, Wis.

TWO BOKO PRODUCTS

THAT are going big throughout the entire country.

Boko Products are backed by a strong guarantee. Highest quality of material and workmanship is responsible for their universal popularity.

Dealers are urged to anticipate requirements.



FOLDING
STEEL STOOL

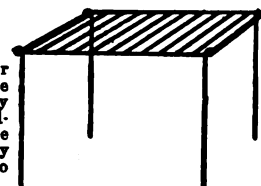
AN excellent grate for cooking over a flame or coals. Made of heavy steel rods electrically welded. When not in use can be folded up. It occupies very little space. Made in two sizes.

No. 1110, 10x14, \$.75

No. 1112, 12x24, \$1.15

WHENEVER an extra seat is needed—in the car or around a camp fire—this strong, durable and comfortable stool is ideal. Folds flat into a space of 7½x10 inches. All steel frame, heavy canvas seat and weighs only two pounds.

No. 1100
List Price \$1.25



FOLDING
CAMP GRATE

Manufactured by
THE DEFIANCE WELDING CO.,
Defiance, Ohio

Sales Management
BAILEY-DRAKE CO., Inc.
1120 Michigan Avenue, Chicago, Illinois

WHY DO FISH SWIM UP STREAM?

Fishing Minus Wading Boots Means Poor Results



Have you ever paused to consider the reason trout anglers wade in the water while casting flies instead of contenting themselves by fishing from some shady neck on the banks of the stream?

For those who haven't, the answer is volunteered by Joe Welsh, of the Pasadena Hardware Co., who is rated as one of the cleverest exponents of the doctrine of the late Sir Izaak Walton.

It is simply this: "The trout sees the angler a long time before the angler sees the trout, as a rule, but the trout is more likely to see the angler if the latter is on the bank of the stream instead of in the water."

Swimming Down Stream With Current Opens Gills

This is explained by reason of the fact that fish swim up stream; that is a habit they have acquired to keep from drowning—oh, yes, a fish can easily drown, if his gills through which he breathes are held open—and when he attempts to swim down stream the water forces his gills open and he can't breathe.

The fly caster always casts up stream, so that he usually drops his fly ahead of the unwary trout. An angler fishing from the bank usually drops in his line without considering where it falls; then again, a fish swimming at an average depth and looking ahead at an upward angle, has lesser volume of water to look through than would be necessary if he looked backward to the distance from which the angler casts his fly.

Now that this intricate point in angling is understood, no one will ever again go fishing without his wading boots.

ATLAS TACK COMPANY REORGANIZED

To enlarge its producing capacity in order to take care properly of the constant increasing business the Atlas Tack Co., at Fairhaven, Mass., has reorganized its business and largely increased its capital.

The new corporation will be known as the Atlas Tack Corporation, although under the same management. The productive capacity of the company will be added to as fast as the necessary facilities can be obtained. The company at the present time is away behind on its orders, and could sell an unlimited demand if facilities were at hand.

BISSELL'S NEW OFFICERS

At the recent annual meeting of the stockholders of the Bissell Carpet Sweeper Company the following officers were elected for the ensuing year: **Mrs. M. R. Bissell**, Chairman of the Board; **F. M. Deane**, President and Treasurer; **T. W. Williams**, Vice President; **Mr. R. Bissell, Jr.**, Vice President; **R. E. Shanahan**, Secretary and General Manager. Directors: **Mrs. M. R. Bissell**, **T. W. Williams**, **F. M. Deane**, **M. R. Bissell, Jr.**, **Irving J. Bissell**, **W. R. Gill** and **R. E. Shanahan**.

The Bissell Company's business for the past year, both foreign and domestic, has been very satisfactory.

**No More Squeaking
Sagging or
Breakage**

**When the
Car is
"Better"
Spring
Equipped**

They Do Stop Breakage

With opening order of twelve "Better" Springs, the above attractive display rack is furnished FREE.

This rack, which is compactly made of iron, displays "Better" Springs to such an advantage that dealer sales are greatly facilitated, as experienced wherever used.

Graphiting between leaves assures a two years' lubricating service. "Better" Springs are guaranteed, without restriction, for 1 year against sagging and breakage. Do not squeak or sag and match any other springs on car in load depression.

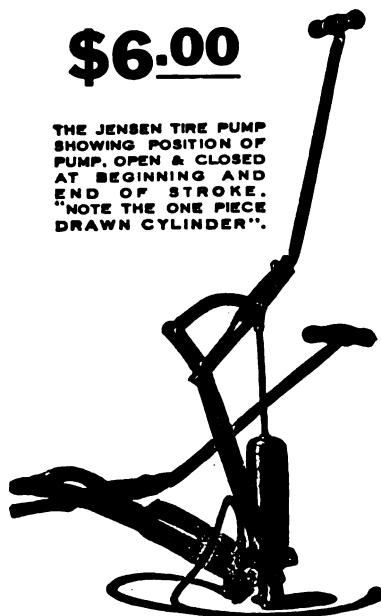
Write for Nearest Jobber's Address

NEW ERA SPRING & SPECIALTY CO.
1196 HAMILTON AVE., GRAND RAPIDS, MICH.

This is the **NEW JENSEN**

\$6.00

THE JENSEN TIRE PUMP
SHOWING POSITION OF
PUMP, OPEN & CLOSED
AT BEGINNING AND
END OF STROKE.
"NOTE THE ONE PIECE
DRAWN CYLINDER".



The easiest sold hand pump in the market. Does four times the work of other pumps with much less effort and equals a power pump in efficiency. It is strong, powerful, durable, economical and unrivaled in ease of operation. Has greater value than any other pump. Fitted with a 1-piece drawn cylinder which makes it absolutely air-tight and increases the efficiency of the appliance.

Dealers everywhere find it easy to sell. Get our very liberal discounts.

THE W. H. HOWELL CO., Geneva, Ill.

GET ACQUAINTED WITH **LONG HENRY**

Designed to give the Ford car the most durable and efficient Spark Plug that money can buy.

Long Shell; Extra heavy Insulator and Electrode.

Long Hex; Any wrench fits it.

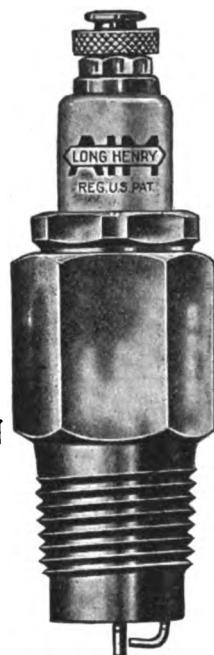
Long Base; Puts the spark down into the heart of the gas.

*"The Spark Plug that
Brings Repeat
Orders"*

**AUBURN IGNITION
MFG. CO.**

RICHMOND, INDIANA.

Western Representatives
MITCHELL MFG. CO.,
593 Market St.
San Francisco, Cal.



The name of **"BUTTERFIELD"** on any tool
Is a Guarantee of Accuracy, Service and Long Life



Automobile Screw Plate
No. 102-A shown here-
with, is one of the most
popular sets on the market,
and for this reason, one
of the easiest to sell.



Send for a copy of our new Catalogue No. 17, which shows the complete line of Butterfield Tools—**Taps, Dies, Reamers, Reece's and Derby Screw Plates**—the finest and most profitable line any jobber could possibly handle.

BUTTERFIELD & CO., Inc.
DERBY LINE, VERMONT

CHICAGO STORE,
11 South Clinton Street.

PACIFIC COAST REPRESENTATIVE,
Mr. V. S. Walsh, 560 Mission St., San Francisco, Cal.



Service—

that is what the user requires of an ignition battery—not only long service but the right kind of service. High amperage is an important item of service—so is rapid recuperation after use and very slow deterioration when idle.

THAT IS WHAT YOU GET FROM THE

Red Seal Dry Battery

"THE GUARANTEE PROTECTS YOU" AGAINST YOUR NOT GETTING SERVICE

Ask Your Dealer

Manhattan Electrical Supply Co., Inc.

New York Chicago St. Louis
17 Park Place 114 S. Wells St. 1106 Pine St.

604 Mission St. San Francisco

Factories: Jersey City, N. J.; Ravenna, Ohio;
St. Louis, Mo.

COMMUNITY SINGING AS A WELDER OF PERSONS

An interesting innovation was noticeable this year in the programme of many of the hardware conventions just held in that community singing was used to open many of the sessions.

Five or ten years ago the man would have been considered somewhat weak minded who would say that a group of hard-headed business men gathered together for the purpose of trade consultation would open their sessions with song, particularly song of a popular nature, yet now such a practise is a reality, and what is more, the delegates at the different conventions entered into the spirit of the community singing with a whole heart and full melody.

Community singing is perhaps the outgrowth of war conditions. When the young men were gathered at the military and naval camps, over the breadth of the land, and on foreign shores, it was found that no single institution went more towards congeniality and fellow feeling than this habit of singing together, the military departments employed leaders, who should direct the singing, and thus weave the spell of good fellowship, loyalty and ability to work together, over the men assembled.

The same result can now be accomplished in civil gatherings of men. A certain restraint is broken by the singing. There is an opportunity for self-expression and it seems to be that the singers themselves are as glad to hear singing voices as are all others in the vicinity.

It has been suggested by the students and leaders of community singing that it is a novel and effective substitute for the liquor that was a factor at many of the former conventions. A certain relax is made possible, and a restraint of dignity and self consciousness is removed without any ill effects.

There is an elation of spirit through singing, especially in the singing of emotional or light songs. Thus we hope to see the habit grow of community singing among hardware men, as well as any other business men gathered together, to the end that harmonious fellow feeling may be engendered.

MOTOR MERCANTILE COMPANY

Wholesale



Exclusively

AUTOMOTIVE PARTS EQUIPMENT AND SUPPLIES

Distributors for

Motul and Oyldece Oils,
Gearcase and Cupcase
Columbia Storage Batteries
Stanley Self-Oiling Springs
Johnston Curtain Windows
Key Bee Spotlights
Fafnir Bearings
Zenith Carburetors
Reliable Jacks
Lenox Hack Saw Blades
"Dri-Kure-Retarder" Vulcanizer
Edison Mazda Lamps
Rives' Pedal Pads

"Genemotor" Ford Starting and Lighting System
Arrow Grip Truck Chains
Aluminite Solder
Gitts Oil Cups
Ford "Ever-Safe" Brake Shoes
Raybestos, Non-burn and Thermoid Brake Linings
Chase Auto Top and Upholstery Materials
"Eie-Nie" Winter Fluid
Vulcanizer Tools, Supplies and Equipment

And a Complete Line of Mechanics' Tools and Garage Equipment

New 1919 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY

115-117 South West Temple Street, Salt Lake City

MAKES FORDS START EASY

A new Gas Generator, which heats the manifold, vaporizes the gas and makes instant ignition possible has been invented by the Bear Mfg. Co., 121 Bear Bldg., Rock Island, Ill. This simple and inexpensive device does away with hot water makeshifts, etc., and gives you a "ready to start" motor in the coldest weather. It also saves 10 cents a gallon on gasoline because with it you can use the cheapest gasoline all winter. If you want to try this great trouble and money saver send them \$1.50 and they will send you one of these remarkable devices postpaid under a guarantee of satisfaction or money back. Write them today. Dealers wanted.—Adv.

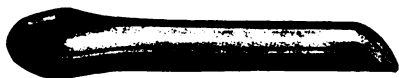
Will R. Case, formerly city sales manager for the Seattle Hardware Co., has become city sales manager for the Whiton Hardware Co., Seattle.

Gilliam & Bisbee have moved into a fine new two story store at Heppner, Oregon, which is the pride of their community.

After forty years in the hardware business, C. F. Fischer, of Alameda, California, has sold his interest to W. R. Calcutt, and will retire. The new owner will conduct the business along the same upright and progressive lines as Mr. Fischer formerly followed.

The Efficiency Cotter

This Is an Age of Specialists



When sick, you consult that physician with special training on your particular ailment. He is a specialist.

When you want a man to handle a new line, you choose carefully, and select one with more than ordinary knowledge of the merchandise. He is a specialist.

When your Flivver refuses to go another foot you call up one of Mr. Ford's assistants. Another specialist.

THE OHIO WIRE GOODS MFG. CO.
AKRON, OHIO

Specialists in the Manufacture of Cotters

Western Representative

J. M. JACKSON,
320 Market Street,
San Francisco, Cal.

Other Branches:

180 No. Market St.
Chicago.
29 Murray St., N. Y.
Nashville, Tenn.

Announcement



THE ATLAS TACK COMPANY
Fairhaven, Mass.

finding it necessary to enlarge its producing capacity in order to enable it to properly care for its constantly increasing business, both domestic and foreign, has re-organized its business and largely increased its capital for the purpose, and will add to its productive capacity as rapidly as the necessary facilities can be obtained.

The new company, under the same management, will be known as

THE ATLAS TACK CORPORATION
Fairhaven, Mass.

UNIVERSAL TRANSMISSION LINING

Makes your **FORD** Fit

UNIVERSAL TRANSMISSION LINING
THE UNIVERSAL CAR
MADE ONLY BY
STAYBESTOS MFG. CO. PHILADELPHIA

\$1.25

Complete Set
FITS YOUR FORD
Ready for use—Includes all Rivets.

This Reminder

—the Universal Unit Display Rack—in the shop NOW when a man must re-line his Ford means business—quick business—profitable business.

—Reminds the Ford owner of one of his chief needs—then sells it to him. Holds, right up where every Ford owner can see it, a single package of

UNIVERSAL TRANSMISSION LINING

—the handy, popular, compact Ford set, with the three proper lengths of best lining to fit Ford transmission bands and all rivets required.

There is no finer transmission lining. UNIVERSAL stands the severest tests, works smoothly and efficiently, acts noiselessly and evenly. Outwears ordinary lining two to one—even better.

Write at once for our Special
Universal Set Introductory Propo-
sition and Quantity Prices.

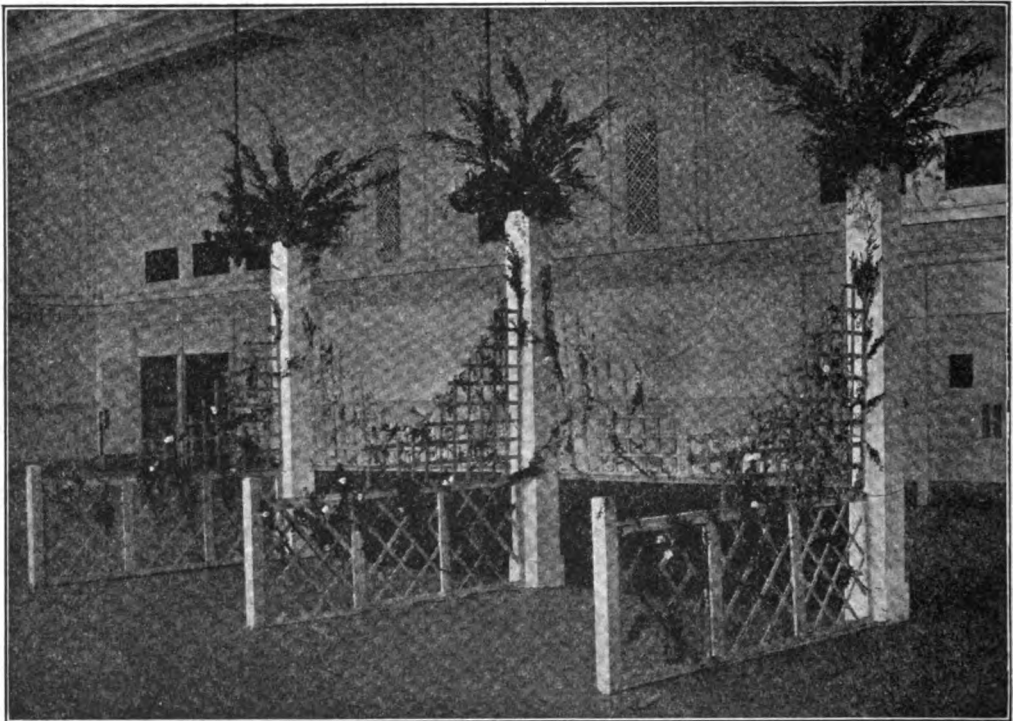
STAYBESTOS MFG. CO.

The Modern Factory
5547 Lena St., Philadelphia, Pa.

Makers of the celebrated S-M-C Asbestos Brake Lining



Business Offices, 815-816-817 Gillette Building



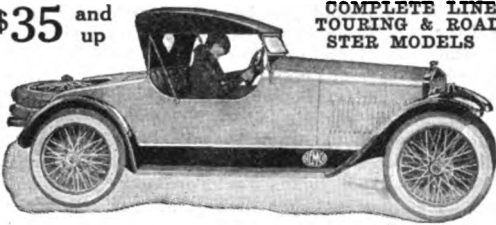
Every exhibitor at the exposition will find a booth of this sort ready for him and visitors will rejoice in this proposed uniform decoration and arrangement.

PACIFIC COAST ACCESSORY SHOW, MARCH 30 TO APRIL 4

The announcement of the Pacific Coast Automotive Equipment Exposition, to be held at San Francisco March 30 to April 4, brings news of an institution which is novel to the far West and has hardly been

paralleled previously in the history of the accessory industry.

Within the square block occupied by the Auditorium booths for 400 exhibitors will house the exhibits

Stylish Fidelity Bodies for Fords**\$35** and upCOMPLETE LINE
TOURING & ROAD-
STER MODELS

If you are selling, or intend to sell, **AUTOMOBILE ACCESSORIES** send for "The Little Salesman," our dealers' wholesale net price list—it's the greatest auto supply catalog ever published, and free for the asking.
NEW ENGLAND MILLS CO., 1027 West Van Buren Street, Chicago

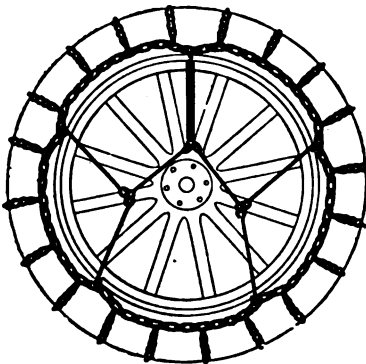
ULTRA
A GLASS THAT IS SAFE
GLASS

(Trade Mark)

Pacific Coast Distributors

The Western Agencies Company
285 Minna Street, San Francisco, California

Manufactured by
GLASS FOUNDERS CORPORATION
Milltown, New Jersey

SAVE YOUR FENDERS Merchant's Anti-Skid CHAIN TIGHTENER

Loose chains slap against fenders, marring and bending them and creating an infernal racket. Merchant's prevent this by gripping the chain at five points, giving an easy tension all around. Saves chains. Saves tires. A wonderful little accessory. Price per pair \$1.00.
M. H. Merchant Corp.
236-8 Emma St.
Syracuse, N. Y.

Exclusive Distributors, Gray-Heath Co., 1440 Michigan Ave., Chicago

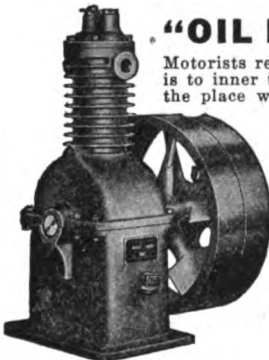
"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pne. Mch. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.

**No Encroaching!**

DISTRIBUTORS—the Owen Tire & Rubber Company's distributors' franchise gives you exclusive territory—without competition from factory branches or other dealers!

Write now—not tomorrow—but today—and learn how Owen distributors are protected!

Get in a perfectly balanced stock of Owen Tires: cords, fabrics and solids—and Owen gray and red inner tubes. You will need such a stock to meet the great and rapidly increasing demand for Owen tires and inner tubes.

Large stock Fabric and Cord Tires in San Francisco.



Try one and you are sure to run on **OWEN TIRES** forever

**The Owen Tire & Rubber Co.**

2336 Euclid Ave., Cleveland, O.

Factory Branch

109 New Montgomery St.,
San Francisco, California

Factory, Bedford, Ohio

of accessory manufacturers and distributors from all over the United States. During the session thousands of automobile merchants of the Pacific Coast will gather in attendance. San Francisco is the distributing center for automobile accessories throughout the entire far West, and such a gathering of the members of the industry will undoubtedly add interest and vigor to the history of the year.

During the Exposition the doors will be closed to the public until 1 P. M., no one being admitted except jobbers and dealers and exhibitors. Recognized jobbers will have desk space in a room off the main floor. All dealers will be admitted free, and will wear distinguishing badges. The Exposition is being arranged by Arthur Bryson and F. R. Quigley from their office, 816 Gillette Building.

LIVE ACCESSORY DISTRIBUTORS

Among the most energetic and lively distributors of automobile accessories in the northwest is the United States Manufacturers' Sales Co., with offices in the Spalding Building, Portland, Oregon.

These distributors maintain their own selling force over the territory, and have branch headquarters in the other cities on the Western coast. O. A. Perry is the active organizer of the concern, and is responsible for its growth. Among the lines represented are the Twin Fire Spark Plugs, Zenith Carburetor, the Kay-Bee Mfg. Co.'s goods and the accessories of the Phoenix Laboratories, of San Francisco.

The Corpus Christi Hardware Co., Corpus Christi, Texas, is erecting a modern 2-story concrete building, to be used as a wholesale house in that place.

The Dickinson Hardware Co., Colorado Springs, Colorado, has moved its stock and business across Tejon Street, in order to better the location.

RADIATORS FOR FORDS

Elsewhere in this issue is announced the Peerless Radiator No. 11, made to fit all models of Ford cars since 1917. It is constructed on the honeycomb principle, and is practically freeze and boil proof. All parts coming in contact with the water are of durable brass and the radiator may be obtained in an outside finish of Japan or nickel. At its factory, Section Avenue, Norwood, Cincinnati, Ohio, the Corcoran Mfg. Co. also produces hoods, radiator and hood combinations, fenders, tool boxes for Ford cars, and will be pleased to send a catalog to any of our readers upon request.

SEND US YOUR HOUSE ORGAN

Many of the more progressive merchants and companies in the hardware trade are now seeing their way clear to issue a periodical within their own organization. Some of these little papers are issued monthly, from time to time, and some even more frequently.

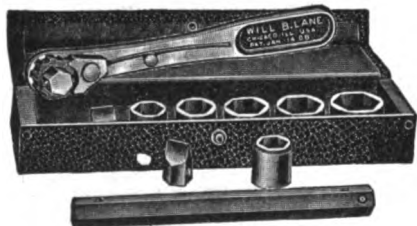
Excellent business bringing results have been reported to us from such a policy of keeping customers and prospects in touch with the new lines, changes in organizations, and especially attractive buys.

The **HARDWARE WORLD** would be particularly pleased to have any of our subscribers now issuing such house organs put this publication on their mailing list in order that we too may follow the progress of the organization, and the success of house organs as an advertising medium.

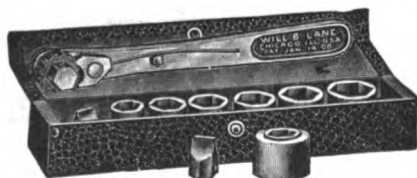
As a reward of sixteen and a half years of faithful employment, Andy Austin has been admitted to the firm of Mills & Cowles at Olympia, Wash., and henceforth it will be known as Mills & Austin. This is one of the most historic firms in the northwest, its record dating back to 1875. For the last twenty-four years it has been operated under the name of Mills & Cowles.

Lane's "Unique" Ratchet Wrench Sets

FOR MACHINE SHOPS, GARAGES, MOTORISTS AND MECHANICS OF ALL TRADES. ENTIRELY MACHINE MADE



Ford Set
7-inch Handle, 6 Sockets and Extension Bar.



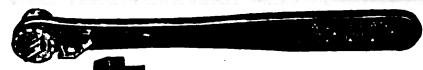
Standard Set
7-inch Handle, 7 Sockets

CARRIED
BY JOBBERS
IN
ALL PARTS
OF THE
WORLD

MANUFACTURED
ONLY BY



Super Unique Set
9-inch Handle, 15 Sockets and Extension Bar.



Off-Set Ratchet Screw Driver
6-inch Handle, 2 Interchangeable Bits

WILL B. LANE - 180 North Dearborn Street, Chicago

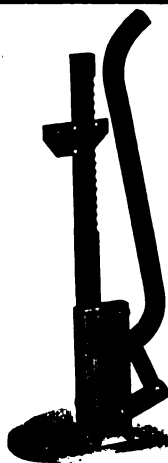
OUR WRENCHES HAVE SOLD FOR 10 YEARS WITHOUT CHANGE OF CONSTRUCTION

Speaking on the prohibition situation recently a prominent liquor dealer said: "Our opponents keep quoting scripture to us, but that leaves me cold. Not very long ago I went through the Bible from Genesis to Revelations and I found only one instance of a man asking for water—and he was in hell."

PERFECTLY CORRECT

"Now, boys," said the teacher in the juvenile Sunday School class, "our lesson today teaches us that if we are good while here on earth, when we die we will go to a place of everlasting bliss. But suppose we are bad, then what will become of us?"

"We'll go to a place of everlasting blister," promptly answered the small boy at the pedal extremity of the class.



LANE'S Steel Wagon Jack

NO CAST METAL
NO WOOD

Strong—Light—Compact

Substantial Profit
to the Dealer

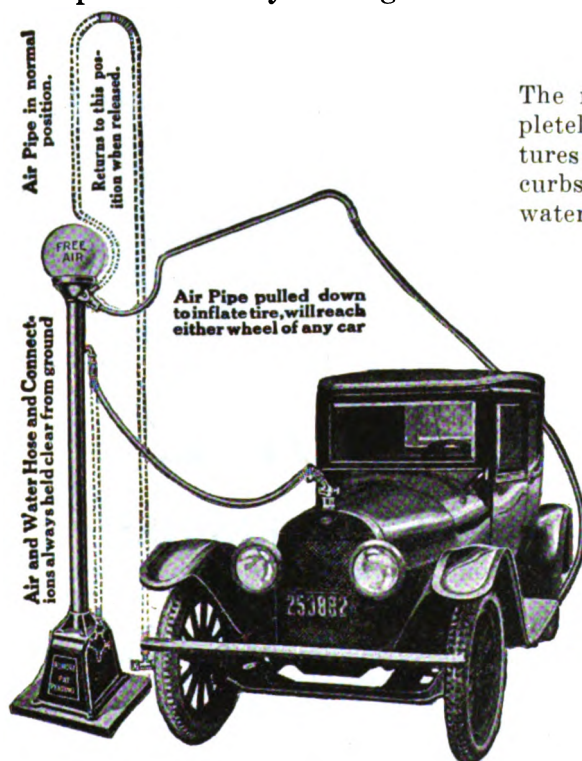
Have you Catalog and
Latest Prices?

LANE BROS CO.
River St., Poughkeepsie, N. Y.

ROMORT AIR STATION

WILL BLAZE THE TRAIL TO YOUR ACCESSORY DEPARTMENT

The New Romort Air and Water Station successfully solves that perplexing problem of bringing the automobile owners to your store. With its electrically lighted globe it is on the job 24 hours a day, a constant reminder to car owners of your service. And it is service to car owners that paves the way for big business in your accessory department.



Why a Romort Air Station?

The new Romort air and water station completely overcomes all the objectionable features of the dirty, grimy and usually broken curbstone air hose and the bothersome old water bucket.

EXCLUSIVE FEATURES APPRECIATED BY ALL WHO KNOW

With the New Romort Air Station the air and water hose is held clear from the ground at all times. The binged air pipe automatically returns to a vertical position after using, which prevents the hose from dragging on the ground. The flexible wire armor and the automatic air valve prevents kinks, breaks or short bends in the hose, and there are no joints to leak, as there is one continuous hose from the valve to the base of the stand. The New Romort Air Station is so designed that it can be used with an inside air tank or with an air compressor in the base.

Built in four styles.

- No. 11 Curb Air Station.
- No. 12 Curb Air Station with water.
- No. 13 Curb Air Station with electric air compressor in base.
- No. 14 (Same as No. 13 with pay attachment.)

Manufacturers
**THE ROMORT MFG.
CO.**
Oakfield, Wis.

Write today for full details

Sales Dept.
THE ZINKE CO.,
1326 Michigan Ave.
Chicago, Ill.

THE DANGERS OF THE POSTAL ZONE LAW

(By Senator Arthur Capper, of Kansas)

There is no subject of greater importance to the public than that involved in the postal principles on which is based our postal legislation. The present postal zone law needs careful consideration, and every citizen and home throughout this nation should earnestly endeavor to understand the important factors involved.

For there is no function of government that reaches every citizen and every home to the extent of our United States postal service. For over seventy years the history of our postal legislation shows that our country has not legislated for postal service on the basis of cost, because the postal service is of such universal benefit, is such an instrument of information and education and unification, that to restrict it in any way is to hurt the country that we as thinking citizens wish to serve. So clearly and firmly has this American postal principle been held, that postage cost must not determine the postage rate, that our postoffice has delivered letters and publications to Yankee whaling ships at Point Barrow in the Arctic Circle for two cents that cost over \$5.60 to deliver. I would ask any thinking citizen if it is not just as important that a Yankee skipper home from a whaling cruise shall be able to understand and vote intelligently upon the great public questions of the day as it is for the citizen who has stayed at home? This principle is sound. Shall not California, Kansas and Maine have equal postage on all information as an American right?

Our rural free delivery system—the most expensive and least revenue-producing branch of the postoffice—costs 1½ cents per piece of mail matter, and this 1½ cents is over and above the cost of collecting, sorting, handling, transporting and rehandling until it gets into the rural free delivery carrier's wagon. This has all

been done upon the American postal theory that the postoffice function was a service to the American people and that the cheapness of postage was a benefit to the American home.

It has been alleged—and maybe some have fallen victim to its un-American and illogical absurdity—that cheap postage on magazines and newspaper is a subsidy to the publishers. It is not a subsidy to the publishers. It is, if you want to use the term "subsidy," a subsidy to American readers. You can determine this for yourself. Who receives the benefit or subsidy when the Yankee skipper of a whaling ship off Point Barrow, in the Arctic Circle, receives news from home which costs \$5.60 to deliver? Is that a subsidy to his home newspaper, his periodical or magazine, or is the benefit of that to the ship captain himself and his citizenship and our united and national standards of intelligence?

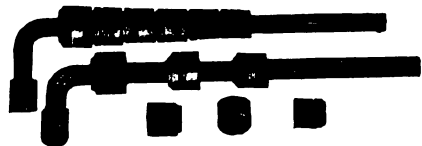
You will instantly recognize that it is this ship captain receiver of costly postal service who is benefited, and your common sense will instantly prove to you that in every case of cheap postage the primary and entire benefit is to the receiver. Would you have Kansas pay higher postage than New York merely because any information happened to be printed in New York? Why handicap the postal service of Kansas by a higher and discriminatory postage rate? I come from Kansas, but the discrimination is similarly true of every other state.

Cheap postage on periodicals and newspapers has made the American nation a nation of readers beyond any nation in the world. If there is any thought in your mind that this is not a national benefit, I ask you to compare in your mind this great country with its splendid and homogeneous American idealism, its singleness of purpose and the universality of its achievements with those nations in the world in which there is but little magazine reading.

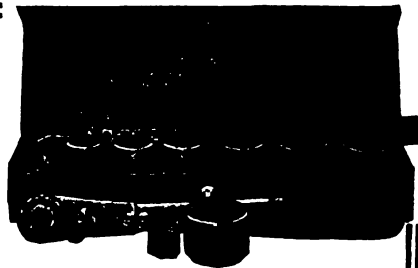
Now as a practical proposition. You know the economic law that all costs must ultimately be paid by

Users Buy by Name

those things that give them greatest satisfaction. Which is true of wrenches. Carry the best wrenches that users have found, through experience, to be thoroughly dependable—



"HEXALL" Socket Wrench No. 5—8 Pcs.



"HEXALL" Ratchet Socket Wrench No. 2.
11 Pcs.

"HEXALL"

Trade Mark Reg. U. S. Pat. Off.

SOCKET WRENCHES

and you have a fast-moving line, generous in profit, a promoter of lasting friendship and goodwill. For, there are no better wrenches made than "HEXALL"—a set for every need. Every "HEXALL" has that bulldog strength which is the result of long experience in fashioning steel for this purpose. Thus, handles are drop-forged; sockets are made from the bar on automatic machines, broached and case-hardened. And, not satisfied with the production of mechanically-perfect tools, the makers guarantee every "HEXALL":

"Break Any Sedgley Wrench and We Repair It—No Charge"

R. F. SEDGLEY, Inc. Est. 1897 2311-13-15 North 16th Street, Philadelphia, Pa.

Also Makers of "BABY" Hammerless Revolvers

Pacific Coast Representatives: McDonald & Linforth, San Francisco, Cal.

the final consumer, i. e., in this case the reader. To raise the postage on publications means that the publishers, as business men, must add this charge to the price of their periodicals—and thus lessen reading. Is this a good thing? And again I ask every reader to consider those nations in the world which have never encouraged widespread reading nor the widespread distribution of periodicals and newspapers, and to answer that question. For it is one which I and other legislators in Congress have to face and with which we must deal.

This country had a postal zone system at one time, applying to letters and newspapers and periodicals. The abolition of the zone system was made complete by President Lincoln in 1863 and the zone system was abolished not only on periodicals and newspapers, but also on letters, because it was regarded as an unsound postal policy and un-American that a citizen or home should have to pay more postage simply by an accidentally greater distance from the point of mailing. The postal service is an American service from all Americans to all Americans on a basis of equal postage and equal service. I ask every reader to consider for himself if this is not sound Americanism.

Now on the practical side I wish to point out that the country newspapers have circulation in their county of publication without any postage charge whatsoever and this can only be justified and continued on our American theory that the postal function is an equal service to all American homes.

It would be obviously unfair for those supporting the postal theory that the cost must determine the rate of postage to ask that a letter costing $1\frac{1}{2}$ cents for delivery alone on rural routes should be sent for 1 cent. I do not have to be convinced that we should have 1 cent letter postage. I am for cheap postage as a great American social service. I believe that every right-thinking American is for cheap and equal postage. But there is no logical reason for believing that the rate on one class of postal matter must be determined by the rate on another class of postal matter. The figures of postal cost upon which this unsound and un-American postal theory is demanded were compiled in 1907 and upon being investigated by the United States Postal Commission, headed by Hon. Charles E. Hughes, these figures were discarded as utterly unreliable in determining the cost of handling newspapers and periodicals. Yet it is upon these discarded cost figures that such unsound arguments are based.

If we must abolish postal service—or increase postage rates to a prohibitive basis—on the theory that cost of service shall determine the postage rates, we should have to abandon many of the most important of our postal functions, the rural free delivery being the most conspicuous example and one which I believe should be kept up no matter what its cost, as it is the most important postal service in the entire department. It pays too high a return—as does every other postal service—in improved and elevated citizenship.

I earnestly hope that every reader will give this postal zone matter and its revival of unsound postal theories that have been discredited for over two generations very serious thought.

S. M. Halsey at Culesac, Idaho, reports that he has added hardware to his line of implements.

KNOWLSON SPRING SPREADERS

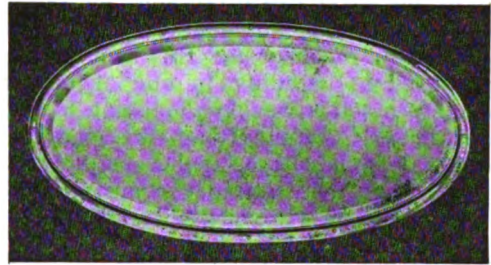
<p>No. 1 Nickel Plated and polished...\$2.00</p> 	<p>No. 3 Gunmetal finish .....\$1.50</p> 
--------------------------------------------------------------------------------------------------------------------------------------	------------------------------------------------------------------------------------------------------------------------------

Easy to operate. Fits any spring. All dealers, or sent prepaid—Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich

AUTO CURTAIN LIGHTS

Bow Sockets, Snap Fasteners Forgings, Stampings, Etc.

Our Improved Pioneer Automobile Curtain Lights dress up any car; many otherwise good appearing cars have been disfigured by the use of cheap looking stitched-in celluloid lights which soon turn yellow, become smeared and brittle and then break—a constant eyesore ever after; but with these Pioneer polished, bevelled plate



glass lights, handsomely framed, and in a variety of styles, sizes and finishes, enabling anyone to secure a perfect harmony with the individual design of any car, and which cannot get shabby looking, as they are so easily washed, the result is a permanently neat, distinctive and fashionable car. And so constructed that they will not give way, yet they are extremely light and require no extra top lining.

Number 144 Radiator Clip

This is the season when Hood and Radiator covers are in demand; therefore great interest in this clip. It is made from No. 24 gauge steel; length $4\frac{1}{4}$ in., width $\frac{1}{4}$ in. Furnished black enameled, complete with Back Plate.

Priced by the hundred.

WINDSHIELD CLAMP

Number 140

Features: A substantial thumb screw or bolt, giving security when clamped to stub on Windshield frame. $\frac{3}{4}$ -in. Socket Hole, offset $\frac{1}{4}$ in. from base that rests on wood bow to center of socket. Slot screw hole, permitting of a side adjustment without changing screws if necessary to adjust.



Number 143 Back Stay

A secure and practical means of attaching the stay strap to the body of the car. The roller feature permits of ease in adjustment of stay strap and eliminates wear on same.

Slot for One-inch Web. Black enameled. Sold by the hundred.



The
Complete
Line



SOLD THROUGH THE JOBBERS ONLY
THE BREWER-TITCHENER CORP.
Manufacturers
CORTLAND, NEW YORK

WHAT "SERVICE" MEANS TO MERCHANTS SELLING WASHING MACHINES

(By E. F. Voss, Sales Manager Voss Bros. Mfg. Co., Davenport, Iowa.)

"Service!" This word has been misused many, many times by merchants selling washing machines, possibly due to the fact that the term "service" does not have a very definite meaning. Then, again, the lack of understanding as to just what service means has been the cause of no little dissatisfaction on the part of washing machine buyers.

The writer recently had this brought to his attention while listening to one of our merchants try to sell a washing machine to one of his customers. After giving the customer a thorough demonstration, which could not be improved upon, he secured the customer's order, but just before the customer left, the dealer made the following statement: "Mr. J—, you need not worry about the 'Voss' machine causing you any trouble, but if it does we will take care of you." To say that was nothing but an invitation for trouble. The liability which that merchant assumed in guaranteeing without limit the performance of this machine without limit to the time was out of all proportion to the possible profit he could make on the sale.

The service to be furnished by the merchant is an important (if unmentioned) part of every sale contract. The buyer usually knows in advance the details of the suitability of the machine for his particular use. But "service" which can keep a washing machine in good shape, for a time, or which if not furnished makes an excellent washer of little value, is not talked over and agreed upon in detail before the order is placed.

Some merchants in the anxiety to secure orders, make extravagant claims for their washing machines and offer service in glowing, but indefinite, terms. Other merchants in the territory are tempted to meet the claims of their competitors and soon prospective buyers in the section get the idea that the signing of the order blank and the writing of a check will give them uninterrupted washing machine performance for a year or more—all without effort on their part.

Have Understanding in Advance

The washing machine is delivered and put in service. And then things begin to happen. Merchants are called upon at all hours of the day and even at night, to give service and when the customer receives a bill for the service, he naturally has a fit.

Why not have an understanding in advance as to just what service means? Let the duties and responsibilities of both parties be established before the washing machine is delivered, and thereby overcome any chance of a misunderstanding.

Washing machine service is much more severe than sewing machine service, or vacuum cleaner service and a normal amount of use on a washing machine calls for tightening of belts, oiling, etc., more often than sewing machines or vacuum cleaners for the reason that owners are often unjust in the use of their washing machine, because they do not realize under what condition it operates. As a rule the washing machine is placed in a dark basement and is never seen from one wash day to another, and naturally does not get the proper attention.

Just how far to go in guaranteeing service depends upon local conditions (or the policy of the manufacturer). The replacement of defective parts within one year after the machine is put in use is a point upon which there is little dispute, but even this may lead to complications.

On one new washing machine the motor burnt out, due to an overload in the wringer. The operator who was just using the machine for the second time, had been told that the machine had plenty of power and could pull the heaviest load it was subjected to. This operator after screwing down the tension springs, started to run through a heavy blanket and naturally this stalled the wringer, thereby burning out the motor. The wringer on all machines takes more power than the machine itself, and naturally should be used with reason.

Results of Unintelligent Sales

The owner claimed that he should not be compelled to pay for a new motor and for the labor charged in putting in a new motor, because he had been told that there was sufficient power to handle anything placed in the machine. The merchant advised the customer he would secure a new motor. Naturally the manufacturer was asked to supply a new motor at no charge on account of the first one burning out. The manufacturer, however, required the merchant to pay for a new motor at a charge of \$26.00. This particular job cost the merchant more than his profits on the machine, merely through the lack of effort on his part in instructing the operator how to properly use the machine.

Who was right, the owner, merchant or manufacturer?

Prospective customers for washing machines are not unreasonable in their demands. They like to know "what they are getting into" when they make a bargain and ask nothing more than fair play.

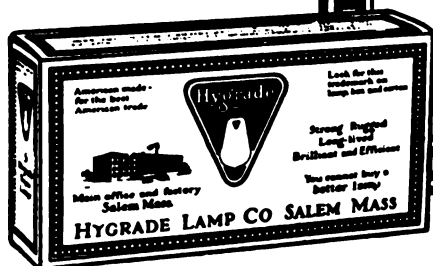
In talking to people to find out what they really think they should have in the way of service from washing machine merchants, I was given the following points:

Six Commandments of Service

1. Offer a thoroughly reliable washing machine backed by a responsible manufacturer. A customer must depend upon the judgment of



Hygrade Ad cut M9 also shown in colors in our Window Display.



Put it in your window

Nothing better than a window display to sell lamps and nothing better than the Hygrade Window Display to help your windows sell

Hygrade Lamps

This attractive display is purposely made very simple so as to be easy to set up. It can be arranged to fit any size and shape of window and can be used with additional material if desired.

A Hygrade window display, backed up by vigorous newspaper advertising in which Hygrade advertising cuts such as M9, shown in the margin, play a prominent part, will help bring lamp business.

Shall we send you the display?

HYGRADE LAMP CO

GENERAL OFFICE
AND FACTORY



SALEM MASS

Have you had your copy of the folder of Hygrade advertising material?

Farmers and Owners of Cars are Prospects

YOU who have in the past handled vehicles and wagons and have lost that profitable trade to the Motor Vehicle, are in a position to get the old volume and more back in handling "Utility Trailers" and without the necessity of giving service or having an expensive service department as is required where you sell motorized vehicles.

Every farmer in your community is a prospect for a Utility Trailer of some sort. Every motor truck running over your highways is necessarily a prospect for a Utility Trailer, if he is to compete with others using them, they bring truck operating cost down to a point where the profits are satisfactory, and truck operating brought out of the Red Ink.

Utility Trailers are motorless auxiliaries to the truck or passenger automobile, bringing you a clean profit when sold and a profit that is yours, not to be later paid out in shop costs of free service as in motorized vehicles.

We have some good territory open, write us for our proposition to dealers.

UTILITY TRAILER SALES CO., of Southwest
1302 Young St., Dallas, Texas

LOS ANGELES TRAILER CO.,
1328 Palmetto St., Los Angeles, Cal.

the merchant about the many details of construction and of workmanship of the washing machine. Right here is where a few merchants make a mistake. Some merchants think only of their own profits and not of their duty to their customers who have faith enough in the merchant to expect him to buy the best machines the market affords. These same merchants will buy the cheapest kind of goods, for the simple reason that they make more profits. Good merchants, however, have found it pays to handle only high class goods and thereby safeguard not only their own good will but the interests of their customers.

2. Have competent mechanics to send out on calls. These mechanics should be trained by the manufacturers' salesmen.

3. Take sufficient time to look over the entire machine, to see that nothing is broken and that it is properly oiled before sending it out on an order.

4. Take sufficient time when the machine is delivered to show the person who is to operate the machine, how to operate it, how to take care of it and how to remedy any trouble. (Be sure you know how to do it yourself before attempting to show a customer).

5. Make good without charge (with co-operation of the manufacturer) any defects in material and workmanship which later use shows existed at the time the machine was delivered, but be sure before saying, "Yes, we will replace that no charge," that the customer has not misused the machine.

6. Furnish at any time without charge, advice about the care or use of the machine. The manufacturer usually supplies an instruction book, which should be given to the customers, at the same time requesting them to keep this in a handy place for future reference, for if you can get the operator to read instructions properly, it will save the dealer many calls.

Trouble shooting on washing machines is full of experiences not found in many similar lines of work. Good mechanics can overhaul a washer in the shop, but a man to go out on calls to the homes must be a mechanic, a diplomat, a detective, a salesman and a very good natured human being, and especially a gentleman, as he usually must talk to women who are more or less in a fighting mood when the washing machine refuses to operate in the middle of the washing.

A woman's complaint that her washer "will not pull" may call for tightening the belt or putting on a new belt or loosening a burnt bearing due to a lack of oil. To find the cause of the trouble whether it is in the machine itself or due to some mistake of the operator is as interesting and as baffling some times as a good detective story.

Follow Sale With Occasional Call

There is another type of owner who has

turned against washing machines generally and his own in particular, because of some trouble he has had. Often it is a small matter to fix. A few minutes' work and a little talk will turn a knocker into a booster.

Whether there are any calls for service men or not, it is a good plan to call on washer owners once in a while. It is a good way to build good will.

A service department pays if it keeps the customers satisfied and so furnishes the ground work for more sales.

The one thing that a merchant should impress upon his customers at all times is the necessity of oiling the machine at regular intervals. A washing machine in most cases represents an outlay of money earned by hard labor, and when its life is prolonged, just that much more profit and pleasure are derived from its operation.

Lack of oil has caused many new machines to be thrown into the junkheap. Oil is certainly cheaper than a new washing machine. And the time used in applying it is certainly well spent. Whenever there is metal in motion against other metal apply oil or grease, as this forms a film over both metals on which the friction comes. The more we can reduce friction the longer will be the life of the washer itself, as well as the source of its power, be it motor or gas engine, and the less its cost of operation. Oil holes frequently become stopped with grease and dirt that has hardened, and then the bearings get no oil. When this is the case, the holes should be carefully cleaned. Nothing will give your customers better returns for the time spent than a carefully oiled machine.

HIS TUNEFUL MESSAGE

Included among the passengers on board a ship crossing the Atlantic recently was a man who stuttered. One day he went up to the captain of the ship to speak to him.

"S-s-s-s" stuttered the man.

"Oh I can't be bothered," said the captain, angrily; "go to somebody else."

The man tried to speak to everybody on board the ship, but none could wait to hear what he had to say. At last he came to the captain again.

"Look here," said the captain, "I can tell you what to do when you want to say anything; you should sing it."

Then suddenly, in a tragic voice, the man commenced to sing:

"Should auld acquaintance be forgot and never brought to mind?

The blooming cook's fell overboard and is twenty miles behind."

The Arizona Hardware & Supply Co., Phoenix, Arizona, has exemplified its progress by buying a 5-ton semi-trailer for its deliveries.

Quartermaster Corps General Supplies Sale BIDS CLOSE
MARCH 17th



Another Opportunity



for

Retailers, Jobbers, Manufacturers

to Buy Surplus Stocks of the

WAR DEPARTMENT

The Surplus Property Division, Office of the Quartermaster General of the Army, offers for sale by negotiation the articles described in this advertisement. Informal bids on this merchandise will be accepted at any of the offices named in this advertisement until 3:00 P. M. (Eastern Time), March 17th. No special bid form is necessary. No deposit is required. Complete conditions of sale are embodied in this advertisement.

No Red Tape in Bidding

**SEE SIMPLE IN-
STRUCTIONS HEREWITH**

Quartermaster Corps General Supplies Sale

BIDS CLOSE
MARCH 17th

Get the boys into your store with a sale of regular Army "tin hats," the kind our soldiers wore in France.

Item No. G-556

14,022 Helmets, Steel, Model 1917

New, complete with lining, hat band and chin strap. Packed 25 per case. Stored at New York.

Minimum bid considered, 25

Item No. 557

34,878 Helmets, Steel, Model 1917

New. Complete with lining, hat band and chin strap. Packed 25 per case. Store at Schenectady, N. Y.

Minimum bid considered, 25

Item No. G-558

180,000 Helmets, Steel, Model 1917

New, complete with lining, hat band and chin strap. Packed 50 per case. Stored at New Cumberland, Pa.

Minimum bid considered, 50

Item No. G-559

581 Helmets, Steel, Model 1917

New, complete with lining, hat band and chin strap. Packed 25 per case. Stored at San Antonio, Texas.

Minimum bid considered, 25

These folding candle lanterns make the best emergency lighting device—a standard quality article.

Item No. G-561

800 Lanterns, Folding, for Candles

New. Made of galvanized iron, strongly constructed, collapsible. May be carried in pocket. Stays lighted in strongest wind. Will hold commercial candle or army lantern candle. Packed 50 per case. Stored at Washington, D. C.

Minimum bid considered, 50

Item No. G-562

3,112 Lanterns, Folding, for Candles

New. (Description see Item G-561). Packed 61 per case. Stored at New Cumberland, Pa.

Minimum bid considered, 1 case

Item No. G-570

1,190 Spades, "D" Handled

New. Made of solid steel secured on ash handle by a nine inch strapped shank with three rivets. Blade is 7 inches wide and 12 inches long, square point unpolished, protected from rust by coat of lacquer. "Buck" Brand. Packed one dozen per bundle. Manufactured by Hubbard & Co., Pittsburg, Pa. Stored at New York.

Minimum bid considered, one dozen.

Item No. G-571

1,600 Spades, "D" Handle

New. Plain back railroad spade, unpolished, with solid steel shank, handle 26 inches long. Packed one dozen per bundle. Manufactured by Wyoming Shovel Co. Stored at Chicago, Ill.

Minimum bid considered, one dozen.

Item No. G-572

2,025 Scrapers, Dough

New. Made of No. 18 Stubbs' gauge steel, cold rolled tubing handle 13-16 inch diameter. Blade 2¾ inches long, 6 inches wide; finished in wax to prevent rusting. Manufactured by Cassidy-Fairbanks Co., Chicago, Ill. Packed 300 per case. Stored at Chicago, Ill.

Minimum bid considered, 1 case.

Item No. G-575

6,700 Spurs, Model 1911

Nickel-plated officers spurs. New, 5,000 without straps. New, 1,220 with straps. Used, 480 in good condition, with straps. Packed 250 prs. per box. Stored in Chicago zone.

Minimum bid considered, 1 box.

No Red Tape in Bidding

SEE SIMPLE INSTRUCTIONS HEREWITH

Quartermaster Corps General Supplies Sale BIDS CLOSE MARCH 17th

NOTE: The various commodities offered in this list are made in strict accordance with government specifications—thoroughly inspected and tested. This assures a maximum of quality—in fact, probably the most dependable merchandise of the various kinds that are obtainable anywhere.

Item No. G-555

2,290 Hatchets, Claw, No. 2 With Handles

Packed 4 per box. Stored at Chicago, Ill.
Minimum bid considered, 4

Item No. G-549

79 Grinders, Meat

New—

- 45 Sargent Gem, No. 24.
- 2 Peck S & W No. 37
- 2 National Spec. Co. No. 020.

Used, but in good condition—

- 12 Sargent-Gem, No. 24.
- 6 National Spec. Co. No. 020.
- 1 Universal, No. 354.
- 4 Universal, No. 3.
- 2 Enterprise, No. 703.
- 1 Enterprise, No. 100.
- 1 Enterprise, No. 5.
- 3 Enterprise No. 20.

To be repacked for shipment. Stored at Savannah, Ga.

Minimum bid considered, 1 dozen.

Item No. G-550.

32 Grinders, Meat

(Food Choppers) New—

- 20 Sargent-Gem, No. 24.
- 2 Keen Kutter, No. 23.

Used, but in good condition—

- 4 Sargent-Gem, No. 24.
- 1 Enterprise, No. 20.
- 3 American, No. 40.
- 2 Universal, No. 305.

To be repacked for shipment. Stored at Atlanta, Ga.

Minimum bid considered, 1 dozen.

Item No. G-553

113,790 Handles, Pick-Ax

New, standard 36 inch railroad pick-ax handles, approximately 96 per cent being classed as "seconds" are clear, straight grain run of timber, mixed woods, approx. 80 per cent hickory and balance ash, oak and maple. Packed 10 dozen per crate. Stored at Jeffersonville, Ind.

Minimum bid considered, 1 crate.

Item No. G-554

2,720 Handles, Pick

New. (Description: see Item G-553.) Packed 6 dozen per bundle. Stored at Newport News, Va.

Minimum bid considered, 6 dozen.

Item No. G-552

9,338 Handcuffs

Nickel-plated. "Mattatuck" brand. Packed 1 pair per box. 250 pair per case. Stored at Boston, Mass.

Minimum bid considered, 250 pairs.

Item No. G-551

175 Grinders, Meat

(Food Choppers). Used, but in good condition; various sizes and makes:

- 2 No. 37, Favorite.
- 9 No. 112, Griswold.
- 42 No. 3, Universal.
- 1 No. 333, Universal.

Enterprise—

American—

- | | |
|-------------|-------------|
| 69 No. 703. | 13 No. 40. |
| 6 No. 20. | 2 No. 20. |
| 3 No. 12. | |
| 2 No. 5. | Keen Kutter |
| 1 No. 303. | 10 No. 13. |
| 1 No. 101. | 14 No. 23. |

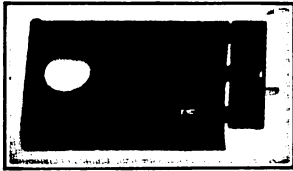
To be repacked for shipment. Stored at Camp Bragg, N. C.

Minimum bid considered, 1 dozen.

No Red Tape in Bidding SEE SIMPLE IN-
STRUCTIONS HEREWITH

Quartermaster Corps General Supplies Sale BIDS CLOSE MARCH 17th

This camp equipment is strongly constructed, designed for field use by the U. S. army. Some of these articles are excellent for sportsmen, boy scouts, etc. Some of them can be sold in quantities to contractors, lumber operators, etc. In fact, to anyone feeding gangs of men in temporary quarters.



Boiling Plate

Item No. G-563

349 Boiling Plates, No. 42 for Army Field Range No. 1

New. See illustration. Weight, 39 pounds each. Made of No. 16 gauge (U. S.) steel, 23 inches wide, 34 inches long, standing 6 inches high. Front end hinged. Hole 8 inches diameter in top. Can be used for camp cooking. Not packed. Manufacturer unknown. Stored at San Francisco, Cal.

Minimum bid considered, 12.

Item No. G-564

41 Boiling Plates

New. (Description: See Item G-563, except measurements 20¾ inches wide, 21¼ inches long, 6 inches high). Not packed. Manufacturer unknown. Stored at San Francisco, Cal.

Minimum bid considered, 12.

Item No. G-565

230 Boiling Plates

New. (Description: See Item G-563.) Manufacturer unknown. Stored at San Antonio, Texas. Not packed.

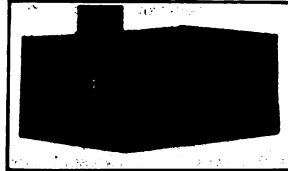
Minimum bid considered, 12

Item No. G-566

393 Boiling Plates

New. (Description: See Item G-563.) Not packed. Manufacturer unknown. Stored at San Antonio, Texas.

Minimum bid considered, 12.



Army Field Range No. 1 and Equipment

Item No. G-568

39 Ranges, Field, No. 1

New. See illustration. Made of heavy sheet iron, reinforced with flat rim bars, for camp kitchens. Equipment consists of 6 boilers, 2 bake pans, 1 cleaver, 1 dipper, 1-quart; 1 dipper, 2-quart; 2 meat forks, 1 meat grinder, 3 butcher knives, 1 meat saw, 2 basting spoons, 1 butcher's steel. Not packed. Manufacturer unknown. Stored at Chicago, Ill.

Minimum bid considered, one.

Item No. G-569

259 Ranges, Field, No. 1

206 new; 53 used, good condition. Not packed. Manufacturer unknown. Stored at Camp Lee, Va.

Minimum bid considered, one.

Item No. G-550

500 Kettles, Camp, With Covers

Thirty-quart capacity, of black sheet iron, seamed and locked. Heavy rolled hoop at top 3-16 inch diameter. Cover flat piece sheet iron 18x14½ inch, edges smoothed and enameled, without handle. Diameter of base, 12 inches, top 14 inches, height 13 inches. Manufactured by National Enameling & Stamping Co. Packed loose. Stored at Jeffersonville, Ind.

Minimum bid considered, 25

Item No. G-567

12 Boiling Plates

New. (Description: See Item G-563.) Not packed. Manufacturer unknown. Stored at Washington, D. C.

Minimum bid considered, the lot.

No Red Tape in Bidding SEE SIMPLE IN- STRUCTIONS HEREWITH

Quartermaster Corps General Supplies Sale BIDS CLOSE MARCH 17th

Item No. G-505

28 Boilers and Covers No. 49 for Army Field Range No. 1

New. Made of bright charcoal tin plate. 7 pound coating. Boilers are double seamed and well soldered, having a $\frac{1}{4}$ -inch steel wire rolled into top and No. 5 coppered wire handles. Corners rounded to radius of $2\frac{1}{2}$ inches. Covers are flat, with outer edges turned down $\frac{3}{8}$ inch at sides and ends to fit snugly, corners of covers cut even with rounded corners of boilers. Covers have coppered wire handle. Size of boiler inside, $13\frac{1}{2}$ inches wide, $16\frac{3}{4}$ inches long, $8\frac{3}{4}$ inches deep. Packed loose. Stored at St. Louis, Mo.

Minimum bid considered, the lot.

Item No. 506

91 Boilers and Covers No. 49 for Army Field Range No. 1

New. (Description see Item G-505.) Packed loose. Stored at Boston, Mass.

Minimum bid considered, the lot.

Item No. G-507

16 Boilers and Covers No. 49 for Army Field Range No. 1

New. (Description see Item G-505.) Packed loose. Stored at Washington, D. C.

Minimum bid considered, the lot.

Item No. G-508

260 Boilers and Covers No. 49 for Army Field Range No. 1

New. (Description see Item G-505.) Packed loose. Stored at Camp Humphreys, Va.

Minimum bid considered, 25

Item No. G-509

38 Boilers and Covers No. 49 for Army Field Range No. 1

10 New. 28 used, good condition. (Description see Item G-505.) Packed loose. Stored at Pittsburgh, Pa.

Minimum bid considered, the lot.

Item No. G-510

390 Boilers and Covers No. 49 for Army Field Range No. 1

Used, in good condition. (Description see Item G-505.) Packed loose. Stored 20 at Fort Monroe, 370 Newport News, Va.

Minimum bid considered, 20

Item No. G-511

234 Boilers and Covers No. 49 for Army Field Range No. 1

39 new. 195 used, but in good condition. These boilers are the same as described in Item No. G-505 except that they are $14\frac{1}{4}$ inches wide, $17\frac{3}{4}$ inches long, 9 inches deep, inside measurements. Packed loose. Stored at Ft. Caswell, N. C.

Minimum bid considered, 25

Item No. G-512

53 Boilers and Covers No. 48 for Army Field Range No. 1

New. (Description see Item G-511.) Packed loose. Stored at Omaha, Neb.

Minimum bid considered, the lot.

Item No. G-513

29 Boilers and Covers No. 49 for Army Field Range No. 1

13 used, in good condition. (Description see Item G-505.) 16 used Boilers and Covers No. 48, in good condition. (Description see Item G-511.) Packed loose. Stored at Chicago, Ill.

Minimum bid considered, the lot.

Item No. G-514

85 Boilers and Covers No. 48 for Army Field Range No. 1

76 new. 9 used, in good condition. (Description see Item G-511.) Packed loose. Stored at St. Louis, Mo.

Minimum bid considered, the lot.

Item No. G-515

378 Boilers and Covers No. 48 for Army Field Range No. 1

Used, but in fair condition. (Description see Item G-511.) Packed loose. Stored at Atlanta, Ga.

Minimum bid considered, 25

Item No. G-541

25 Cots, Steel, Folding

New. 6 ft. 4 in long; 2 ft. $4\frac{1}{4}$ in. wide. Packed loose. Stored at San Antonio, Texas.

Minimum bid considered, the lot.

Item No. G-542

3,713 Cups, Aluminum

Used, in good condition. Pint capacity, commercial model. Packed, to be repacked for shipment. Stored at Columbus, Ohio.

Minimum bid considered, 6 gross.

Item No. G-543

2,738 Cups, Aluminum

Used, in good condition. Pint capacity, old model, service cup. To be repacked for shipment. Stored at Columbus, Ohio.

Minimum bid considered, 6 gross.

Item No. G-544

1,990 Cups, Tin, Seamed

New. Half-pint capacity. Packed 500 per case. Stored at Ft. Logan, Colorado.

Minimum bid considered, 1 case.

Item No. G-545

1,034 Cups, Tin, Seamed

Used, in very good condition. Pint capacity. Packed 500 per case. Stored at Fort Logan, Colorado.

Minimum bid considered, the lot.

Item No. G-546

591 Cups, Tin

Galvanized finish. Used. Pint capacity. Packed 95 per case. Stored at New York.

Minimum bid considered, the lot.

Item No. G-547

10,912 Cups, Tin, Seamed

Used, in good condition. Over pint capacity. Packed 500 per case. Stored at Fort Thomas, Ky.

Minimum bid considered, 1 case.

No Red Tape in Bidding SEE SIMPLE IN- STRUCTIONS HEREWITH

Quartermaster Corps General Supplies Sale

**BIDS CLOSE
MARCH 17th**

Item No. G-538

1074 Cleavers

New. Made of one piece of forged steel, full polished, ground and sharpened. Handles polished walnut, riveted to tang with three wire rivets; length of cutting edge 8 inches; length of handle 6 inches; weight about 2 lbs. each. Trade-mark "Village Blacksmith." Manufactured by Washington Cutlery Co., Watertown, Wis. Packed 8 dozen per case. Stored at Jeffersonville, Ind.

Minimum bid considered, 1 case

Item No. G-548

948 Files, Flat Bastard, 14-in.

New. Standard. Manufactured by G. & H. Barnett Co., Philadelphia, Pa. Packed gross per case. Stored at Philadelphia, Pa.

Minimum bid considered, 1 gross.

Item No. G-528

4,708 Can Openers (Combination Cap-Remover.)

New. "Home pattern," steel, 6 inches long with cutting blade 1 inch long and opposite jaw serrated to prevent slipping. Steel blade riveted on black enameled malleable iron. Crown cap bottle opener other end. Packed 240 per case. Stored at New York.

Minimum bid considered, 1 case.

Item No. G-529

11,748 Can-Openers

New. Nickel-malleable iron. 5 inches long. Steel jaw-blade one inch long. Packed 228 dozen per case. Stored at New York.

Minimum bid considered, 1 case.

Item No. G-530

352,800 Cans With Covers

New. Weight $\frac{3}{4}$ oz. each. Made of tin, lock seam, inside measurements: 2 3-16 inch deep, 1 1-16 inch diameter; flange rim projecting $\frac{1}{4}$ inch around bottom circumference. Cover has slightly convex surface, rolled edge, fitting down $\frac{3}{4}$ in. on can, meeting flange. Can painted slate enamel. Made for anti-dim compound for gas masks; instructions for application printed in black around body of can. Well made container, approx. equal to half-ounce bottle. Made by the Passaic Metal-ware Co. Stored at Schenectady, N. Y. Backed cans and covers separately. 2,000 per case.

Minimum bid considered, 2,000

Item No. G-539

350 Clocks for Motor Vehicles

Auto time pieces. 8-day, 7-jewel, Waltham Mfrs. This clock is readily adaptable for house or office use. Packed 10 per case. Stored at Detroit, Mich.

Minimum bid considered, 1 case.

Item No. G-533

2,190 Cans, Ash or Garbage

New. Size approx. 18x25 inches. Galvanized iron, water tight, drop handles, with covers. Packed loose. Stored at Baltimore, Md.

Minimum bid considered, 50

Item No. G-534

2,473 Cans, Ash or Garbage

New. Size approx. 20x26 inches, galvanized iron, water tight, drop handles, with covers. Packed loose. Stored at Baltimore, Md.

Minimum bid considered, 50

Item No. G-535

1,094 Cans, Ash or Garbage, Without Covers

New. Size 18x25 inches. Galvanized iron, water tight, drop handles, without covers. Packed loose. Stored at Jeffersonville, Ind.

Minimum bid considered, 50

Item No. G-537

332 Canteens

New. Tin, canvass covered. 193 without straps, 139 with straps. Cork with chain attached. One quart capacity. Packed 45 per case. Stored at New York.

Minimum bid considered, the lot.

Additional sales of Quartermaster Corps surplus stocks will be announced in this paper—watch for them. The goods are quality goods, made to meet government requirements. They are ready for immediate shipment.

No Red Tape in Bidding

SEE SIMPLE INSTRUCTIONS HEREWITH

Quartermaster Corps General Supplies Sale

BIDS CLOSE
MARCH 17th

Item No. G-522

785 Brushes, Shoe

New. Black fibre stock, one inch long, glued in solid block, varnished. Size 2¼ inch wide, 8 inch long. Packed 4 dozen per box. Stored at Boston, Mass.

Minimum bid considered, 4 dozen.

Item No. G-523

500 Brushes, Shoe

New. Black fibre stock, 1 inch long, glued in solid block, varnished. Size 2¼ inch wide, 7½ inch long. Packed 4 dozen per box. Stored at San Antonio, Texas.

Minimum bid considered, 4 dozen.

Item No. G-524

1,047 Brushes, Shoe

New. Black fibre stock, 1 inch long, glued in solid block, varnished. Size 2¼ inch wide, 7½ inch long. Packed 4 dozen per box. Stored at Atlanta, Ga.

Minimum bid considered, 4 dozen.

Item No. G-525

500 Brushes, Tooth

New. Good grade. Medium stiff bristle, rows of tufts 4x25. Bone handle. Packed 1 box. Stored at San Antonio, Texas.

Minimum bid considered, the lot.

Item No. G-526

785 Brushes, Tooth

New. Good grade, medium stiff bristle, rows of tufts 4x26. Bone handle. Packed 1 box. Stored at Boston, Mass.

Minimum bid considered, the lot.

Item No. G-527

910 Brushes, Tooth

New. Good grade, medium stiff bristle, rows of tufts 4x25. Bone handle. Packed 6 gross per case. Stored at St. Louis, Mo.

Minimum bid considered, the lot.

Item No. G-516

3,212 Brooms, Stable, With Handles

New. Block 8¼x1½x16 inch. Basswood fibre 6 inch long. Handle 54 inch long. Manufactured by Atlantic Brush Corporation. Packed loose. Stored at New York.

Minimum bid considered, 1 dozen.

Item No. G-517

923 Brooms, Stable, With Handles

New. Block 8x1½x16 inch. Heads and handles packed separately. Packed 30 heads per crate. 50 handles per crate. Stored at Atlanta, Ga.

Minimum bid considered, 150

Item No. G-540

4,000 Combs, Medium Tooth

New. 10 teeth to the inch. Size 7 inches long, 1 inch wide, made of hard rubber. Packed 6 dozen per box. Stored at St. Louis, Mo.

Minimum bid considered, 2 boxes.

Item No. G-501.

250 Albums, Film Negative

New. Size, 3¼x5¼ inches, binding paper covered with light cloth. Holds 100 film negatives. Packed 1 to box. Stored at Washington, D. C.

Minimum bid considered, 25

Item No. G-502

30 Albums, Film Negative

New. (Description see Item G-501.) Packed 1 to box. Stored at Ft. Leavenworth, Kan.

Minimum bid considered, the lot.

Item No. G-503

46 Albums, Film Negative

New. (Description see Item G-501.) Packed 1 to box. Stored at Baltimore, Md.

Minimum bid considered, 25

Item No. G-504

22 Albums, Film Negative

New. (Description see Item G-501.) Packed 1 to box. Stored Boston, Mass.

Minimum bid considered, the lot.

Item No. G-518

1,000 Brooms, Whisk

New. Has two stitches. Length of stock to handle 8½ inch. Width at bottom 6 inch. Length of handle 2½ inch. Weight, 4 lb. per dozen. Packed 1½ gross per box. Stored at St. Louis, Mo.

Minimum bid considered, 1½ gross.

Item No. G-519

1,000 Brooms, Whisk

New. Has two stitches. Length of stock to handle 7 inch. Width at bottom 5½ inch. Length of handle 2½ inch. Weight, 3 lbs. per dozen. Packed 1½ gross per box. Stored at San Francisco, Cal.

Minimum bid considered, 1½ gross.

Item No. G-520

1,272 Brooms, Whisk

New. Has two stitches. Length of stock to handle 7 inches. Width at bottom 5¼ inches. Length of handle 2½ inches. Weight 3 lbs. per dozen. Packed 1½ gross per box. Stored at Boston, Mass.

Minimum bid considered, 1½ gross.

Item No. G-521

117 Brushes, Bench

New. Five tufts wide by 17 tufts long. Tufts 3-16 inch diameter, 3 inch long. Made of mixed hog bristle and basswood, 9 inches long, set in oak block 1¼ inches wide, 15 inches long over all. Bristles set in one side only along 9 inches of block. Handle 6 inches long. Block varnished. Packed 1 case. Stored at New York.

Minimum bid considered, the lot.

No Red Tape in Bidding

SEE SIMPLE INSTRUCTIONS HEREWITH

Quartermaster Corps General Supplies Sale

**BIDS CLOSE
MARCH 17th**

Inspection— Goods are sold "as is" at storage point. Samples of practically all articles are displayed at Zone Supply Offices and at the Surplus Property Division, Munitions Building, Washington, D. C.

Negotiations— No special form is required for the submission of a bid. Bids may be made by letter or telegram.

All bids must be submitted by 3:00 P. M. (Eastern time) March 17th. They should be addressed to the Zone Supply Officer at the nearest address: Army Supply Base, Boston, Mass.; 461 8th Avenue, New York City; 21st Street and Oregon Avenue, Philadelphia, Pa.; Coca Cola Building, Baltimore, Md.; Transportation Building, Atlanta, Ga.; Army Building, 15th and Dodge Streets, Omaha, Neb.; Ft. Mason, San Francisco, Cal.; 17th and F Streets, N. W., Washington, D. C.; Newport News, Va.; Jeffersonville, Ind.; 1819 West 39th Street, Chicago, Ill.; 2nd and Arsenal Streets, St. Louis, Mo.; Audobon Building, New Orleans, La.; San Antonio, Tex.; New Cumberland, Pa.; Columbus, Ohio; or to Surplus Property Division, Munitions Building, Washington, D. C.

Bids must be for goods at point of storage, as set forth in the specifications of materials advertised.

Each lot offered is identified by a number. Bids should include the lot number or numbers on which the bid is made. Bids may be made for any quantity greater than that stipulated as minimum bid which will be considered, or for the total quantity in any lot. In bidding stipulate price bid per article (for example, one hairbrush) instead of for total quantity desired. No bid stipulating "all or none" of any lot will be considered, unless that bid is the highest. No deposit is required with the submission of a bid.

Notification— Successful bidders will be notified by mail on or before March 22d, and advised of the quantity awarded to each. A deposit of 10% of the amount due under each award must be made immediately upon receipt of notification.

Delivery— The articles offered are for spot delivery. Purchasers will be permitted to leave stocks which they may acquire in government storage for a period of 30 days after receipt of notification. Goods, so held, will be held subject to purchasers' risk.

Important— The War Department reserves the right to reject any part or all of any bid or bids. Inquiries relative to sales conditions or stocks offered should be addressed to the nearest Zone Supply Office.



Action— Take advantage of the extremely unusual opportunities presented in this advertisement. Give careful consideration to each item listed in this and succeeding sales. Every item listed is available for immediate delivery.

SURPLUS PROPERTY DIVISION

Office of the Quartermaster General, Director of
Purchase and Storage, Munitions Building,
Washington, D. C.



No Red Tape in Bidding

**SEE SIMPLE IN-
STRUCTIONS HEREWITH**

IRONTON BUNSEN HEATERS

How the principle of the Bunsen Burner has been applied to heating stoves for household purposes is described in the new catalog of the Ironton Stove & Mfg. Co., Ironton, Ohio. Laboratory tests of Ironton Bunsen Burner Heaters shows that the Ironton saves on natural gas 32% and on artificial gas 65 5-23. These tests were held at both Ohio State University and Columbia University.

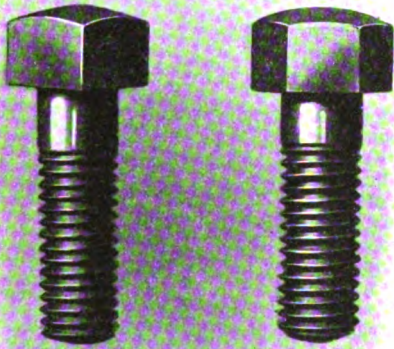
The Stoves are made in fireplace designs as well as those to be used in the center of the room or without a fireplace. One of the features of the Ironton line is the bathroom heater No. 29. A postal card to the company will bring a copy of this handsome catalog to any dealer from the manufacturer.

W. L. Shearer recently purchased the merchandising interests of the Yakima Produce & Trading Co. at Toppenish, Wash., and henceforth the hardware store, implement department and feed mill will be known as the W. L. Shearer Co., Inc.

One of the most valuable community trade associations in the western half of the U. S. is the Coos and Curry Hardware Dealers' Association, in the Coos Bay district of western Oregon. This association meets frequently, and social acquaintance and business understanding are on equal basis at the meetings. The president is W. N. Ekblad and the secretary E. P. Lewis.

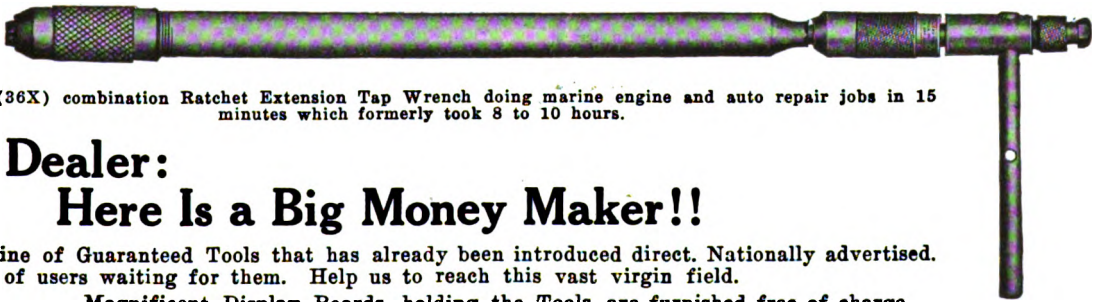
It was the misfortune of the Canby Hardware Co., at Oregon City, to be robbed twice within one week at a loss of \$300 worth of stock.

When Ruggles & Allen opened their new hardware store at 1556 Ocean avenue, San Francisco, last month they sent attractive notices to all their prospective customers in the neighborhood. They are located in one of the new resident districts at Westwood Park, and carry a full line of hardware, plumbing and electrical specialties and household utensils. They will also do repairing and jobbing along these lines.



WM. H. OTTEMILLER CO.
YORK, PA.

**Manufacturers of Cap and Set Screws
Screw Machine Work**



Our 18" (36X) combination Ratchet Extension Tap Wrench doing marine engine and auto repair jobs in 15 minutes which formerly took 8 to 10 hours.

Mr. Dealer:
Here Is a Big Money Maker!!

A Line of Guaranteed Tools that has already been introduced direct. Nationally advertised. Millions of users waiting for them. Help us to reach this vast virgin field.

Magnificent Display Boards, holding the Tools, are furnished free of charge.

Order through your Jobber or Direct

Write for Proposition



ALERT TOOL CO.

237-241 North 6th Street

Philadelphia, Pa.

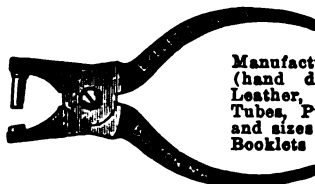
SAND'S PLUMBS AND LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

YOUR JOBBER CARRIES THEM

J. SAND & SONS - Detroit, Michigan



EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

**40 Lincoln Street
BOSTON - MASS.**

The individual who deliberately tries to drag in some big word, new phrase, or special experience in order to impress other people, only succeeds in making himself ridiculous. The genuine and sincere do not need personal publicity.

Life is much more worth while when we take time and pains to perform little helpful acts for each other. And many a time the friends we make all unexpectedly prove to be a staunch asset and a sheet anchor in an hour of stress and strain.

HENS PROFIT BY ADVERTISEMENTS

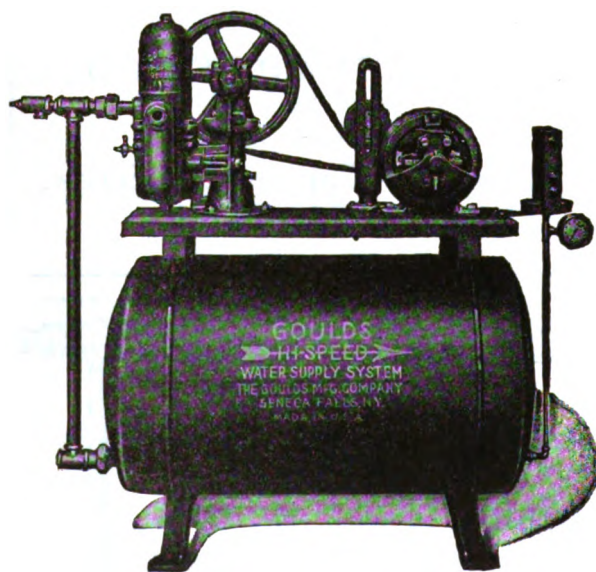
Father: "Joe, why do you suppose the old hen persists in laying in the coal yard?"

Joe: "Why, father, I guess she has seen the sign, 'Now is the time to lay in coal.'"

HIGH SPEED PUMPING OUTFITS

Herewith is presented Figure 1695, the new Hi-Speed water supply pump and pumping outfit, produced by the Goulds Mfg. Co., at Seneca Falls, New York.

It has been designed especially for use in connection with water supply systems for cottages, camps, farm homes and buildings, dairies, creameries, small



town homes, hotels, mills and factories, and should be easily salable by the implement and rural hardware dealer. This pump is absolutely quiet and smooth running as all gears have been eliminated. It operates at a speed of 500 revolutions per minute and is self-oiling.



Jimmy Weeder

Root out Dandelions, Plantains, Russian Thistle, Sour Grass, etc. Pulls top, root and all, without disturbing sod. Patented Spring Fulcrum makes weeds jump. Retail at 35c each. Write for sample and wholesale prices.

TAYLOR MFG. CO., Cooke Ave., Canton, Ohio

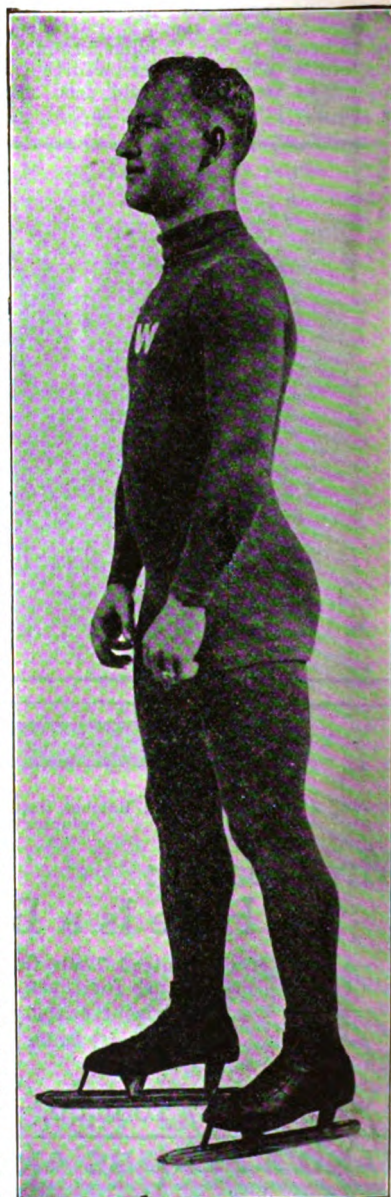
Don't be afraid to put yourself out to do a good turn for some one else and other people will be glad to do the same for you. When you play ball, you must throw as well as catch. Don't muff the ball.

WORLD'S SKATING CHAMPION WITH WINCHESTER

"Bobby McLean, of Chicago, Ill., the world's champion ice skater, and holder of practically all of the world's ice skating records from 50 yards to 5 miles, is now a member of the forces of the Winchester Repeating Arms Co., of New Haven, Conn., being attached in the capacity of consulting engineer in the manufacture of ice skates.

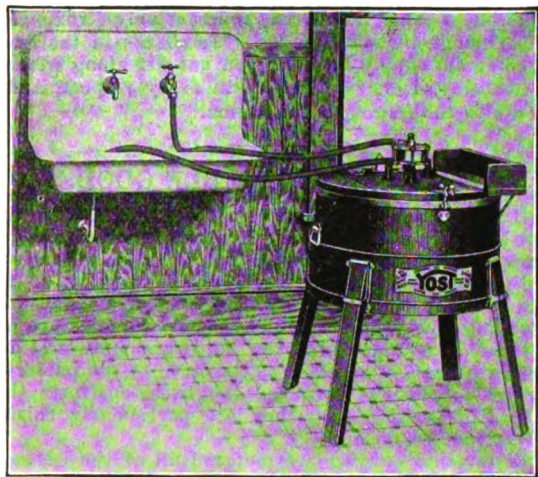
With the Winchester Repeating Arms Company in control of the Barney & Berry plant in Springfield, Mass., and wishing to continue the Barney & Berry skate as best in the world, and to improve upon it if such a thing is possible, the services of McLean were secured, for McLean knows skates, knows how they should be constructed, and knows about as much about skates and skating conditions as anyone living. Consequently, he will be a very valuable acquisition to the Winchester Repeating Arms Company in the development of the ice skate industry.

McLean, too, will be a valuable acquisition to the Winchester forces as a skater, for his ability should bring forth a flow of comment that should make for more and better skaters. McLean has departed for Christiania, Norway, where he skated Oscar Mathieson, of that city, a series of six races for the world's ice skating championship, there on February 7 and 8. Following these races, McLean will tour Europe, giving exhibitions of speed and fancy skating at Davos, St. Moritz, and other skating centers.



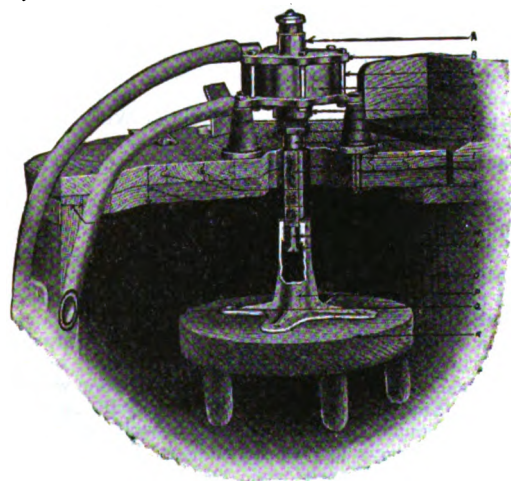
HOW THE YOST WORKS

The two accompanying illustrations show in general and detail the working principle of the Yost Gearless Motor Washer, which has enjoyed a very healthy growth and constantly increasing sales during the past five years.



Although the product has been on the market for a much longer period than that, it has only been under the present management since 1914.

With a simple, economical and long lasting labor machine of this character to sell, the Yost Gearless Washer Co. make a particular point of supporting its dealers with sales helps, cuts for newspaper advertising and suggestions for advertising and sales promotion.



The pictures herewith only illustrate the graphic way that the company presents its proposition to the prospective buyer.

The company will be pleased to furnish detailed information and the outline of its sales policy to any dealer through its main offices at Springfield, Ohio.

At the recent convention at Spokane H. S. Fender & Co., of Prescott, Wash., report that their business has increased from 60 to 70 per cent over that of last year. They will soon be in their new building, where they will have opportunity to give added attention to their line of hardware, implements and accessories.

NEW ELECTRIC REPRESENTATIVE

With the organization of the Bower Sales Co., the first of this year, George G. Bower, whose likeness we present herewith, becomes a member of the hardware and electrical distributing trade of the northwest. Mr. Bower has for some time been sales manager of the Northwest Electrical Co., and his valuable experience should stand him in good stead now that he is in business for himself.

Offices have been opened at 506 Spalding Building, Portland, Oregon, and Mr. Bower will be glad to consider additions to his already goodly group of electrical specialty and staple lines of eastern manufacturers.



MERCHANDISING BULLETINS OF ALUMINUM GOODS MFG. CO.

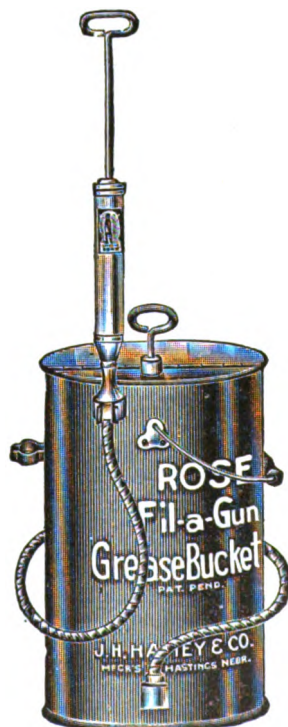
Commencing with the New Year the Aluminum Goods Mfg. Co., through its sales department, is distributing a series of monthly merchandising bulletins to all the retail dealers who handle the Aluminum Mirro line. They believe if they can show the dealer and his sales clerks the fundamental principles of successful buying and selling then they have laid the foundation of a good trade and a profitable account.

Every bulletin will treat of one definite phase of modern merchandising. The complete series will embody those principles which are the secret of success in retailing. Merchants not receiving these bulletins will do well to inquire of their jobber or the company direct at their general offices at Manitowoc, Wisconsin.

NEW ROSE GREASE BUCKET

The Frank Rose Mfg. Co., formerly the J. H. Haney & Co., of Hasting, Neb., have placed on the market a style of grease bucket which will be known as the Rose Fil-a-Gun grease bucket. The grease bucket has a new feature not found on any other device of its kind on the market.

Attached to the side of the bucket on a special carrier is a rose topper nozzle grease gun which can be placed on a special hose nozzle and filled completely full with a single stroke of the bucket pump. The gun is used to lubricate universal joints, cam gear cases, etc., that cannot be lubricated with the hose. The bucket also pumps direct to the gear set and rear axle assemble through the hose.



CORRESPONDENCE A LA MASON

The spirit of the following correspondence is surely commendable in these days of stress, shortage and kick. Letters like this surely turn curt into courtesy.

BAKER IRON WORKS

Los Angeles, Calif.

Lufkin Rule Co., Saginaw, Mich.

Gentlemen: I bought a rule the other day; it came from the town of Saginaw and has the very darndest way of measuring you ever saw, from the figure one to the twenty-four from the north end of the stick, it loses an eighth of an inch or more, and that I calls an "unruly" trick. From the middle figure to the point where the number one reposes, there's a gain of a steenth at seventeen. The contraption seems to be out of joint, and a checking up discloses there really isn't an inch between the figure seven and the figure six. I fear I'll get in an awful fix and meet with dire catastrophe in measuring my anatomy. So, Mr. Lufkin, if you'd save me going to an early grave, when you get this rule by parcel post induce it to give up the ghost and send me one that measures right, and I'll keep my troubles out of sight. I sign myself most duly yours,

Very, very truly,
A. H. CLIMIE.

THE REPLY

LUFKIN RULE COMPANY

A. H. Climie, Los Angeles, Calif.

Dear Sir: Your kind letter of November 26th is now at hand; and the rule, if you remember, you discovered is our brand. We have made a close inspection, of the rule you said you bought; and it shows an imperfection our inspectors should have caught. You, no doubt, are right insaying: "This is an unruly trick"; for your pardon we are praying; it is but a guessing stick. How it ever passed inspection, we ourselves can never tell; after days of deep reflection, we admit that it beats H—. Trust you've not been discommoded through your purchase of this stick; hope your ire has not been goaded, glad you came to us to kick. We are sending, Mr. Climie, to your address one that's right—one that fairly shouts: "Just try me!"

Kind regards, will close,

GOOD NIGHT.

"If any one kin—Luf-kin."

WESTERN ARCHITECTS' GUIDE

Containing the names of 1,000 architects in the states of California, Oregon, Washington, Idaho, Utah, Nevada and Arizona corrected up to the first of the year, the new edition of the Architects' Guide is ready for distribution by its publisher, E. D. McDonald, 410 Hobart building, San Francisco, California. The price of the complete list is \$5.00. With the payment of \$1.50 extra the names of architects in Montana, New Mexico and Colorado can also be included.

DUNHAM, CARRIGAN & HAYDEN DAIRY AND ICE CREAM SUPPLY CATALOG

As a supplement to the new journal catalog of Dunham, Carrigan & Hayden Co., a supplement containing only dairy, creamery and ice cream equipment and supplies, catalog No. 67 has just been issued by the company. It is completely indexed, printed on fine book paper and numbered consecutively from page 2500 through over 100 pages. Merchants in the dairy or ice cream supply business can not get along without this catalog, as it is complete in every respect, and a tribute to the issuing organization.

SUMMER SEASONABLE GOODS

Hot off the press, with a four-color cover, and aimed to bring spring fever into the heart of the customer and feverish activity into the sales register of the merchant, is the new 70-page catalog of the Gold Medal Camp Furniture Mfg. Co., of Racine, Wis. Camp furniture and automobile tourist supplies are one of those lines that make the hardware store and the hardware window especially attractive to the passerby. Suggesting the outdoors and the little comforts that make life worth while, they are particularly salable and attractive.

In the new catalog are pictured all of the items in the Gold Medal line, including camp furniture, equipment of all sorts, porch and folding furniture and automobile camping equipment. In addition to the catalog the company is particularly distinctive in its extensive system of dealers' helps and guides for dealer advertising. All of this literature will be gladly supplied from the offices of the company, together with electrotypes for use in local advertising by the merchant.

KONSTRUCTO TOYS FOR BOYS

Among the ingenious toys designed for the modern child are Konstructo Building Blocks, manufactured by the Konstructo Co., with offices in the Wilcox Building, Portland, Oregon, and at 103 West 14th St., New York City.

Konstructo Blocks are aimed to strengthen and develop the constructive ability that should be encouraged in all children, and they are also very fascinating to older people. They are interlocking and are sold in three different assortments, yet so manufactured that all can be used with each other, so that an increase in the purchase only increases the possibilities of construction with the blocks.

With each set of blocks is enclosed a booklet, showing the large number of models which may be built with the same. A wideawake hardware dealer will find a pleasant and profitable trade can be built up among the women and children buyers as well as men, in handling such toys as the Konstructo line.

J. T. Elson, manager and vice president of the Grays Harbor Hardware Co., Aberdeen, Washington, has left to assume other duties for the Marshall Wells Hardware interests, and he will be succeeded as manager by Carl N. Stockwell, who has been for twenty-five years associated with the Marshall Wells Hardware Co.

The firm of Francis & Johnson at Auburn, California, has been disincorporated and henceforth will be operated under the name of the owner, Joseph Johnson. Mr. Johnson's upright characteristics and thorough knowledge of the trade have built up a fine business for him.

SHINGLE ROOFING—SEVENTEEN YEARS' PAINT SERVICE

In the January issue of GRAPHITE, published by the Joseph Dixon Crucible Company, Jersey City, N. Y., there appears an illustration showing shingles which were painted with Dixon's Silica-Graphite Paint seventeen years ago. It was taken from the roof of an ice house on the Maine Coast. It is interesting to note that the shingles on this building are still in excellent condition, owing to the remarkable protective qualities of Dixon's Silica-Graphite Paint.

On account of the high cost of labor and material, there is a great advantage and much saving in cost to be obtained through applying a coat of Dixon's Silica-Graphite Paint to roofs which might otherwise have to be resingled within a few years or less. Owners of buildings in sections where the laws make it necessary to use slate or other coatings, will particularly appreciate the importance of this information. As one enthusiastic customer has stated, the saving secured through the use of Dixon's Silica-Graphite Paint made the paint and labor cost him absolutely nothing.

GARAGE BOOKLET REPRINTED

So great has been the demand for "8 Garages and their Stanley Garage Hardware," a little publication of the Stanley Works, that it has been found necessary to reprint the material. This time it is contained in a neat pamphlet, 3½x6 inches, and it is the intention of the Stanley Works to send this miniature booklet to anyone interested in Stanley Garage Hardware, or as a suggestion when building a new garage.

It describes in detail the construction of eight garages, giving specifications, as well as exterior views, and a list of the hardware necessary. Elsewhere in our publication this hardware is described more in detail. Hardware merchants who handle accessory lines should find this Stanley booklet very interesting counter literature.

The Eckmann & Locke Hardware Co. has just opened for business on a promising scale at Yakima, Washington.

The Wood Hardware Co., of which Hub Wood is manager, recently acquired the interest of the Rimers Hardware Co., at Cottonwood, Idaho.

Erbie Hayes has purchased the Vale Hardware store at Vale, Oregon, and henceforth the business will be known as the Hayes Hardware store.

The Olympia Hardware Co., Olympia Washington, has become incorporated with the Olympia Tire Service Co. and the two will be conducted in conjunction.

A. J. Wheeler & Sons who recently went into business for themselves at Corning, California, report a splendid business during the past year. They have met with merited success in their new enterprise.

The Roswell Hardware Co., Roswell, New Mexico, has placed itself among the leading firms of that region by declaring a profit sharing scheme for employees who have been with the company for over twelve months.

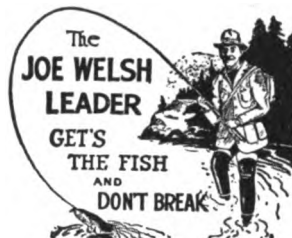
Arising immediately from the fire that recently gutted the property of the Mazzini Hardware Co., at Alameda, Cal., these progressive merchants lost no time putting a new front on their building and putting themselves in better shape than they were before the blaze.

Changes in ownership of both hardware stores at Davenport, Washington, are announced. Frank E. Denson retired from the Denson & Cassels company, his son Vernon F. Denson, taking over the interest and becoming a partner with his brother, Fred W. Denson, and Russell P. Cassels. Fred F. Morse purchased the interest of B. F. Latham in the Latham & Turner hardware store and will associate with A. H. Turner in the business.

The Jameson Hardware Co., McMinnville, Oregon, recently filed articles of incorporation with a capital stock of \$40,000. Besides A. L. Jameson, the worthy president of the Oregon Retail Hardware Association, the incorporators are M. M. Jameson and George F. Jameson. The business will be continued as formerly.

A Leader That Sells Itself

All Live Sporting Goods Stores Sell This True Scotch Product

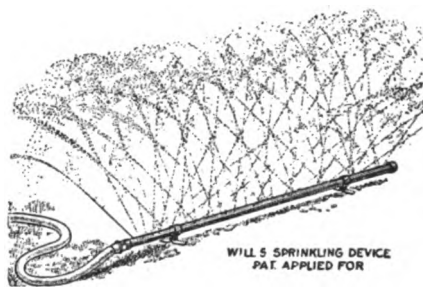


JOE WELSH
PASADENA, - CALIFORNIA

Exclusive Agent U. S. and Canada

Will's Scientific Sprinkler

FOR LAWNS AND GARDENS



"There's a Reason Why This Business Increased 100 Per Cent in 1919."

Three Superior Qualities
Durability—Efficiency—Cheapness

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid Standards—securely attached. No bending or breaking. Hose connection BEST made. The Spray is distributed equally, covering every space and corner.

Made in all Lengths, and to suit any pressure. Guaranteed for 10 years' service if properly cared for. Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO.

607 CROCKER ST.

LOS ANGELES, CAL.

Plumbing and Heating

A SPLENDID BUSINESS ASSET

"Like that rare stone of alchemist of old,
Good humor turns the dross of life to gold."

One of the pleasantest assets in the world is good nature—the ability to smile, to laugh heartily, and to see the fun in everyday happenings.

There are those people who get their fun at other folks expense and always make the people about them uncomfortable at the same time. This isn't real fun or real wit or humor. It is merely the expression of a disagreeable disposition. True fun is that which bubbles up like a fountain from within and is so sparkling and happy, that it makes others happy as well.

The man whose face has become so set in certain lines and grooves that it will not smile readily, is to be pitied, for a smile will win many a favor, will smooth out many a rough place, and will tide over many an emergency. It is more natural for some people to be merry than for others, but anyone who wills can cultivate the art of good-nature.

Starting the Day Right

Have you ever noticed how the first half-hour of the business morning, colors the entire day. Start out grouchy, and everybody gets edgeways; start out cheery and in an encouraging frame of mind, and others will fairly outdo themselves to please you.

One of the surest ways of being able to start out in a good-natured way in the morning, is to plan one's work carefully the evening before; to sleep enough and have plenty of fresh air; and to arise in the morning in time to get properly groomed for the day and to eat a leisurely breakfast.

If there is any one thing in the world which heads off good humor, it is confusion, hurry, and an inner sense of having to leap every minute for fear expenses will get ahead of you. That's why I say, make your plans in time, so that you can really make every move count. When you do that, it is easy to be good-natured.

The dross of life is made up of the grubby, disagreeable things which must be attended to, but

"Out of the mud and slime of things,
Something, something always sings."

However, we must have ears attuned to

catch the singing and be ready to smile with joy at those things which are pleasant and unexpectedly cheerful. Good humor does a lot to make the commonplace events of life interesting and bearable, and helps keep us enthusiastic over our tasks. Without good humor and without the disposition to see the pleasant side of things, life becomes dreary and business a mere tread-mill existence.

At one time a certain newspaper man who has since become very widely known, was sent by Horace Greeley to find out how Henry Ward Beecher was able to deliver so many lectures, preach so many sermons, and do so much work generally, without breaking down. Beecher's answer was that he had no particular specific for keeping well, but one thing he did make a point of, and that was to have a good, hearty laugh every single day.

It doesn't make any difference who we are, where we live, or what we are engaged in, a happy, spontaneous laugh is a tonic we cannot afford to neglect. It will make us more liveable for the people at home, and will encourage co-operation among our business associates.

The man who never laughs aloud is in a dangerous condition, for those who have made a study of the subject, tell us that there is a place with all insane patients where they cease to laugh naturally. Some of us may not be quite as near normal as we think we are.

There is a deal of truth in the suggestion that good humor will turn the lead and zinc and copper of life into gold and silver and platinum. It is the spirit alchemy of a life worth while.

It is surprising how quickly the details of important contracts and documents slip from mind. For this reason, it is good business occasionally to spend a few spare hours going over these, for your own self-information. The property of many a man who dies is distributed by his direction, according to his will, quite differently than would be the case if he had revised it recently. While you are keeping up to date for the public, keep up to date in matters relating to your own welfare and that of your family.



The M. L. Kline Co.

WHOLESALE

**PLUMBING, HEATING. MILL
and STEAM SUPPLIES**

EXCLUSIVE AGENTS FOR

DURABLE PRODUCTS—

Valve Discs
Rod Packing
Sheet Packing
Union Gaskets
High Pressure
Gauge Glasses

DURABLE denotes QUALITY

SOLD ON A SERVICE BASIS

84-86-87-89 Front St., Portland, Ore.

**G
E
T

T
H
I
S**



Ask for No. 3591

C. W. B. CORNELIUS CO., Inc.

Manufacturers of

PLUMBING SPECIALTIES

209-211 Tehama St., San Francisco

Dependable Tanks



If you desire the best, choose our

"Copper Brazed" Construction

Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or
Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO.

Pittsburgh, Pa.

38 SOUTH DEARBORN ST., CHICAGO, ILL.

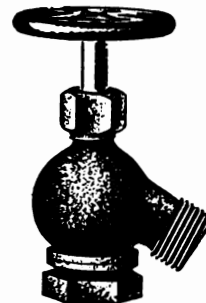
Factory, Oakmont, Pa.

Garden Hose Valves

OF

Recognized Quality

Which command repeat orders for you



Sizes $\frac{1}{2}$ " to $2\frac{1}{2}$ " inclusive. Both bent
and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist

Pacific Coast Representative

681 Market Street, San Francisco.

The Posy on the Stem

(By Harry Gale Nye)

ABOUT the sickest looking thing in the garden is a plant that never blooms.

It may be as green as an apprentice on his first day in the shop, and as luxurious as a set of Russian whiskers, but if it hasn't any posies on it, it looks very much like it didn't belong. It is just taking up water from the sprinkler and sunshine from the sky, without giving for value received anything in return.

I know a lot of men (no, not a lot, but some) who are just like that. They have never discovered that the posy on the stem is the most important part of the plant. They may have as much long green money as the bloomless plant has long green leaves, but, unless they are unloading a little perfume on the passerby, they are just a weed, and the garden of life isn't any better for their living than the garden out in my back yard is for the stem without a posy.

There are men who are models of conduct, or they think they are. They never did a wrong to anybody in their lives, so far as anybody knows—or a kindness. It may be some boss, who never criticizes—or praises. It may be a salesman, who never does anything but attend strictly to business—and never feels the slightest interest in anything but a prospect, and then only in what he may want to buy. It may be a workman in the shop, who is industrious enough, and turns out work enough, but never gives another man a nudge or a help or a smile.

Do Something—Even if It's Not Exactly Right

These fellows think they are all right. But I'd rather have a man do a wrong now and then than never have him do a right.

I'd rather have a salesman feel a little interest in me and my troubles and joys, even though he does waste a little of my time.

I'd rather see a boss jump on a man unjustly now and then, if I know that some time he would likewise give him a little praise when he didn't deserve it. Certainly I would like to see him give the man a little praise when he was deserving of it.

And even the man out in the shop—I'd rather have him crack a smile once in a while, even if he did it on the company's time, than to be so darned industrious that he never noticed that the man next to him not only would welcome the smile but maybe needed it.



I have long been convinced that there is such a thing as being too blamed good. I have never been accused of it—but I know this: If I have been foolish or cranky or even unfair at times, I have tried to be a little something different the rest of the time.

In other words, while divinity is all right, it doesn't hurt to be a little human around a shop, whether you work at a desk or a bench. The man who watches himself all the while to see that he never does anything that his conscience or his wife doesn't approve never has any time left to observe any of his fellows. They'd like him better if he were cranky or foolish once in a while and human the rest of the time.

This is a practical paper, and this may not sound like very practical advice. But I have been thinking about it a lot lately, and I think maybe it is. In the army they have a thing they call "morale," and I guess it is just about as important in a shop as in a camp. It means to keep men's spirits up—and the good work comes through the shop that has men who smile.

You may think that a smile slows up production, but I believe it works the other way. A horse doesn't pull any too well when the tugs are too short; and a man doesn't work any too well when he is tied too close to his job. He is likely to get the idea that a shop is made up of a lot of individual men working at individual machines at individual tasks. That isn't my idea of a shop at all. The baseball team that gets that idea plays rotten ball. The army that gets that idea is licked the minute it goes up against the other kind. The shop that works that way isn't much more of a success than the baseball team or the army of individuals.

Now this is all old stuff. But it is just as new as it is old. The stem without a posy may be proud of the fact that it is the biggest thing in the garden, but a little pansy making purple faces at you, or a sprig of sweet clover by the roadside, is doing a lot more good and not taking up near as much room.

Think it over and, if you are a stem without a posy, for heaven's sake bloom a little!

A life without friendship is a desert waste. Naturally, we seek those who are congenial, and who command our admiration and respect.

"Be noble!

And the nobleness that lies

In other men, sleeping, but never dead,
Will rise in majesty to meet thine own."

**GAS or OIL or
WATER or STEAM**

is absolutely safe where

Rhode Island

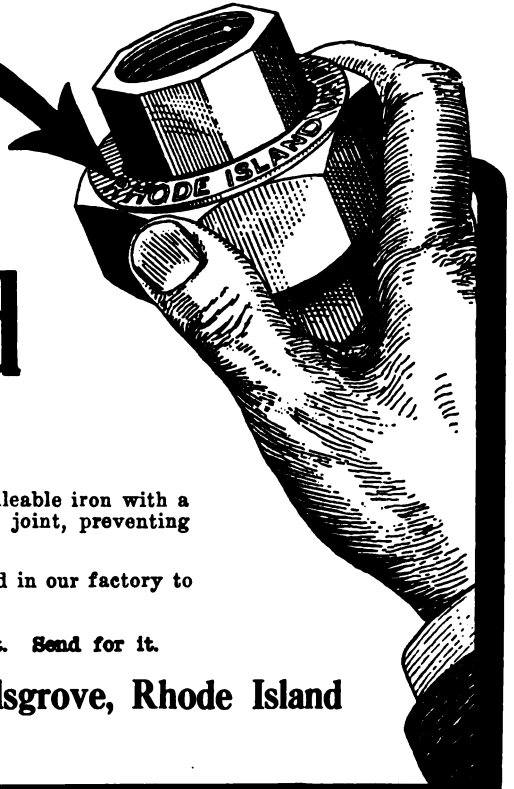
UNIONS are in use

The Rhode Island Union is made of the best grade malleable iron with a specially constructed bronze seat which makes a tight joint, preventing wasteful, destructive and dangerous leaks.

Approved by the Underwriters' Laboratory and tested in our factory to 300 pounds pressure before being passed as perfect.

The whole story is told in our booklet. Send for it.

RHODE ISLAND FITTINGS CO., Hillsgrove, Rhode Island



Nye the Die Man
Pipe Die Maker to Those Who Know.

AS FOR THE BOLSHEVIKI—

If a man wants to wave a red flag, I am in favor of letting him do it. But first I would put him in a pen with a good, active young bull. Then let him wave the red flag all he wants to. I'll leave the rest to the bull.

That's what I think about the bolsheviki. What I think about the

NYE DIE

is another matter. No bull about that. I know—that it will save more time, temper and material than John D. saved money—and almost as much money.

Every tool made in my factory is unqualifiedly guaranteed and will be sent on free trial to any dealer—make any test you like.

NYE, THE DIE MAN

**THE NYE TOOL & MACHINE
WORKS**

**108-128 North Jefferson Street
Chicago, Ill.**

**P. S. Don't forget to try a Nye thin blade
cutter wheel.**



Solid Die



Cutter Wheel

GIVE YOUR CUSTOMER ALL HE IS ENTITLED TO, BUT DON'T OVERLOOK YOURSELF

(By J. H. Jennings)

We hear so often the question, "What is the matter with the plumbing and heating business?" I want to tell you there is nothing the matter with it; in fact, it is the best business in the world, and the trouble is with ourselves, who are engaged in the business. We are not masters of it.

Let us look the facts in the face and get to our place in the sun.

Another year is drawing to a close and manufacturers and jobbers of plumbing materials and the journeymen are making money. Why do not we who have to do the engineering, estimating, execution and financing of the work make a little money for ourselves? We seem to prefer to work for everyone's interest but our own, and have been doing so for several years and will continue to do so in the future, if we do not get down to business and act squarely with ourselves, eliminate jealousy and selfishness from our systems and quit trying to pull the other fellow down, or trying to prevent him from making a legitimate profit on his work, but try and build ourselves up so that people in the community will say of us as we pass: "There goes a successful man."

When we make up and submit an estimate on a piece of plumbing or heating work and know that it is honestly made with the full amount of material and labor, that it takes to do it, according to the plans and specifications with at least an overhead of 20 per cent and a profit of at least 10 per cent added, why do we not be square with ourselves and stick to the price submitted, when the owner or his agent says he has us beat or that the price is too high, and he cannot go ahead with the building unless we cut our price and come within the amount he has allowed for the work?

Why should we give him our material that is so hard to get, or furnish him labor for nothing to build himself a home and a garage for his family, while we need the material and labor so badly to make a living for ourselves and family, or why should we cut the price to keep one of our competitors from getting it or from making any money out of it because he happens to be a "price cutter?" We should go ahead after some other job, as there is plenty of work for everyone, and stick to the rule of making a profit on every piece of work that we do.

Can you recall to mind any one who ever showed any appreciation for your having done his work without profit? I cannot, and why should you expect a man to show appreciation for that which he does not know he is getting.

As the conditions are at the present time with labor so uncertain, it is our duty to adapt ourselves to conditions as they now are.

If a man in the plumbing and heating business is not making money now, it certainly is his own fault. A journeyman plumber or steam fitter turns out about \$12,000 worth of work per year at the present high prices of material and labor, and a shop with only five men will at a minimum price of 20 per cent for overhead and 10 per cent profit pay an overhead of \$12,000 per year and a \$6,000 profit by doing \$60,000 worth of business, while five years ago, when material and labor was just half of what it now is, he would be doing only \$30,000 worth of business and would be losing money.

You say that labor is scarce and there is not enough journeymen to do the work. I say that statement is not a true one as far as this city is concerned. There are more men here working at the trade than there ever were.

The papers state that there is more building going on here than there ever was, and this is true according to the building permits, in dollars and cents, but the fact is, building is really below normal on account of the prices and scarcity of material, and that it costs about 100 per cent more to build now than it did before the war. In fact, we are just on the verge of a building boom that will last for three or four years, and there is no reason why we should not get down on a business basis and prepare ourselves for it.

There is a great opportunity immediately confronting us, and it behooves us, as master plumbers and steam fitters in the true sense, to admit the light of truth that will awaken us to the duties and obligations that we owe to ourselves and our families.

Let us render unto Caesar the things that are Caesar's, unto God the things that are God's, and unto ourselves a fair compensation for a service well rendered. Let us be square with ourselves!

S. F. Anderson, who for the past two years has successfully operated the Glendale Plumbing Co., at Phoenix, Ariz., has sold that business and has established the Standard Plumbing Co., at Phoenix, Ariz.

L. H. Beaudrie, formerly a well known plumber of the Grays Harbor district, but who for the past year has been in the fruitgrowing business, has decided to open up an extensive plumbing and farm machinery business at Hood River, Oregon. He will install a complete line of implements required by ranchers.

Weed & Dickinson have leased the west half of the lower floor of the Masonic Temple Building at Calexico, California, in order to give them increased facilities for the rapid growth of their business. J. C. Dickinson and W. H. Parcells will have charge of the plumbing and tinning, and will look after the outside work. Weed & Dickinson expect to keep things humming in the progressive southern city.



Trademark Registered

This trademark guarantees superior quality and design — and a fair price

GENUINE
ARMSTRONG STOCKS and DIES



PIPE CUTTERS

Malleable Iron Pipe Vises

MANUFACTURED BY

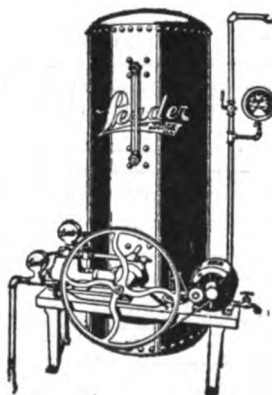
THE ARMSTRONG MFG. CO.

276 Knowlton St.

BRIDGEPORT, CONN.

New York Office: 248 Canal St.

Leader
TRADE MARK
WATER SYSTEMS



**FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS**

PACIFIC PUMP & SUPPLY CO.

853 Folsom Street

San Francisco, California

Sole Distributors

WINDOW CARDS AS ADVERTISEMENTS

"If advertising fails to stimulate your business, advertise it for sale," runs an old advertising slogan. The man in business may be ever so capable, his integrity may be unquestioned, his shop equipment may be up-to-date in every particular, but what will it avail him if these facts never reach the masses?

Every successful plumber and steam fitter realizes that going after business is an absolute necessity. A comparatively small number are going after business in the right way. Yet many men still need to take the first step—to do something that will get them started on the road to more profitable business.

Advertise! Whether it be in the trade journals, through the news columns, on billboards, in show windows, or by word of mouth, if you advertise intelligently you may sit back and confidently expect large dividends on your investment.

Of these methods none is less expensive than the show window, and it may not be the least effective.

It is a fact that the big department stores in Philadelphia, New York, Boston, Chicago and other large centers pay men almost fabulous sums to "dress" windows. These stores know the tremendous value of their window space; they know that people passing by can be made to come in and buy.

Fortunately an increasingly large number of men in our trades are beginning to recognize the importance of their windows as business-making helps. For this reason the trade will welcome the novel selling helps offered by one of the leading manufacturers in this field.

This manufacturer offers a series of twelve window cards, 6½x10 inches, printed on heavy cardboard, beautifully hand lettered, and in attractive colors.

Three of the cards were as follows:

"Why freeze this winter when at small cost we can put your house heating system right and make it save coal, too?"

"Leaky faucets and toilets waste dollars. We can put them in shape in a jiffy at small cost. Get our prices—now!"

"You'll be surprised to know how little it costs to modernize your bathroom, laundry, or kitchen. Estimates free."

These striking signs are worth while and should be prominently placed in the windows. They will be read by the passing crowds. And they will act as reminders to bring the homeowners into the shop to get the necessary work done.

We are sure the trade will appreciate this sort of help because of its dollars and cents resultfulness.

The aggressive plumber and steamfitter who is alive to the need for all sorts of publicity helps, will get the entire set of cards. They can be had for a small order by writing to the "X" Laboratories, 25 West Forty-fifth street, New York City.

ENCOURAGING BOLSHEVISM

Everything that falsely encourages unrest also encourages bolshevism.

Misunderstanding of American industrial organization, and of its benefits to mankind, leads to unrest, dissatisfaction and radicalism.

For example, the Federal Trade Commission tells the public that the large packers had an agreed price for lard substitute (made of cotton seed oil).

It reproduces letters taken from the files of one of the packers, showing that such agreed price existed.

But it failed to mention that the agreed price was determined at the request of and in co-operation with the Food Administration!

The Department of Justice made public these same letters, with no explanation.

NATURE HELPS

"Why is it, Sam, that one never hears of a darkey committing suicide?" inquired the Northerner.

"Well, you see, it's disaway, boss: When a white pusson has any trouble he sets down an' gits to studyin' 'bout it an' worryin'. Then firs' thing you know he's done killed hisse'f. But when a negro sets down to think 'bout his troubles, why he jes' nacherly goes to sleep!

WESTERN BRASS CO. MAKES NEW HANDLE

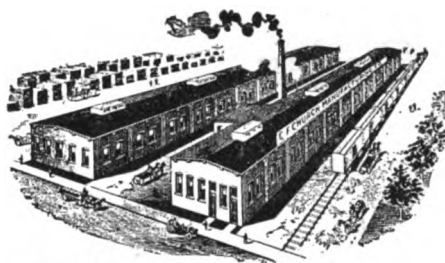
Elsewhere in this issue will be found the announcement of the Western Brass Co., of the new brass door handle which they are just adding to their line. It is not included in their regular catalog, but a more definite description of the door handle as pictured in their announcement will be forthcoming on request.

These enterprising western manufacturers are constantly adding to their line of plumbers' marble hardware, brass railing and hardware specialties. They will be glad to send their catalog on request from their factory at 217 Tehama street, San Francisco.

O. R. Cretser will open a plumbing and tinning business at Ukiah, California. Cretser is a plumber of long experience, and expects to do a good business the coming year.

James A. Cessna, for thirty years a plumber at Redding, California, passed away recently. Cessna was born in an eastern state sixty years ago, and has lived for many years in Redding.

W. H. Gollaher, of Mesa, Ariz., will open a larger and better plumbing and fixture house at that place. The new establishment will be known as the Reliable Plumbing & Electric Co. In his new establishment he will handle a complete line of plumbing and electrical appliances and fixtures. He plans to do a large business this coming year.



OUR NEW PLANT, 20000 SQ. FEET
OPERATED ENTIRELY BY ELECTRICITY
HOLYOKE, MASS.

C. F. Church Mfg. Co.
CAPITAL \$ 25,000.00

MANUFACTURERS OF
THE FAMOUS WHITE-PYRALIN CLOSET SEATS,
TANKS, BATH-ROOM CHAIRS, STOOLS, MIRRORS, FRAMES,
MEDICINE CABINETS, TOWEL BARS, ETC.

THE ORIGINAL AND LARGEST MANUFACTURERS OF THIS LINE IN THE WORLD.

HOLYOKE, MASS.

HOME OF

SNOW WHITE PYRALIN

White Pyralin Bath Room Fixtures bring universal satisfaction from customer and plumber.

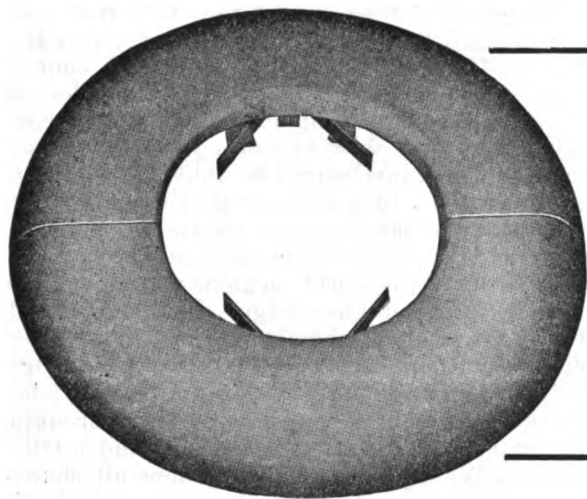
The spotless, snow-white appearance of Pyralin products pleases customers, draws trade and holds it.

Satisfaction in a superior product brings the buyer back again and again.

Pyralin products cost no more than the inferior, so insist upon the best—the Church quality. It pays you.

Whenever genuine Pyralin Bath Room Fixtures are installed it means repeat orders, more business, greater profits.

THESE GOODS CAN BE OBTAINED FROM THE LEADING JOBBING HOUSES IN THE WEST. INSIST ON THEM. If you cannot get them, address for information W. E. GILCHRIST, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by all the leading jobbing and supply houses.



THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

The Beaton & Cadwell Mfg. Co.
NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba, Southwestern Representative, J. R. Devereux, No. 358 Beaver Hall Square, Montreal, Quebec, Canada.

"Pittsburgh"

AUTOMATIC GAS WATER HEATERS

PITTSBURGH WATER HEATER COMPANY - - - PITTSBURGH, PA.

Durkin's Biggest Order

(By Henry James Buxton)

DO YOU remember your biggest order? Of course—everybody does, for the biggest order always marks the turning point in every career of business. It galvanizes a sluggish business into super-activity, injects new life into any enterprise big and little. You can no more forget your biggest order than you can forget the Christmasses of your childhood.

Maybe things looked pretty blue before the arrival of that whopper of an order. You were getting behind in your bills, you were having trouble with your help and you seemed to be only about two laps ahead of the sheriff with your wind giving out. Then, perhaps, out of a blue sky drops the biggest order—a gim-slicker of an order with profit bulging out all over it. Remember that thrill? Can you forget how quickly your business horizon cleared of gloom?

Didn't your step feel lighter and didn't the bend automatically drop out of your shoulders? Oh boy! wasn't it a fine feeling, and can you ever forget how your wife smiled when you told her all about it? No, indeed, these are things we can never forget. They are part of the little heaven we get on earth. If there is one thing we don't want to forget in this life of ours it is the biggest order—the order upon which we lay the foundation of even greater achievements.

Did you ever notice there is something hypnotic about the biggest order—ever perceive how it draws other big fellows into your store. Birds of a feather flock together, you know, and it's pretty certain if you land one big order others will drift in as naturally as the small ones used to in the olden days when you were climbing up the ladder of achievement.

Always a Story About It

There is always a story around the biggest order—a story in which all of the romance and zest of modern business are ever present. Usually the biggest order represents the fruits of struggle—a struggle maybe which you have kept up for months and even for years. You have kept hammering at this one place for a long time, but your knocks were unheeded until suddenly the door opened wide and fame and fortune was yours.

Generally the story of the biggest order deals with a man who refused to be licked—refused to succumb under the ruthless poundings of discouragement. The struggles of some men who have won the biggest order would compare well with the adventures of the superb Bunyan in *Pilgrim's Progress*. These men have fought against contending forces until their

bones almost cracked and their flesh writhed in fatigue. But they kept up the glorious fight until they won.

How D. F. Durkin, Jr., 1613 Pine street, won his biggest order after a struggle extending over nearly thirty years is a story replete with all of the exhilarating romance of modern plumbing. And don't forget either there is romance in modern plumbing. Mr. Durkin tells his story with the pep which is characteristic of his whole business career, and here it is:

"Thirty years ago," said Mr. Durkin, "I started in the plumbing game. Before I had been in it two minutes I decided that it was the greatest game on earth, and I haven't changed my mind since. I worked hard at it for ten years and then I went into business for myself. And before I had been in business for myself six months I discovered that there was one thing essential to big plumbing success and that was personality—personality with capital letters.

Develops Personality

"So right away I set out to develop my personality. I read widely and cultivated people of intelligence, for early it was apparent to me that an effective personality cannot exist on ignorance. I knew that if you hoped to make an impression on a prospective customer you must show him that you know something. You must convince him that you can see over the edges of your particular rut.

"Many plumbers do not realize it, but it is a fact that the plumbing game is one of the biggest games of the world—a game which requires a wide range of knowledge. Realizing this I began the study of chemistry, physics and modern sanitation. I found that this knowledge helped me wonderfully in going after big jobs. In the pursuit of these big jobs I was brought in contact with men of refinement and intelligence. When they saw that I knew all phases of the science of plumbing they were delighted, and I won their confidence easily.

"Early in the game I decided that I would specialize on institutional work, such as schools, hospitals, asylums and orphanages. Naturally this sort of work requires a much bigger scope of plumbing knowledge than housing operations and the like.

Studying Likes and Dislikes

"I hired a competent man to take charge of the office and devoted all of my time to personal interviews with the heads of institutions. I studied the likes and dislikes of these men. I



No. 32 Torch
List Price,
Each \$16.00
Ask for
Discount

Cold Weather Brings a Lot of "Hurry-up" Repair Work

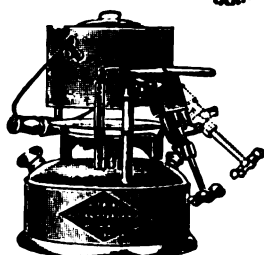
There is good profit in these jobs, so don't let them all go to your competitor. Use the best tools, which will enable you to do your work better and faster. C. & L. Fire Pots and Torches are the BEST. They are heat producers, using very little fuel, and that is why they are so popular with mechanics. Jobbers supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.

TRY THE
TURNER

TRADE
HOT BLAST
MARK

No. 36
Gasoline Furnace



No. 36. \$24.80 list.

THE TURNER BRASS WORKS
SYCAMORE, ILLINOIS, U. S. A.

This is admitted by copper workers, plumbers, and electricians to be the best all-around furnace that can be obtained. It is well made of heavy gauge seamless drawn steel, copper plated inside and out and finished with blue enamel. A furnace which will withstand the acid used in connection with plumbing and electrical work. Our catalog is free.

Sectional Handles

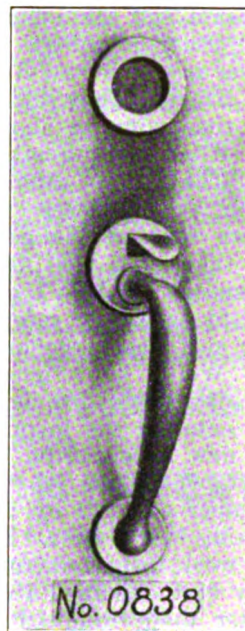
Casement
Fasteners, etc.,

Plumber's Marble
Hardware,

Brass Railings,

Pull, Push and
Kick Plates,

Contractors' and
Builders' Hardware
Specialties.



Western Brass Manufacturing Co.

217-19 Tehama Street, San Francisco

Get Our Catalog and Prices

Spokane Stove & Furnace Repair Works

INCORPORATED

SPOKANE, WASHINGTON

Jobbers and Wholesalers OF Stove Repairs

MANUFACTURERS OF

ORIGINAL
STOVE
REPAIRS

DIAMOND
BREAKOFF
BACKS

Efficient Service : Superior Quality : We Solicit Your Inquiries

"The Largest Stove Repair House in the Northwest"

learned to lay my propositions before them in pleasant and convincing language.

"Other plumbers who had not the vision to see my plan and its possibilities laughed at my efforts. They declared that I was wasting my time running about when I should be in the office looking after my business.

"They were astonished and chagrined, I think, when success crowned my efforts. I began to land the good jobs, and because I did these jobs well and gave a guarantee for every one of them I got more of them. All I had to do was to refer to my latest job which was sufficient recommendation for my work.

"Well I kept fighting up the ladder until one day down dropped my biggest job. This job entailed the installation of plumbing into the new Misericordia Hospital—a \$50,000 contract. I did the job well, as any experienced plumber can tell by visiting the hospital and looking things over. I am always glad to have my work inspected, for I give nothing but the very best. In fact, I do my work just a little better than promised. A brimming measure, you know, is the best advertisement that any plumber can have.

"It was a genuine pleasure to land that hospital job, and right there my wide knowledge of sanitation stood me in good stead. Through this knowledge I was able to give the Misericordia Hospital the most up-to-date plumbing of any similar institution in the city. It is plumbing designed to promote the utmost sanitation and helps to insure the health of every patient and attendant in the building.

"The hospital job has given me the stimulus to keep after big things. In fact, I have acquired an obsession to do the biggest things in the world in plumbing. I am constantly thinking of improved methods, and often I get an idea which proves a bonanza to my business.

"I am now completing a \$10,000 plumbing job in St. Vincent's Home, Seventieth and Woodland avenue. The plumbing I am putting in there is going to make that home a much better place to live in. In fact, it will give the home a superiority over other institutions of its kind.

"Many plumbers do not realize it, but America has taken the lead new in all matters of modern plumbing. The war brought American plumbing into France, and because of this the French will be a healthier and more vigorous people. A good plumber is a trail blazer for all humanity."

D. L. Kibler has purchased the plumbing business of C. J. Munns at Malden, Washington, and reports an excellent business.

Klemmer Bros., have been awarded the plumbing work on ten bungalows which have been started at Willows, California, in the Pittsburg addition.

GREATEST PLEASURE IN GIVING TO OTHERS

While the whole country is disturbed and agitated with strikes, walk-outs, and lock-outs; while the country rocks with the problem of an open or closed shop, and while discussions pro and con on every subject under the sun occupy the attention of the people, it is like a golden ray of sunshine to read of the great gathering of the National Cash Register Company in Dayton, Ohio, where something like 25,000 contented workers gathered in a great picnic of welcome to celebrate the home-coming of the president, John Patterson.

They do not seem to have labor troubles in Dayton, and perhaps it is because Mr. Patterson has never been so happy as when he was giving of his time or profits or interest for the betterment of the workers who have made his success possible.

The picnic was held in a great and splendid park. The park itself was given to the people of Dayton by Mr. Patterson, and consists of 294 acres of hills and valleys. It has many beautiful and substantial buildings and is equipped with play apparatus and other improvements. For the occasion of this picnic, seventeen extra buildings and tent structures were erected and nothing was spared to make the occasion a happy and joyous one.

Back of all this is more giving that we could possibly tell about—giving which has made the people take pride in their homes, and has made them work like heroes to reach perfection in their tasks whatever they were, for giving of the right kind is bound to inspire others to do their best, to be permanent, and to be proud of the organization of which they are a part.

Many a fine young man who went "over the top" and gave his own life in the great struggle felt a higher and holier joy in giving than he ever had in receiving. Many a worker who has toiled for years has felt unbounded satisfaction in being able to make happiness for others possible—libraries, hospitals, homes and foundations of different kinds.

Each Can Give Day by Day

But why wait until we are able to do some great and fine thing? Why not give day by day as we go through life, warming our own hearts with the joy of service and making larger service possible all the time? That is the way Mr. Patterson has done. He did not wait until he could give a park, and it is because he gave of himself and what he had from time to time, that he has been able to do for others in such a large and splendid way.

Perhaps you can only give a smile of pleasant encouragement—give it! The kindly word of appreciation which you can honestly offer, may mean more to some of your associates than money. The hand grasp with which you accompany a Christmas, a New Year, or a birthday greeting, may make it a precious thing—for "the gift without the giver is bare."

Just now there is a great organization which suddenly finds itself fallen upon evil days, and the heads of it recognize that the present condition is due, unfortunately, to the close, stingy policy followed during the war. They didn't see the mistake they were making then, but they are reaping the results now, and the results are not pleasant ones.

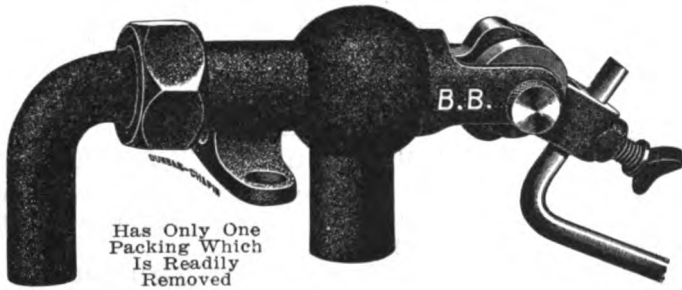
Perhaps your type of giving may be some fine and splendid service which the public needs. Success has come many a time from the giving of noble service and the getting of a reasonable rate of pay for the service.

The doctor who takes care of your child and saves its life by his skill, could not go on saving other children and other lives, were it not for the fair remuneration which enables him to go on and on.

The individual, whether he is in business or not, who takes all he can get and gives as little as he

YOU GET THE SIMPLEST AND BEST
COCK EVER MADE when YOU SPECIFY

B. B. HIGH PRESSURE BALL COCK



Has Only One
Packing Which
Is Readily
Removed

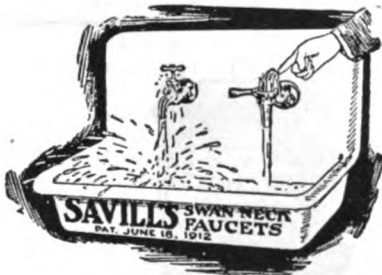
They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY

Bacon and Flimpton St., Waltham, Mass.



OVER 1200 PHILADELPHIA PLUMBERS

ARE USING AND SPECIFYING

SAVILL'S SWAN-NECK FAUCET

Full-stream flow in a fraction of a minute.

Gentle half-turn either way operates.

Protective Stop on handle. Saves pinching.

Best red brass, 85% copper. Saves replacing.

Long nozzle-outlet. Saves splashing.

Sold by Jobbers of Plumbing Supplies Everywhere

THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.

Send postal card for catalogue showing 23 styles.



Revolving Cabinets

PLUMBERS, Hardware Dealers, Dealers in Auto Supplies, find our Cabinets invaluable. By using our Cabinets your stock is kept in good shape, clean, and where you can place your hand on any article instantly. They pay for their cost in saving of time. Made in various styles and sizes. Sold by all jobbers.

American Bolt & Screw Case Co.

Dayton, Ohio



No. 10 Steel $\frac{1}{4}$ " to 4"

Plates that Please

ORDER NOW

and be ready with a stock

Increasing Demand for "B & C" Styles

Catalog on request

THE BEATON & CORBIN MFG. CO.

Largest and Oldest Plate Company in the World.

Pacific Coast Representative

W. HERWIN GILCHRIST

681 Market St.

San Francisco, Cal.

can offer in return, is a parasite, pure and simple, and who wants to be a parasite—that's what a cootie is!

There are those who feel that the giving of courtesy is unnecessary. They look upon it as superficial and yet courtesy is often the golden coin with which we can settle an honest claim for adjustment.

The man who goes about the world saying to the public constantly, "Give, oh give," or whose petition to his Maker constantly cries, "Give, give, give," is a beggar, and beggars do not ride on horseback nowadays, although they used to.

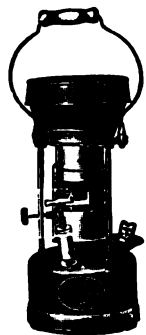
Give of yourself; give of the inspiration of your great-hearted sympathy and intelligence; give of your means where giving will help; give of your personality, and let it be pleasant; give of your service and public-spiritedness and let it be the best of which you are capable—always remembering that the greatest receiving moments of your life are small and dull beside the moments when you have given to others.

Ross Brunner, son of George A. Brunner, of Tulare, will soon open a plumbing shop in Pixley, California, in a new building which is being erected.

Milton Merton has purchased the Westside Plumbing Shop from W. H. Rich and is planning to immediately re-enter the plumbing business at Yakima, Wash.

P. W. Boyle, proprietor of the Boyle Sheet Metal Works at Blackfoot, Idaho, has announced that the firm will close its doors the first of the year. Mr. Boyle will return to Shullsburg, Wis., from whence he originally came.

Instead of grouching because the other fellow has a bigger business than you, study his methods, publicity, and his service—and then go to it and beat him in the same game.



Patented
"B" Kerosene
Furnace

WHERE QUALITY REIGNS SUPREME "ALWAYS RELIABLE" Furnaces and Torches

Since 1876 we have been manufacturing this line. Today we are one of the largest producers of furnaces and torches in the western hemisphere.

Why do mechanics demand the "Always Reliable?" Because this make is made from the best materials obtainable, and by skilled workmen, therefore, guaranteed to give you perfect satisfaction; and because this make is considered the most practical on the market, due to the patented features with which it is fitted.

A trial will also convince you as it has thousands of other users.

OTTO BERNZ CO., Newark, N. J., U. S. A.

The maiden of six was sitting in a crowded bus between her mother and a very portly uncle. "Now, dear, don't you think you had better sit on uncle's knee, and let that lady sit down?" whispered mother. "I can't, mother. Uncle breathes too far down, and would push me off," replied little Lucy.

TOLD ON HIS BACK STOOP

Patient—How often shall I wear these shoulder braces, Doctor? Shall I wear them all the time?

Doctor—Wear them whenever you feel inclined.

J. J. Kruse is doing a large business in sheet metal and plumbing at Casa Grande, California.



No. 1 Fire Pot, List Price, Each \$27.20
Ask for Discount

The No. 1 Fire Pot is the Last Word in Fire Pots

The No. 1 embodies all the good points of other makes and is conceded to be the BEST GENERAL UTILITY FIRE POT ever made. The tank is made of seamless drawn steel, reinforced, with bottom and all fittings welded in, making it extra strong and durable. The top section is removable and the base can be used as an open Fire or Torch. No. 1 is a fuel saver and will soon save the user its cost in the saving of fuel alone. Jobbers supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO.,
DETROIT, MICH., U. S. A.

WE
WELD
ANYTHING

"WE KNOW THE STOVE REPAIR BUSINESS"

Stove and Furnace Repairs

WE
WELD
ANYTHING

MYER S. RUBENS
STOVE AND FURNACE REPAIR WORKS

We Furnish **DUPLICATE ORDER BOOKS** Free on Request
"We Know the Stove Repair Business"

WE know your wants and can fill mail orders 99-100% correct and with dispatch. We can supply parts for over 500,000 different Stoves, Ranges and Furnaces from Spokane. 15 years experience filling mail orders for Stove Repairs in Spokane.

MYER S. RUBENS STOVE AND FURNACE REPAIR WORKS

1009 W. First Ave., Spokane, Wash.

AN ORDER THAT TURNED OUT DIFFERENT FROM WHAT THE SIGNER THOUGHT

(Copyright by Elton J. Buckley)

With an interesting little case as a text, I will preach a little sermon on one phase of careless contract-making, which may leave you bound to a much greater extent than you wanted or expected to be:

I am inclosing herewith a few pieces of literature relative to some butter dishes we ordered from a certain concern of New York. About a month or so ago the salesman from this concern called on us. We were pretty well stock at the time with the old-fashioned trays to use in selling lard; these cost us \$2.40 per 11,000, and along with these we have to use a piece of waxed paper and a piece of wrapping paper. With this man's article all we had to do was to put the lard or butter or whatever we were selling into the thing and close the lid. The man figured the thing out for us and told us that he didn't know what the exact cost of a 1,000 lot of these would be, but that it would be about \$7 or \$8, depending on the number there were to the pound, as they sold at 27 cents per pound. For delivery purposes this article is far better than the old-style tray, so I decided to try a 1,000 at the price he estimated. You will notice on the copy of the order that the part telling about how many pounds per 1,000 is blurred beyond distinction, either purposely or accidentally.

These people came along the other day with the bill inclosed for this 1,000 dishes or boxes at \$24.30. This is over my estimated cost and far above what we feel like paying under the circumstances. We bought these to use on lard, and to show you the figures we will take this instance: In normal times we handle lard on a gross margin of profit averaging 4 cents per pound. These dishes, including freight, handling, etc., would cost us about \$25 per 1,000, or 2½ cents apiece. This leaves us about a cent and a half to do business on, with no allowance for shrinkage considered. In other words, we would have to sell about 600 pounds of lard in order to pay for this 1,000 dishes and not make a cent on the 600 pounds. No sane man would do this, and I know I never said we would.

Immediately upon receiving the bill from these people we wrote them telling them that we ordered them with the express understanding that they would not cost us over \$7 or \$8 per 1,000 and that we would pay this amount and no more. Also told them that the railroad company had been advised that we were refusing the shipment when it arrived. In the meantime they came and the railroad called up and we verified our first refusal.

Now, what I want to know is this: Have these people got us or haven't they? Never had a suit in my memory at the store and never want to, but we certainly do not feel like being the goat in this case. However the salesman figured around to get the \$8 figure I don't know, but he did, and that was the understanding I had when I signed the order. Was pretty busy at the time, and after listening to him for some time I signed it and went on with my work, really didn't pay any attention to what the original copy had on it, nor the copy he left us, either, for that matter.

Inclosed with this was the manufacturer's answer to the correspondent's letter of protest. The substance of it is that the signed order "shows exactly the number of boxes purchased, their respective approximate weight per 1,000

and the price of 27 cents per pound, and consequently we fail to understand how you could have in any way been misled by any alleged misrepresentations claimed by you to have been made by our salesman."

The question therefore is:

When a buyer, after some preliminary conversation with a salesman in which certain representations are made, signs an order for certain merchandise, what is his remedy when he finds that the order calls for more goods than he thought, from the salesman's conversation, he was buying?

The buyer in such a situation may have a complete remedy, and he may have none. The law expects every man to read a printed or written document before he signs it, and it holds him responsible for everything in it which he could have seen had he looked. If the order signed is full and complete, if it contains all the terms of the agreement, the buyer is bound if he signs it, even though it is wholly inconsistent with the understanding with the salesman.

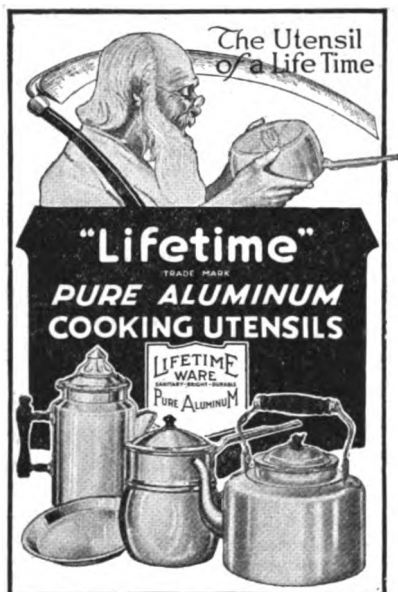
That is my answer to this correspondent: if the original order, which he signed, shows all the terms, including the number of boxes to the pound, he is bound. The copy of the order which he sends me does not clearly show this provision, which is the crux of the case. If the original also does not clearly show it, then he may be within the exception in these cases which would allow the verbal understanding with the salesman to be brought into the case. That exception is that where any of the terms of an order aren't clear, or where they are blurred and cannot certainly be read, verbal testimony can be given to show what they mean and to complete the agreement. That would let in the evidence that the salesman said 1,000 would cost \$7 or \$8, and this correspondent would have a chance.

If the original order is clear, however, and shows all the items and details of the agreement beyond all question, he might just as well pay the whole bill now, for the court will not allow him to say that the salesman said so and so, nor will it allow him to argue that he ought to be relieved because he signed the order without reading it.

The moral is to invariably take time to read, and if necessary, to have explained, every paper that you sign, even though that paper is merely a routine order which you think could not possibly contain any tricks. This correspondent makes the honest confession that he "was pretty busy at the time and after listening to him for some time I signed it and went on with my work; really didn't pay any attention to what the original copy had on it, nor the copy he left, for that matter." It is an inexcusable mistake to ever get as busy as that; this agreement might just as well have been ten times as large for all he knew.

DEALERS!!

**"Lifetime"
Trade Mark
the Guarantee
of Quality**



**Manufactured
at
Oakland**

ALUMINUM PRODUCTS CO. Of the Pacific Coast OAKLAND, CALIFORNIA

"THE RECOGNIZED LEADER"



ELECTRO-ZINCKED **AFTER WEAVING**

Order Thru Your Jobber

GALVANOID has won the pre-eminent favor of the trade because it is the most **dependable** zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

KEEP YOUR STOCK FILLED IN

**WE ALSO MANUFACTURE
BRONZE, COPPER, PAINTED AND GALVANIZED**

AMERICAN WIRE FABRICS CO.

208 So. La Salle Street, Chicago, Illinois.

FACTORIES:

Mt. Wolf, Pa. Clinton, Iowa

REPRESENTATIVES:

EWING-LEWIS CO., San Francisco and Los Angeles, Cal.

D. L. HERMAN, Seattle, Wash.

Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic

	Box.	Semi-Smkls	Less Smk Smkls
Blank Rim Fire			
22 Short	20		
32 Short	40		
Blank Center Fire—			
32 S & W	.65		
38 S & W	.80		
38 Long Colt.	1.85		
44 W O F.	1.65		
Shot Rim Fire—			
22 Long	.60	.70	
32 Long	1.20		
Shot Center Fire—			
32 S & W	1.10		
32 W O F.	1.45		
38 S & W	1.30		
38 W O F.	1.65		
44 W C F.	1.65	1.90	
44 X L	1.80	2.05	
44 Game Getter	1.65	1.90	
Rim Fire, Ball—			
BB Caps	.40		
CB Caps	.50		
22 Short	.30	.35	
22 Short H P.	.35	.40	
22 Long	.40	.45	
22 Long H P.	.45	.55	
22 Long Rifle	.40	.50	
22 Long Rifle H P.	.45	.55	
22 W E F.	.60	.65	
22 W R F, H P.	.65	.70	
22 Win Auto	.65	.70	
22 Win Auto, H P.	.70		
25 Short Stevens	.70		
25 Stevens	.90		
32 Short	.70		
32 Long	.80		
38 Short	1.10		
38 Long	1.15		
41 Short	1.10		
Center Fire Pistol—			
22 Win SS	1.45	1.65	
25 Colts Auto	1.60		
25-20 Single Shot	1.75	2.05	
25-20 Win	1.85	1.80	
25-20 Win HV	2.00		
7.68 MM-Mausner	2.40		
7.65 MM-Mausner	2.40		
9 MM-Luger	2.60		
32 Colts Auto	1.70		
32 Colts Short	1.10	1.20	
32 Colts Long	1.35	1.85	
32 Colts Police Positive	1.35	1.85	
32 S & W	1.10	1.30	
32 S & W Long	1.35	1.85	
32-20 Marlin	1.85	1.90	
32 Winchester	1.55	1.90	
32-20 Win HV	2.00		
35 S & W Auto	1.75		
38 Colts Auto	2.50		
38 Colts Short	1.35	1.50	

38 Colts Long	1.40	1.60
38 Colts Police Positive	1.35	1.50
38 S & W	1.35	1.50
38 S & W Special	1.60	1.75
38 Winchester	1.85	2.30
41 Colts Short DA	1.45	1.65
41 Colts Long DA	1.75	1.90
44 Bull Dog	1.50	
44 S & W Amer.	1.90	2.15
44 S & W Rus.	1.90	2.15
44 S & W Special	2.15	2.30
44 Webley	1.65	
44 Winchester	1.85	2.30
45 Colts	2.15	2.35
45 Colts Auto	2.85	
Center Fire Military and Sporting—		
22 Savage	1.60	
250-3000 Savage	1.75	
25-21 Stevens	2.80	
25-25 Stevens	1.90	2.85
25-35 Winchester	1.40	
25-35 Short Range	1.40	
25-36 Marlin	1.40	
25 Remington Rimless	1.40	
6 MM U S N.	2.10	
7 MM Spanish Mauser	2.10	
7.655 MM Bel Mauser	2.10	
8 MM Mauser	2.10	
9 MM Mauser	2.30	
30-30 Winchester	1.60	
30 Remington Rimless	1.60	
30 Government Rimless	2.30	
308 Savage	1.60	
32 Remington Rimless	1.60	
32-40 Winchester	1.30	1.85
32-40 Winchester H V	1.60	
32 Winchester Slt Ldg.	2.80	
32 Winchester Special	1.60	
32 Winchester	2.10	
35 Remington Rimless	1.75	
35 Winchester	2.30	
35 Winchester Slt Ldg.	2.90	
35 Winchester Slt Ldg.	3.30	
38-55 Winchester Lead	1.45	1.75
38-55 Winchester HV	1.95	
38-56 Winchester	1.45	1.75
40-60 Marlin	1.50	
40-60 Winchester	1.50	
40-65 Winchester	1.50	1.75
40-70 Winchester	1.55	
40-72 Winchester	1.55	1.80
40-82 Winchester	1.55	1.80
401 Winchester Auto	1.70	
405 Winchester	2.50	
45-60 Winchester	1.55	
45-70-405 Government	1.55	1.80
45-75 Winchester	1.55	
45-90 Winchester	1.65	1.80
SHELLS, LOADED—		
MEDIUM GRADE.		
BULK—SMOKELESS.		
12 8 drs. x 1 oz., 24 grs. x 1		

os., drop shot	1.35
8 drs. x 1 1/4 oz., 24 grs. x	
1 1/4 oz. drop shot	1.25
3 1/4 drs. x 1 1/4 oz., 26 grs.	
x 1 1/4 oz., drop shot	1.25
3 1/4 drs. x 1 1/4 oz., BB shot,	
drop shot	1.85
3 1/4 drs. x Buck shot, drop	
shot	1.85
16 2 1/2 drs. x 1/2 oz., 22 grs. x	
1/2 oz., drop shot	1.15
2 1/2 drs. x 1/2 oz., BB shot,	
drop shot	1.20
20 2 1/2 drs. x 1/2 oz., 18 grs. x	
1/2 oz., drop shot	1.15

HIGH GRADE SMOKELESS—

12 3 1/4 drs. x 1 1/4 oz., 26 grs. x	
1 1/4 oz., chilled shot	1.40
3 1/4 drs. x 1 1/4 oz., 28 grs. x	
1 1/4 oz., chilled shot	1.45
16 2 1/2 drs. x 1/2 oz., 22 grs. x	
1/2 oz., chilled shot	1.80
20 2 1/2 drs. x 1/2 oz., chilled	
shot	1.25
2 1/2 drs. x 1/2 oz., chilled shot	1.85
Trap Loads—	
12 8 drs. x 1 1/4 oz., 7 1/2 chilled	1.35
3 1/4 drs. x 1 1/4 oz., 7 1/2 chilled	1.40
Black Powder—Loads—	
12 3 1/4 drs. x 1 1/4 oz., drop shot	1.05
Caps and Primers—	
Percussion	.20
Musket Caps	.25
Primers, 100 in box	.35
Primers, 250 in box	.80
Empty Paper Shells—Black Pow.	
12, 16, 20, Ga. per 100	1.50
10 Ga. per 100	1.65

MEDIUM GRADE SMOKELESS—

12, 16, 20, 28 Ga. per	
100	1.80
10 Ga. per 100	2.10
HIGH GRADE SMOKELESS—	
12, 16, 20, 28 Ga.	2.30
10 Ga. per 100	2.40
Empty Brass Shells—	
Best qual. 12, 16, 20	
28, Box 25	2.75
2nd Qual. 12, 16, 20	
28, box 25	3.10
Wads—	
Cardboard, box 250	.30
Black Edge, Reg., box	
250	.50
Black Edge, 1/4 in., 125	
in box	.40
Black Edge, 1/4 in., 250	
in box	.80

ADZES (UNHANDLED)—Carpenter's, warranted \$3.50, second grade \$3.50; Railroad, warranted \$3.75, second grade \$3.75; ship, warranted \$4.00, second grade, \$4.00; Lipped Ship, warranted \$5.00, second grade \$3.75.

ALUMINUM WARE, CAST—

Bottles, Hot Water—		
Universal	3.50	
Gridsles—		
Size 7	4.00	
Size 8	4.25	
Size 9	4.75	
Size 10	4.50	
Size 12	5.00	
Kettles, Berlin—		
2 1/2 quarts	6.00	
4 quarts	7.00	
5 quarts	8.50	
6 quarts	9.00	
Kettles, Maslin—		
4 quarts	5.50	
6 quarts	6.25	
8 quarts	8.00	
12 quarts	10.50	
Kettles, Tea—		
Size 6	7.75	
Size 7	8.50	
Size 8	9.25	
Pans, Lipped Sauce—		
2 quarts	4.50	
3 quarts	5.25	
4 quarts	6.00	
Skillet—		
Size 6	4.00	
Size 7	4.25	
Size 8	4.75	
Size 9	5.25	
Spoons, Basting—		
15-inch	.30	
Spoons, Mixing—		
18-inch, Slotted	.30	
Waffle Moulds—		
Size 7, Low	5.50	
Size 8, Low	6.25	
Size 7, Deep	6.25	
Size 8, Deep	7.25	

ANCHORS—Screws per 100, 3-16, \$4.15; 1/2, \$6.25.

Sebeco, 8-16x1/4 in. - 1/4 in. - 1 in., \$1.75 per hundred net; 1/2 x 1/4 in. - 1/4 in. - 1 in., \$1.96 per hundred net.

ANVILS—Vulcan No. 2, 20-lb., \$8.50; No. 3, 30 lb., \$9.50; No. 4, 40-lb., \$11.50; No. 5, 50-lb., \$13.00; No. 6, 60-lb., \$14.50; No. 7, 70-lb., \$16.00; No. 8, 80-lb., \$17.50. Tren-ton or Columbian—80 to 425 lbs., 85c per lb.; 70 to 79 lbs., 85 1/2c per lb.; 60 to 69 lbs., 86c lb.; 50 to 59 lbs., 87c lb. With Clip Horn 3c per lb. extra.

ANTIMONY—Slab, 45c lb.

APRONS—Carpenters—California Leg, \$2.35; No. 12 Long Brown, \$1.75; No. 2 Short Brown, 75c.

AUGERS—Greenlee Carpenters' Nut, No. 57.

Size	1/4	1/2	3/4	1	1 1/4
Each	\$1.25	\$1.25	\$1.40	\$1.65	\$1.80
Size	1 1/4	1 1/2	1 3/4	2	2 1/4
Each	\$3.00	\$3.65	\$4.00	\$6.50	\$11.50
16ths	8-10	11-12	13	14	15
60 each	\$1.65	\$1.80	\$1.95	\$1.95	\$2.30
62 each	2.00	2.15	2.35	2.35	2.60
16ths	17	18	19	20	21
60 each	\$2.40	\$2.40	\$2.70	\$2.70	\$3.00
16ths	23	24	25	26	27
60 each	\$3.45	\$3.45	\$4.05	\$4.05	\$4.80
62 each	4.15	4.15	4.85	4.85	5.75
16ths	29	30	31	32	
60 each	\$5.70	\$5.70	\$6.75	\$6.75	
62 each	6.85	6.85	8.10	8.10	

ASBESTOS—

Mill board, 80c lb.; Cut, 85c lb.

Paper, 30c lb.; Cut, 35c lb.

Wicking, 1/4-lb. balls, 65c each.

RETAIL SELLING PRICES—Continued.

L & G ENAMELED WARE

Biggins, Coffee			10 M	.30	Kettles, Tea			31	.50	Pitchers, Molasses		
0	1.30		11	.35	80	1.15	32	.60	601	.85		
01	1.80		25	.30	40	1.85	33	.65	Pitchers, Water			
00	1.40		40	.45	50	1.50	34	.75	2	1.35		
010	1.60		120	.60	60	1.65	35	.90	3	1.50		
020	1.75		Cups and Saucers			70	1.85	36	1.00	4	1.65	
080	1.90		20	.50	80	2.15	Pans, Milk			Plates, Deep Pie		
040	2.10		400	.60	90	2.50	00	.30	89	.40		
050	2.40		Cuspidors			Ladies, Deep			40	.45		
60	1.65		10	.70	100	.40	0	.35	Plates, Shallow Pie			
70	1.85		20	.80	110	.45	11	.85	27	.30		
80	2.25		80	1.00	120	.50	15	.40	28	.35		
90	2.75		100	1.85	101	.40	20	.45	29	.40		
100	3.75		200	1.25	111	.45	30	.50	30	.45		
			240	1.80	121	.50	40	.60	Plates, Dinner			
			300	1.65	Measures			50	.70	19	.40	
14	1.85				01	.40	60	.80	20	.45		
16	1.50		10	.45	02	.45	80	.95	Pots, Fireless Cooker			
18	1.75		11	.50	03	.55	100	1.05	1450	2.25		
20	2.00				04	.75	120	1.15	1650	8.00		
22	2.25		Dippers, Windsor			05	1.00	Pots, Coffee				
24	2.50		110	.50	06	1.40	02	.80	2 1/2	.70		
26	3.00		112	.55	11	.75	03	.95	3	.75		
28	2.75		114	.60	Graduated			04	1.10	5	.85	
36	4.50		Dippers, Soda			1	2.00	05	1.25	15	1.00	
			2	.60	2	2.25	06	1.35	25	1.10		
26	.55		4	.80	3	2.50	08	1.65	85	1.25		
28	.60				4	8.00	010	2.00	45	1.85		
30	.70		Dishes, Soap			Pails, Water			55	1.50		
32	.80		50	.45	110	1.75	012	2.40	Pots, Tea			
34	.95		60	.45	112	2.00	Pans, Combination Sauce			00	.75	
36	1.05		20	.40	114	2.25	1	2.25	01	.85		
			Fillers, Fruit Jar			Pans, Bed			0	.95		
							1	4.50	10	1.05		
Buckets, Covered			10	.75	Pans, Douche			Pans, Lipped Sauce			20	1.15
21	.60				2	8.00	Pans, Bread			80	1.25	
21 1/2	.70		01	.45	11	.50	Pans, Oake			40	1.45	
22	.75		02	.50	12	.65	9	.40	018	1.25		
23	.85		03	.55	13	.80	10	.45	020	1.35		
24	1.05		04	.60	Pans, Corn Oake			26	1.00	022	1.50	
26	1.25		05	.80	706	.80	28	1.15	024	1.85		
28	1.50		06	1.00	709	1.10	30	1.35	026	2.25		
30	1.85		08	1.65	712	1.25	150	.70	028	8.00		
32	2.25		010	2.00	Pans, Muffin			250	.85	080	8.25	
150	.75		012	2.35	406	.70	650	1.00	082	8.75		
250	.85		212	1.50	409	.95	850	1.25	Pots, Soup Stock			
350	1.00		214	1.85	412	1.10	1000	1.50	818	18.00		
450	1.15		216	2.15	Pans, Deep Pudding			350	1.85	824	15.75	
650	1.50		218	2.50	50	.35	3	.45	386	18.00		
850	1.85		220	3.00	100	.40	4	.55	212	.65		
1050	2.25		222	3.65	150	.45	5	.60	218	8.75		
1250	2.50		Kettles, Lipped Preserving			200	.50	6	.70	224	11.00	
					200	.55	16	.75	286	18.00		
Buckets, Dinner			14	.50	300	.55	18	.80	Roasters			
110	2.50		16	.55	400	.60	22	.85	150	8.75		
111	2.60		18	.60	500	.70	24	.90	180	4.75		
112	2.75		20	.70	600	.80	Pans, Oblong Stove			10	.35	
113	3.15		22	.80	800	.95	04	.55	13	.40		
502	2.00		24	.90	1000	1.05	100	.65	Spoons, Basting			
508	2.25		26	1.00	15	2.25	200	.70	12	.30		
			28	1.15	80	1.85	300	.80	13	.30		
Chambers			30	1.35	140	1.50	325	1.10	16	.35		
1 1/2	.95		32	1.50	170	2.00	350	1.25	18	.40		
2	1.10		36	2.00	210	2.25	400	1.35	Steamers			
3	1.25		40	3.00	300	3.50	425	1.50	7	1.75		
Chamber Covers			50	4.50	400	5.25	475	1.65	8	1.90		
10	.40						550	2.10	3	.70		
1 1/2	.45		71	.75	Pans, Dish			Pans, Square Stove			3	.80
20	.50		72	.95	08	1.25	110	.95	10	1.75		
30	.55		73	1.10	010	1.35	111	1.00	11	2.00		
Colanders			74	1.35	014	1.65	112	1.10	12	.30		
1	.75		Kettles, Milk			017	1.85	113	1.25	13	.30	
2	.85		71	.75	Pans, Rinsing			114	1.50	16	.35	
3	1.10		72	.95	08	1.25	115	1.65	18	.40		
104	.75		73	1.10	010	1.35	116	1.85	Steepers, Tea			
205	.85		74	1.35	014	1.65	118	2.00	2	.70		
306	1.00		Kettles, Tea			017	2.25	120	2.25	3	.80	
407	1.25		71	.75	30	.45	Pans, Lipped Fry			14	.35	
			72	.95						18	.25	
			73	1.10						14	.35	
			74	1.35								
Cups												
3 (Mug)	.30											
6	.50											
8	.25											
9	.30											
10	.30											

Wicking, 1-lb. lots, \$1.25.
 Cement, per sack, \$7.25; per lb, 10c.
 62 each 2.90 3.90 3.25 3.60 3.60
 AXES—Plumbe's Hunter's handled, 13 oz., \$1.75; 1 lb., \$1.75;
 1 1/2 lb., \$1.85.
 Boy Scout—Handled with sheath, \$2.10; without sheath,
 \$1.65; sheaths, 75c.
 Double Bit—Handled, \$3.75; unhandled, \$2.75.
 Single Bit—Handled, warranted, \$3.25; second grade,
 \$3.00.
 BAGS—WATER—
 1/2 gallon 1.00
 1 gallon 1.50
 2 1/2 gallon 2.00
 5 gallon 2.75
 BABBITT—Frictionless, 50c lb.; Magnolia, 60c lb.; No. 4,
 21c lb.; No. 2, 28c lb.; No. 1, 27c lb.; No. A (genuine),

\$1.85 lb.; Challenge, \$1.20 lb.; Special Motor, \$1.00 lb.;
 Excelsior, 85c lb.; Acme, 80c lb.; XXXX Nickel, \$1.20 lb.;
 BARS—Crow, Pinch Point No. 10, 18c lb.; Wedge No. 15,
 18c lb.; Lining No. 80, 18c lb.; Digging No. 580, 27c lb.;
 Tamping No. 25, 18c lb.; Claw No. 30, 18c lb.; Ripping or
 Wrecking, Goose Neck No. 3657—1/4 x 18, 55c each; Goose
 Neck No. 3659, 1/4 x 24, 85c each; Goose Neck No. 3663,
 1/4 x 24, \$1.00 each; Straight Chisel No. 14, 1/4 x 15, 85c.
 BATTERIES DRY CELL—Columbia, No. 6, 50c each; No. 6-B,
 50c each; No. 16, \$1.40 each. Red Devil or Red Label No.
 6-D, 50c each. Hot Shot Multiple, No. 1562, \$3.35 each;
 No. 1662, \$3.75 each. Ever Ready, same price as Columbia.
 Red Seal same price as Columbia and Ever Ready.
 BELLS—Alarm—House, 90c each. Call, steel, iron base, 80c
 each; Call, bell metal, bronze base, \$1.40; Gong, gold bronzed
 steel, 90c; Gong, polished bell metal, 5-inch, \$3.35 each;
 6-inch, \$3.25; 7-inch, \$4.75; 8-inch, \$6.25; 10-inch, \$11.50.

HARDWARE WORLD

RETAIL SELLING PRICES—Continued.

217

12-inch, \$21.00. Rotary door, bronze, 85c each; steel, 85c; iron, 85c; copper, 85c.

BELLS—Farm—(100 lb.), \$16.00.

BELLS—Kentucky Cow—No. 0, \$1.50; 1, \$1.25; 2, \$1.00; 3, 75c; 4, 60c; 5, 50c; 6, 35c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 90c each; 3-in. Nonpareil, \$1.00.

BELL STRAPS—No. 25: 6-in., 65c; 8-in., 70c; 10-in., 75c; 12-in., \$1.35.

Cow—1½ lb., \$1.00; 1½ lb., \$1.15; 1½ lb., \$1.35.

BEVELS—Sliding T—No. 18, 6-in., \$1.10; 8-in., \$1.35; 10-in., \$1.50.

No. 25: 6-in., 70c; 8-in., 75c; 10-in., 85c; 12-in., 90c. No. 1—Odd Jobs, \$1.00.

BIBBS—Compression—

Plain—Rough brass 1.40 1.80 2.15 . . .

Finished brass 1.65 2.05 2.55 4.65

Nickel plated 1.65 2.00 2.85 5.00

Hose—Rough brass 1.30 1.80 2.40 4.25

Finished brass 1.40 2.25 2.75 5.10

Nickel plated 2.00 2.40 3.00 . . .

BITS—Auger—

16ths R. J. Irwin Irwin Car Common

3 \$.90 \$.60 \$1.25 \$.30

475 .50 1.25 .30

575 .50 1.25 .30

675 .50 1.25 .35

775 .50 1.25 .35

875 .55 1.25 .35

990 .60 1.35 .40

1090 .65 1.50 .40

11 1.10 .75 1.65 .45

12 1.10 .75 1.85 .45

13 1.25 .85 2.00 .55

14 1.25 .90 2.10 .55

15 1.40 1.00 2.25 .65

16 1.40 1.00 2.50 .70

17 1.75 1.25 75

18 1.75 1.25 80

20 2.00 1.35 85

22 2.25 1.50 95

24 2.50 1.60 1.10

Bits in sets, common, 6 bits, \$3.00; 8 bits, \$4.00; 13 bits, \$6.50.

R. J., 13 bits, \$10.50. Irwin pat., 13 bits, \$8.00.

Ship Auger Car Bits same prices as Ship Augers.

Expansive—Clark's small, \$2.00; large, \$2.75; Steers, small, \$3.25; large, \$4.00.

Expansive—Clark's small, \$2.00; large, 8.00. Steers, \$2.75, \$3.50. Steers, No. 1, 40c; 2, 50c; 3, 75c; 4, 85c; 5, \$1.25.

BLOCKS—Tackle—

Steel—

Single—Plain Bushed—

Size Each

3-inch85

4-inch 1.00

5-inch 1.10

6-inch 1.30

8-inch 2.50

10-inch 4.35

Double—Plain Bushed—

3-inch 1.50

4-inch 1.90

5-inch 2.10

6-inch 2.40

8-inch 4.35

10-inch 7.00

Triple—Plain Bushed—

3-inch 2.10

4-inch 2.60

5-inch 2.75

6-inch 3.50

8-inch 6.50

10-inch 9.50

Single—Roller Bushed—

4-inch 2.35

6-inch 3.00

8-inch 5.25

10-inch 8.50

Double—Roller Bushed—

4-inch 4.50

6-inch 5.50

8-inch 9.75

10-inch 14.50

Triple—Roller Bushed—

4-inch 6.25

6-inch 7.57

8-inch 13.75

Wood—

6-inch 3.50

8-inch 5.75

10-inch 8.50

Triple—Roller Bushed—

4-inch 3.75

5-inch 4.25

6-inch 5.25

BLOWERS—With Tuyere Irons—No. 400 Champion, \$87.50;

No. 40, Lancaster, \$25.00; Royal, \$40.00.

BLOWERS—Buffalo—No. 300 (with Tuyere Irons), \$85.00;

No. 200 (with Tuyere Irons), \$24.00; No. 2E Variable Speed, \$44.00.

BOARDS, IRONING—

With Table—No. 3, Plain, \$3.50 each; No. 10 Springer, 60x15 in., no sleeve board, \$3.75; No. 20 Springer, 54x13

in., no sleeve board, \$3.50; No. 40 Springer, 50x12 in., no sleeve board, \$3.25.

Without Table (skirt Boards)—4-foot, \$1.00 each; 5-foot, \$1.35; 5½-foot, \$1.50; 6-foot, \$1.75.

BOARDS, STOVE—

Wood Lined—Size 24x24, \$1.90 each; 24x36, \$2.65; 26x26, \$2.25; 26x32, \$2.65; 28x28, \$2.65; 28x34, \$3.00; 30x30, \$3.00; 30x38, \$3.50; 38x38, \$3.50; 32x42, \$4.00; 36x36, \$4.00.

Paper Lined—Size 18x18, \$1.05 each; 24x24, \$1.15; 26x26, \$1.25; 28x28, \$1.40; 30x30, \$1.65; 32x32, \$2.00; 26x30, \$1.65; 28x32, \$1.85; 30x36, \$2.25.

BOARDS, WASH—Brass, \$1.00 each; Toy, Zinc, 25c; Single Zinc, 65c; Double Zinc, 95c; Glass, 90c; Blue Enamel, \$1.75; Single Zinc, 70c.

BOLTS—Common Carriage—

3-16 & ¼-in. 5-16-in. ¾-in. 1-in.

Size— Doz. 100 Doz. 100 Doz. 100 Doz. 100

1½ 20 1.35 .30 1.90 .40 2.55 .75 4.90

2 25 1.50 .30 2.05 .40 2.75 .75 4.90

2½ 25 1.65 .35 2.20 .45 3.00 .75 4.90

3 30 1.75 .35 2.35 .50 3.25 .80 5.30

3½ 30 1.90 .40 2.55 .55 3.50 .85 5.70

4 30 2.05 .40 2.70 .55 3.65 .95 6.15

4½ 35 2.15 .45 2.85 .60 3.80 1.00 6.60

5 35 2.30 .45 3.00 .60 4.05 1.05 7.00

5½ 40 2.45 .50 3.15 .65 4.30 1.10 7.40

6 40 2.55 .55 3.30 .70 4.50 1.20 7.80

6½ 45 3.00 .60 3.90 .80 5.25 1.25 8.25

7 50 3.15 .65 4.10 .85 5.50 1.30 8.70

8 55 3.45 .70 4.40 .90 6.00 1.45 9.50

975 4.80 1.00 6.45 1.55 10.35

1080 5.15 1.05 6.95 1.65 11.15

1185 5.55 1.10 7.40 1.80 12.00

1290 5.85 1.20 7.90 1.95 12.90

BOLTS—Expansion—(See Expansion Shields).

BOLTS—Stove—

Size— Doz. 100 Doz. 100 Doz. 100 Doz. 100

¾-in. 5/8-in. ¾-in. 5/16-in.

¾-in. 10 .50 10 .50 10 .50 10 .75

¾-in. 10 .50 10 .50 10 .75 15 1.00

¾-in. 10 .50 10 .50 10 .75 15 1.10

¾-in. 10 .55 10 .55 10 .80 15 1.15

1 10 .60 10 .60 10 .85 15 1.25

1½ 10 .65 10 .65 10 .90 15 1.35

1½ 10 .70 10 .70 10 .95 15 1.40

2 10 .75 10 .75 10 1.00 20 1.45

2½ 10 .80 15 1.05 30 1.45

2½ 15 .85 15 1.10 35 1.50

3 15 .90 30 1.20 35 1.60

3½ 15 1.00 30 1.30 35 1.80

4 15 1.15 35 1.45 30 2.00

Machine, Square Head and Nut—

Size— Doz. 100 Doz. 100 Doz. 100 Doz. 100

1-1½ 30 2.05 .35 2.40 .45 2.90 .60 4.00

2 30 2.15 .40 2.55 .45 3.10 .65 4.30

2½ 35 2.25 .40 2.70 .50 3.25 .70 4.60

3 35 2.35 .45 2.85 .50 3.45 .75 4.85

3½ 35 2.45 .45 3.00 .55 3.65 .80 5.15

4 40 2.55 .45 3.15 .60 3.85 .85 5.45

4½ 45 3.15 .60 3.80 .70 4.75 .90 5.75

5 50 3.20 .60 4.10 .75 5.05 .95 6.00

5½ 50 3.30 .65 4.20 .80 5.30 1.00 6.30

6 50 3.45 .70 4.45 .85 5.50 1.05 6.60

6½ 55 3.60 .75 4.60 .90 5.75 1.10 6.85

7 75 4.75 .90 5.90 1.15 7.15

8 75 5.05 .95 6.45 1.20 7.75

9 85 5.45 1.05 6.85 1.25 8.80

10 1.10 7.30

11 1.15 7.75

12 1.25 8.20

Size— ¼-in. ¾-in. ¾-in. ¾-in.

1-1½ Doz. 100 Doz. 100 Doz. 100 Doz. 100

2 80 5.15 1.10 7.45 1.65 11.00

2½ 85 5.50 1.20 8.00 1.80 11.80

3 90 5.90 1.30 8.50 1.90 12.60

3½ 95 6.30 1.35 9.05 2.00 13.35

4 1.00 6.60 1.45 9.60 2.10 14.15

4½ 1.05 7.00 1.55 10.15 2.25 15.00

5 1.10 7.35 1.60 10.75 2.35 15.75

5½ 1.15 7.75 1.70 11.20 2.50 16.50

6 1.20 8.15 1.75 11.75 2.60 17.30

6½ 1.30 8.50 1.85 12.30 2.70 18.10

7 1.35 8.85 1.95 12.90 2.85 18.90

7½ 1.40 9.20 2.05 13.45 2.95 19.70

8 1.50 10.00 2.20 14.50 3.20 21.20

9 1.60 10.75 2.35 15.60 3.35 22.25

10 1.70 11.45 2.50 16.70 3.65 24.40

11 1.85 12.25 2.65 17.75 3.90 26.00

12 1.95 12.90 2.85 18.85 4.15 27.50

13 2.05 13.75 3.00 20.00 4.35 29.10

14 2.20 14.50 3.15 21.00 4.60 30.70

15 2.30 15.20 3.30 22.10 4.85 32.25

16 2.40 15.95 3.50 23.20 5.10 33.80

17 2.50 16.70 3.65 24.30 5.30 35.40

18 2.60 17.40 3.80 25.40 5.55 37.00

19 2.75 18.15 4.00 26.50 5.80 38.50

20 2.85 18.90 4.15 27.55 6.00 40.10

21 2.95 19.65 4.30 28.60 6.25 41.75

22 3.05 20.40 4.45 29.70 6.50 43.25

RETAIL SELLING PRICES—Continued.

23	3.15	21.15	4.60	30.80	6.75	44.85
24	3.30	21.90	4.80	31.90	7.00	46.40
25	3.40	22.65	4.95	33.00	7.20	48.00
26	3.50	23.35	5.10	34.10	7.45	49.55
27	3.60	24.15	5.25	35.20	7.65	51.10
28	3.75	24.85	5.45	36.25	7.90	52.70
29	3.85	25.60	5.60	37.25	8.15	54.25
30	3.95	26.35	5.75	38.40	8.35	55.80

BOLTS—Barrel—

Wrought Steel, Japanned—	6-inch	.75
2½-inch	10-inch	1.75
3-inch	Cupboard, Other Finishes—	
4-inch	3-inch	.75
5-inch	6-inch	1.00
6-inch	Flush—Angle—All Finishes,	
Extra Heavy Wrought	Cast Bronze—	
Steel, Japanned—	2-inch	.80
4-inch	8-inch	.85
5-inch	4-inch	.85
6-inch	6-inch	.50
8-inch	Lever—Cast Bronze, All	
Wrought Steel, Ant. Copper	Finishes—	
2½-inch	3½-inch	.85
3-inch	5-inch	1.05
4-inch	T Head—Wrought Bronze,	
5-inch	All Finishes—	
6-inch	3-inch	.25
Cast Iron, Japanned—	4-inch	.30
8-inch	5-inch	.35
4-inch	6-inch	.45
5-inch	Cast Bronze, All Finishes—	
6-inch	3-inch	.35
8-inch	4-inch	.45
Chain	5-inch	.60
Cast Iron, Japanned—	Foot—	
6-inch	Cast Iron, Japanned—	
8-inch	6-inch	.35
10-inch	8-inch	.45
Cast Iron, Amber or	10-inch	.65
Bronzed—	Amber or Bronzed—	
4-inch	6-inch	.40
6-inch	8-inch	.50
8-inch	Other Finishes—	
Cast Iron, Ant. Copper	4-inch	.60
or Dull Brass—	6-inch	.70
4-inch	8-inch	.80
6-inch	Foot Wrought Steel—Cup-	
8-inch	board, Japanned—	
Cast Iron, Ant. Brass or	8-inch	.50
Imt. Barff—	6-inch	.75
4-inch	10-inch	1.75
6-inch	Cupboard, Copper or	
8-inch	Bronze—	
Cupboard, Japanned—	8-inch	.65
8-inch	6-inch	.85

BOLTS—Toggle—(See Toggle Bolts).

BOTTLES—Vacuum—

Thermos—	2.25
10	3.50
10Q	2.75
11	4.50
11Q	3.25
14	5.00
14Q	3.50
15½	4.00
15	6.00
15Q	4.50
6	6.50
6Q	6.50
Universal—	
21	2.65
22	4.25
61	2.35
62	3.75
71	3.00
72	4.65
91	3.75
92	5.50
81	4.00
82	6.00
592	6.50
Ferrostat—	
504R	10.00
505R 2-qt.	14.50
505N	14.50

BOXES—Mitre—

Goodell—	Each
265 26x4	24.00
385 25x5	25.50
306 30x5	27.00
Stanley—	9.50
50½	11.00
246	24.00
358	27.00
460	32.00
Acme—	
72	22.50

FILLERS—Thermos and Uni-	
versal—	
½ Pint	1.75
1 Pint	2.00
1 Quart	3.25

LUNCH KITS—

Thermos—	
892 and 396	4.00
393 and 397	4.25
394 and 398	5.00
Universal—	
810	4.00
410	4.85
420	4.85
320	4.50
4070	5.75
Thermos—Food Jars, Fillers	
600	4.00
601	5.00
602	7.00
Thermos—Jugs, Fillers	
556	8.25
557	8.50
Thermos—Oases—	
104	6.50
104Q	9.50
114	10.00
114Q	15.00
130	10.00
130Q	15.00

73	21.50
74	26.00
75	24.00
New Langdon Imp—	
72	23.00
73	24.00
74	25.50
75	27.00
Stearn's Perfection—	
20	8.75

BRACES—Bit and Carpenters'—

P. S. & W., No. 508, \$1.25 each; 510, \$1.30; 3308, \$2.25; 3310, \$2.35; 3708, \$3.00; 3710, \$3.10; 3712, \$3.25; 4608, \$3.50; 4610, \$3.75; 4612, \$4.00; 5008, \$4.50; 5010, \$4.75; 5012, \$5.00; 5014, \$5.25; 7008, \$4.75; 7010, \$4.85; 7012, \$5.00; 8208, \$6.00; 8210, \$6.50; 8212, \$6.75.

Stanley Hatchet, No. 921, 8-inch, \$5.25 each; 10-inch, \$5.50; 12-inch, \$5.75; 14-inch, \$6.00.
Stanley Corner, No. 992, 8-inch, \$7.75; 10-inch, \$8.50.
No. 982, \$5.00.

BRACKETS—Shelf—

Japanned—		Pair	Copper, Brass, Nickel—Pair	
3x4		.25	8x4	.40
4x5		.30	4x5	.50
5x7		.40	5x7	.70
6x8		.45	6x8	.90
7x9		.50	7x9	.95
8x10		.60	8x10	1.00
10x12		.75	10x12	1.80
12x14		1.25	12x14	1.40

BRADS—Wire—

Bulk per lb.	¼-lb. pkgs.	¼-lb. pkgs.
½ and ¾-inch	.80	.15
¾ to 1½-inch	.25	.15
1½ to 2-inch	.20	.15

BRASS—Sheet—Soft, per lb., 70c; Half Hard, 75c; Sign, 75c; Spring, \$1.05.

BREAD AND CAKE MAKERS—Universal—No. 2, \$2.75 each; No. 4, \$3.50 each; No. 8, \$4.00 each; No. 44, \$3.25 each.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROOMS—House or Parlor—

Finest selected, 16-18 in., \$1.50 each; second grade, 14½ in., \$1.35; third grade, 14 in., \$1.10; common, 85c; Warehouse, \$1.25; Railroad or Smelter, \$1.25; Switch, small 65c, large, 90c; Toy or Hearth, 1 sew, 30c; 2 sew, 40c.

Push or Street

Bassine, 14-in.	1.35	Rattan, 6 rows, 12-in.	1.50
Bassine, 16-in.	1.50	Rattan, 6 rows, 14 in.	1.60
Steel Wire, 12-in.	1.00	Rattan, 6 rows, 16 in.	1.75
Steel Wire, 14 in.	1.15	Rattan, 8 rows, 14 in.	1.25
Steel Wire, 16-in.	1.85	Rattan, 4 rows, 14 in.	1.40
Steel Wire, 18-in.	1.60	Rattan, 16 in.	1.75

BRUSHES—

Castings—		Fibre, 20-inch.....	2.50
Oblong.....	.60	Fibre, 24-inch.....	2.25
Round.....	.80	Gear—	
Counter—		Handles.....	.65
Dusting, com.....	.90	Hand or Nail.....	.15
Extra quality.....	1.20	Horse—	
White bristles.....	1.75	Rice-Root, 12½ lb....	.60
Floor—		Rice-Root, 13 lb.....	1.00
Fibre, 12-inch.....	.95	Rice-Root, 13½ lb....	1.05
Fibre, 14-inch.....	1.10	Palmyra Fibre, 12½	
Fibre, 16-inch.....	1.25	lb.....	.45
Hair, 12-inch.....	1.50	Palmyra Fibre, 13 lb.	.75
Hair, 14-inch.....	1.75	Mixed Fibre, 13 lb....	.80
Hair, 16-inch.....	2.00	Ox Fibre, 8½x9 in.....	.50
Mixed, 12-inch.....	1.80	Ox Fibre, 8½x10 in....	.55
Mixed, 14-inch.....	1.45	Ox Fibre 4½x11½	
Mixed, 16-inch.....	1.65	in.....	.75
Bristles, 14-inch.....	4.00	Kalsomine—	
Bristles, 16-inch.....	4.75	7-in., single.....	2.40
Bristles, 18-inch.....	6.00	8x7 in. blocks.....	6.75
Garage—		Marking—(Round)—	
Fibre, 16-inch.....	2.00	White bristles—	
Fibre, 18-inch.....	2.25	¾-¾ in.....	.10
		1-1½ in.....	.15

Roofing—Knotted—

3 knots 14-lb.	2.00	Dauber, iron.	.30
4 knots, 18 lb.	2.50	Brush only, ½ in.	.35
Sash—Chisel Point—		Brush only 1½ in.	.75
¾x1½ in.	.30	Combination	.35
¾x1½ in.	.35	Extra bristles	.60
¾x2 in.	.80	Best 1½-in. bristles	.85
1x2½ in.	.40	Sink—	
Scrub—		Ox Fibre	.15
Gray Tampico, 5-lb.	.30	Split Bamboo	.05
Gray Tampico, 7-lb.	.30	Shaving—Rubber set—	
Gray Tampico, 9-lb.	.35	Ebonized handle	.55
Ox Fibre, 6-lb.	.30	Boxwood, small	1.00
Ox Fibre, 8-lb.	.40	Boxwood, medium	1.10
Ox Fibre, 11-lb.	.45	Boxwood, large	1.35
White Tampico, 4-lb.	.20	White Bone, small	1.00
White Tampico, 6-lb.	.35	White Bone, medium	1.25
White Tampico, 8-lb.	.35	Octagon Bone	2.00
White Tampico, 10-lb.	.85	Octag. Bone, polished	4.00
White Tampico, 11-lb.	.40	Stencil—	
Shoe—		1½-in., 2½-lb.	.25
Dauber, wood	.20	1½-in., 3½-lb.	.35
		1½-in., 5-lb.	.45
		1½-in., 6-lb.	.55

RETAIL SELLING PRICES—Continued.

BRUSHES—Continued—

Window—	Squeeges, 10-in. ....	.80
Gray fibre	Squeeges, 12-in. ....	.85
Black horsehair	Squeeges, 14-in. ....	.40
Pope's Eye	Squeeges, 16-in. ....	.50

BUCKETS—(See Galv. Ware)—

BUTTS—(See Hinges)—

OALKS—Boot—Screw, all sizes, box of 50, 75c; Drive, all sizes, box of 100, 85c; Tote, blunt, side, heel or country pattern, 15c lb.

CANT HOOKS—	Maple Hdl.	Hickory Hdl.
2 1/4 x 4 1/2	2.75	3.25
2 1/2 x 4 1/2	2.85	3.50

CAPS—Roofing, Per lb., 20c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CARRIERS—Timber—No. 425 4-ft. maple, \$3.50.

CARRIERS—Hay—Using Manila rope for steel, wood, cable track, \$10.50 each; using wire cable or manila rope for steel, wood, cable track, \$13.50; Sling, \$19.00; Steel Hay Carrier Track, 90c foot; Steel Hay Carrier Hanging Hooks, 20c each; Rafter Brackets, 10c.

CATCHERS—GRASS—No. 9, all duck, \$1.75; 10G, galv. bottom, \$2.00; 11 all duck, \$2.25; 12G galv. bottom, \$2.50; RRI, \$1.00; Eureka, 85c; 16G, \$1.50; 5G, \$1.75.

CESPOOLS—BELL—	Hinge.	Loose.
2-inch 6x6 Bell.....	1.40	1.15
8-inch 9x9 Bell.....	2.00	1.80
4-inch 13x13 Bell.....	4.75	8.75

CHAINS—Tire.

Tire-Rid-O-Skid

Size.	Pair	3 x 82	5.90
3 x 28	8.50	3 1/2 x 82	5.90
3 x 80	8.60	3 1/2 x 82	6.50
3 x 82	8.70	4 x 81	7.25
3 1/2 x 80	8.75	4 x 82	7.25
3 1/2 x 82	8.95	4 x 83	7.75
3 1/2 x 84	4.05	4 x 84	8.25
4 x 81	4.15	4 x 85	8.75
4 x 82	4.30	4 x 86	8.75
4 x 83	4.40	4 x 87	9.50
4 x 84	4.55	4 1/2 x 82	8.25
4 x 85	4.65	4 1/2 x 83	8.60
4 x 86	4.80	4 1/2 x 84	8.75
4 1/2 x 84	4.75	4 1/2 x 85	9.50
4 1/2 x 85	4.85	4 1/2 x 86	9.50
4 1/2 x 86	5.20	4 1/2 x 87	10.25
4 1/2 x 87	5.50	5 x 85	10.75
5 x 87	6.50	5 x 86	10.75

Tire—Weeds'

Size.	Pair	5 1/2 x 36	11.50
3 x 28	4.75	5 1/2 x 37	14.50
3 x 80	5.35	5 1/2 x 38	15.25
		5 1/2 x 38	16.50

CHAIN—New German Straight Link (Coil)—

6-0, 15c ft.; 5-0, 18c; 4-0, 12c; 3-0, 10c; 2-0, 10c; 0, 9c; 1, 8c; 2, 8c.

Norway Straight Link (coil)—1/2, 85c lb.; 3/4, 85c lb.; 1, 80c lb.

Passing Link (coil)—4-0, 18c ft.; 3-0, 11c ft.; 2-0, 10c ft.

Proof Straight Link (coil)—3-16 black, 30c lb.; 1/2, 25c lb.; 5-16, 22c lb.; 3/4, 20c lb.; 7-16, 20c lb.; 1/2, 18c lb.; 1, 18c lb.; 3/4, 18c lb.

Proof Twisted Link (coil)—3-16 black, 83c lb.; 1/2, 28c lb.; 5-16, 24c lb.; 3/4, 23c lb.; 7-16, 22c lb.

B. B. Proof Straight Link (coil)—5-16, 25c lb.; 3/4, 23c lb.; 1/2, 20c lb.; 3/4, 20c lb.; 1, 20c lb.

Twisted Machine Coppered (coil)—4-0, 20c ft.; 3-0, 17c ft.; 2-0, 15c ft.; 0, 13c ft.

Jack: Iron—No. 20, 7 1/2 c yd.; No. 18, 7 1/2 c; No. 16, 7 1/2 c; No. 14, 7 1/2 c; No. 12, 10c; No. 10, 10c; No. 8, 12 1/2 c; No. 6, 18c.

Jack: Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 12 1/2 c; No. 114, 20c; No. 113, 25c; No. 112, 30c; No. 110, 40c.

Safety Brass and Nickel Plated—00 and N00, 20c yd.; 0-N0, 20c yd.; 1-N1, 25c yd.; 2-N2, 35c yd.; 3, 40c yd.

Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 4c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 8 1/2 c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft.

Sash Chain Fasteners—12, 15c set; 100, 45c set.

CHALK—Carpenter's, per piece, 5c. School Crayon, small quantities, 1c each; dustless, 75c gross lots; common, 50c gross lots.

CHALK LINE—Yellow, 50-ft. hank, 20c; 100-ft. hank, 85c. Braided white, 20-ft. hanks, size 120, 10c each; 220, 10c; 320, 10c. 50-ft. balls, size 150, 20c each; 250, 20c each; 350, 20c each.

CHECKS—Door—All makes. Liquid Checks—A-11, \$5.75; B-12, \$7.65; C-13, \$8.75; D-14, \$11.00; E-15, \$14.00. For hold open arm, add \$1.00 each.

CHOPPERS—Meat and Food—

No.	Enterprise	Each.	0	Universal	2.25
5		4.00	1		2.75
10		6.25	2		3.25
12		5.75	3		4.50
22		9.75	304		8.75
32		12.75			
			0 R.	Russwin	2.75
501		2.50	1 R.		3.25
602		3.00	2 R.		4.00
703		4.00	3 R.		5.25

CHISELS—

	Socket Firmer Bev. Edge	Whites No. 2	Pocket Bev. Edge	Inside or Outside Bevel
1/4	1.00	1.30	1.20	1.35
3/8	1.05	1.35	1.25	1.35
1/2	1.10	1.40	1.30	1.35
3/4	1.15	1.45	1.35	1.40
1	1.20	1.50	1.40	1.50
1 1/4	1.25	1.55	1.45	1.65
1 1/2	1.30	1.65	1.55	1.75
1 3/4	1.35	1.75	1.60	1.85
2	1.45	1.90	1.75	2.00
	1.50	2.00	1.85	2.25
	1.65	2.15	1.95	2.50
	1.80	2.30	2.10	2.75

Bucks No. 4 Blacksmiths' Cold or Hot Eye

190		.75	
1 1/485	
1 1/2		1.45		1.00	
1 3/4				1.25	
2		1.50		1.50	
		2.00		2.50	
		2.25		3.00	

	Cold Com.	Cold Special	Cape	Round Nose	Diamond Point
1/4 .....	.20	.35	.50	.50	.50
5-16 .....	.20	.35	.50	.50	.55
3/8 .....	.20	.35	.50	.55	.60
1/2 .....	.25	.45	.65	.65	.75
3/4 .....	.35	.50	.75	.70	.85
1 .....	.50	.65	.85	.90	1.00
	.65	.90			1.25
	.85	1.00			1.50

CHURNS—Barrel—No. 0, \$8.75 each; 1, \$10.00; 2, \$11.00; 3, \$12.25; 4, \$15.50; 5, \$18.25.

Improved Cylinder—No. 1, \$5.00; 2, \$6.00; 3, \$7.00; 4, \$8.00.

Sturges Steel—No. 1, \$9.00; 2, \$11.00; 3, \$12.50.

Glass Family—Universal, No. 15, \$2.75; 125, \$3.25; 185, \$4.00; 145, \$4.50. Dazey, No. 10, \$1.75; 20, \$2.25; 30, \$2.75; 40, \$3.50. Extra Jara, Dazey, No. 10, 40c each; 20, 65c; 30, 90c; 40, 1.15.

Dazey—Tin, No. 200, 2-gal., \$4.75; 800, 3-gal., \$6.00; 400, 4-gal., \$7.25; 600, 6-gal., \$9.50.

Dash—IX Tin, 2-gal., \$2.00; 8-gal., \$2.25; 4-gal., \$3.50; 5-gal., \$2.75; 6-gal., \$3.00. Dash and handle, 20c extra.

CLAMPS—Stearn's Special Joiners'—Opens 1 ft, pair \$4.75; 1 1/2 ft., \$5.25; 2 ft., \$5.50.

Carpenters'—Open 3 ft., \$8.50 pr.; 4 ft., \$9.50; 5 ft., \$11.50; 6 ft., \$17.50; 8 ft., \$22.

Carriage Makers'—Common, 2 1/2-inch, 65c each; 3-inch, 85c; 4-inch, \$1.25; 5-inch, \$1.50; 6-inch, \$1.85; 8-inch, \$2.75; 10-inch, \$3.75; 12-inch, \$4.50.

Quilt Frame—No. 1, 10c each; 3, 15c; 32, 10c; 33, 15c.

CLEANERS—Window—

Rubber—		Wood Floor—	
10-inch.....	.40	16-inch.....	.60
12-inch.....	.50	18-inch.....	.75
14-inch.....	.55		

CLEVIS—Malleable, 22c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to 1/2 inc., each, 15c; 1/2, 20c; 3/4, 25c; 1, 35c; 1 1/2, 50c; 1-in., 55c; 1 1/2-in., 60c.

CLIPPERS—Bolt—

CLIPPERS—Bolt—		Extra Cutters—	
New Easy—			
No. 0	4.25	No. 0	2.00
No. 1	5.50	No. 1	2.50
No. 2	7.75	No. 2	3.50
No. 3	10.00	No. 3	4.50
O. K.—			
10-inch	2.35	14-inch	3.00

CLOCKS—(Alarm)—Ace, \$8.75 each; America, \$1.75; Automatic, \$6.00; Bingo, \$4.00; Brownie, \$4.50; Circle, \$3.25; Columbia, \$3.75; Ideal, \$3.00; Indian, \$2.00; Iron Clad, \$3.00; Lookout, \$2.50; Prompter, \$3.25; Simplex, \$6.00; Sleepmeter 2, \$3.00; Sleepmeter 3, \$3.25; Startle, \$3.50; Tattoo Jr., \$4.25; Tattoo Int., \$4.25.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH—Emery, Nos. 00 to 2 1/2, 10c straight; Nos. 1 to 3, 15c. Carborundum or Aloxit—Nos. FF-90, 15c straight.

CLOTH, WIRE—

tioned on all retail sales or cloaks. The retail dealer is required to keep a record of all sales and pay the tax into the collector's office each month.

LOTH—Emery, Nos. 00 to 2½, 10c straight; Nos. 1 to 3, 15c. Carborundum or Aloxite—Nos. FF-90, 15c straight.

LOTH, WIRE—

Hardware Galvanized			
Mesh.	Sq. ft.	Screen	Sq. ft.
1 inch.....	.16	12 M—Black .....	.04
¾ inch.....	.13	14 M—Black .....	.05
½ inch.....	.13	16 M—Black .....	.06
2 mesh.....	.09	14 M—Bronze .....	.16
3 mesh.....	.10	14 M—Galvanized .....	.05
4 mesh.....	.10	16 M—Galvanized .....	.06
6 mesh.....	.11	14 M—Opal or Galv. ....	.05½
8 mesh.....	.11	16 M—Opal or Galv. ....	.06

RETAIL SELLING PRICES—Continued.

COAL—Blacksmith—

Catch weight sacks, per 100 lbs. \$2.50

COAL CHUTES—Hercules—

No. 1, 18x18.....	12.00	No. 5, 20x24.....	17.50
No. 2, 18x20.....	15.00	No. 6, 18x18.....	14.50
No. 3, 20x24.....	20.00	No. 7, 20x24.....	17.50
No. 4, 18x18.....	11.00	No. 8, 18x24.....	28.00

COOKS—

No.	Each	No.	Each
Ball 660—		Floats 395—	
1/4-inch.....	1.50	5-inch.....	.75
3/8-inch.....	1.75	6-inch.....	1.00
1/2-inch.....	2.15	7-inch.....	2.00
3/4-inch.....	4.00	8-inch.....	3.00
1-inch.....	6.25	10-inch.....	5.90
1285		Gas Hose—	
1/4-inch.....	2.50	3/4-inch.....	.40
1/2-inch.....	2.75	1-inch.....	.45
3/4-inch.....	3.50	1 1/4-inch.....	.55
1-inch.....	6.25		
1 1/4-inch.....	9.75		

Service, Standard—Square or Flat Head—

Each	1/4"	3/8"	1/2"	3/4"	1"	1 1/4"	1 1/2"	2"
.....	.80	.85	.95	1.10	1.35	2.90	4.00	7.00

COPPER—Sheet, 60c lb.; Bars, round, 70c lb.; Tubing, 75c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.....	Each	5 pints.....	2.50
8 1/4 inch.....	3.00	6 pints.....	2.75
9 1/4 inch.....	3.25	Tea Pots.....	Each
10 1/4 inch.....	3.50	2 pints.....	1.75
Coffee Pots.....	Each	3 pints.....	2.00
3 pints.....	2.00	4 pints.....	2.25
4 pints.....	2.25	5 pints.....	2.50

COPPERS, SOLDERING—Family—

1.....	1.65
2.....	1.50

Tinner's—

1/2 pound, per pair.....	.35
1 pound, per pair.....	.40
1 1/2 pound, per pair.....	.60
2 pound, per pair.....	.80
3 to 14 pounds.....	.75

CORD—(Sash)—Samson Spot Braided, Common, \$1.85 per lb.; Silver Lake, \$1.85 per lb.; Waterproof-coil, \$1.85 per lb.; 3-16 inch, \$2.85 per hank; 7-32 inch, \$3.75 per hank; 1/4 inch, \$4.75 per hank; 5-16 inch, \$7.25 per hank; 1/2 inch, \$10.25 per hank.

CORD, TINNED PICTURE—

No. 0, 10c pkg.; 1, 15c; 2, 15c; 3, 20c; 4, 25c.

CUTTERS—Hammer Lock or Regular Spring.

Length	1-16, 5-64, 3-32 in.	1/2 in.	5-32 in.
100	1000	100	1000
1/4-inch.....	\$.30	\$1.25	\$.80
3/8-inch.....	.35	1.40	.30
1/2-inch.....	.35	1.65	.35
3/4-inch.....	.35	1.80	.40
1-inch.....	.30	2.05	.45
1 1/4-inch.....	.35	2.50	.50
1 1/2-inch.....	.35	2.50	.50
2-inch.....	.35	2.50	.50
2 1/4-inch.....	.35	2.50	.50
3-16 in.	1/2 in.	5-16 in.	
1/4-inch.....	\$.50	\$2.75	
1-inch.....	.60	4.25	\$1.00
1 1/4-inch.....	.70	5.00	1.10
1 1/2-inch.....	.80	5.50	1.25
1 3/4-inch.....	.90	6.00	1.50
2-inch.....	1.00	6.75	1.75
2 1/4-inch.....	1.10	7.75	2.00

CRAYON—Lumber, 10c; Soapstone, 5c.

CUTTERS—Pipe—Barnes, No. 1, \$3.40 each; 2, \$4.50; 3, \$7.50; 4, \$15.00; 5, \$22.50; 6, \$30.
Saunders—No. 1, \$2.55 each; 2, \$3.85; 3, \$9.85; 4, \$15.30.
Trimco—No. 1, \$3.40 each; 2, \$4.50; 3, \$7.50.

DAMPERS—Stove Pipe—No. 3, 20c each; 4, 20c; 5, 25c; 6, 25c; 7, 40c; 8, 60c; 9, 80c; 10, 95c.

DIVIDERS—Wing, No. 1, 35 & 50, 6-in., 85c pr.; 7-in., 90c; 8-in., \$1.00; 10-in., \$1.35. No. 35, 6-inch, 75c pair; 7-inch, 85c; 8-inch, \$1.00; 10-inch, \$1.25; 12-inch, \$1.85; 14-inch, \$2.50.

Excelsior—6-inch, 90c; 8-inch, \$1.25; 10-inch, \$1.65.

DOLLIES—Timber—

No. 649, 6-inch \$9.00 No. 650, 8-inch \$12.50

DOORS—Ash Pitt—

8x8.....	1.60	10x12.....	2.35
8x10.....	1.75	12x15.....	4.50

ASH TRAPS—Common, 7x9, 70c; Adams Double, 80c.

DOORS—Screen, Black—

Common, 1/4-inch, 2-6x6-6.....	2.75
Common, 1/4-inch, 2-8x6-8.....	2.85
Common, 1 1/4-inch, 2-6x6-6.....	2.35
Common, 1 1/4-inch, 2-6x6-8.....	2.50
Common, 1 1/4-inch, 2-10x6-10.....	2.75
Common, 1 1/4-inch, 8x7.....	4.00

DRILLS—

Goodell-Pratt Bench Drills—

No.	Each	No.	Each
8.....	7.25	87.....	11.50
8 1/2.....	9.50	97.....	12.50
9 1/2.....	13.25	118.....	6.75
10 1/2.....	23.60		
490 1/2.....	17.80	Yankee—Millers Falls, Hand—	
1003.....	13.00	1.....	3.50
1005.....	21.50	2.....	5.00
11.....	22.00	2B.....	4.25
Goodell-Pratt Breast Drills—		3A.....	3.75
6.....	5.85	5.....	3.75
07.....	5.50	98.....	5.75
245.....	5.00	105.....	3.50
279.....	13.25	306.....	4.75
Millers Falls (Breast)—		348.....	3.00
12.....	6.50	1980.....	6.00
12 A.....	6.25		

Drill Presses—Millers Falls

20.....	11.00	28.....	7.50
21.....	15.00	210.....	15.00
22.....	5.00		

Hand Drills—

No.	Each	No.	Each
4.....	3.10	445.....	7.00
4 1/2.....	2.55	455.....	8.00
5.....	5.00	545.....	10.50
5 1/2.....	5.00	550.....	10.50
5 3/4.....	2.00	555.....	12.00
52.....	2.75	1480.....	3.75
58.....	3.80	1445.....	7.00
54.....	3.65	1455.....	8.00
154.....	5.00	1530.....	5.25
259.....	6.00	1540.....	8.50
329.....	3.10	1545.....	10.50
385.....	7.25	1550.....	10.50
379.....	3.30	1555.....	12.00

Chain Drills—Goodell-Pratt

307.....	4.50	818.....	6.60
316.....	4.50	1500.....	4.50
317.....	5.50		

Yankee Automatic

41.....	2.75	44.....	3.35
42.....	2.25	50.....	4.25

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
800.....	1.00	805.....	.50
801.....	1.00		

Yankee Drill Points

Set of 8, 75c; each 10c.

Bits, Wood (Syracuse Pattern)

Thirtyseconds—	Each	No.	Each
2.....	.20	12.....	.45
3.....	.20	13.....	.50
4.....	.20	14.....	.50
5.....	.25	15.....	.55
6.....	.25	16.....	.60
7.....	.30	17.....	.65
8.....	.35	18.....	.70
9.....	.40	19.....	.75
10.....	.40	20.....	.80
11.....	.45	24.....	1.00

Bit Stock Twist Drills for metal or wood—

1-16.....	.15	15-32.....	.80
3-32.....	.20	1/2.....	.90
1/2.....	.23	17-32.....	1.00
5-32.....	.25	9-16.....	1.10
3-16.....	.30	19-32.....	1.20
7-32.....	.35	1/4.....	1.30
1/4.....	.40	11-16.....	1.40
9-32.....	.45	3/8.....	1.60
5-16.....	.55	13-16.....	1.80
11-32.....	.60	1/2.....	2.00
3/4.....	.65	15-16.....	2.20
13-32.....	.70	1.....	2.40
7-16.....	.75		

Straight Shank Carbon steel, Short Set—

1-32.....	.10	7-32.....	.30
3-64.....	.10	15-64.....	.25
1-16.....	.15	1/4.....	.25
5-64.....	.15	9-32.....	.30
3-32.....	.15	5-16.....	.35
7-64.....	.15	11-32.....	.40
1/4.....	.15	3/8.....	.45
9-64.....	.15	13-32.....	.50
5-32.....	.15	7-16.....	.60
11-64.....	.20	15-32.....	.70
3-16.....	.20	1/2.....	.80
13-64.....	.20		

Straight Shank, Wire Gauge Carbon Steel—

1 to 5.....	.35	36 to 40.....	.16
6 to 10.....	.32	41 to 45.....	.16
11 to 15.....	.30	46 to 50.....	.15
16 to 20.....	.18	51 to 55.....	.15
21 to 25.....	.17	56 to 60.....	.15
26 to 30.....	.16	61 to 80.....	.10
31 to 34.....	.16		

RETAIL SELLING PRICES—Continued.

ELECTRICAL APPLIANCES—

Universal Goods—		
Dishes, Chafing—	E9437	17.50
E921	E9439	19.00
E940	E9635	14.00
E9850	E9637	15.00
Grills—	E9639	16.50
E982	E9646	20.00
E984	E9649	22.50
Heaters, Immersion—	E9676	11.50
E970		
Irons, Curling—	Ranges, Table—	
E9901	E9841	22.50
E99011	Stoves—	
Irons, Pressing—	E998	10.00
E901	E1997	10.00
E902	E9960	9.00
E905	Toasters—	
E9023	E945	8.00
E9035	E946	7.50
E9051	Urns, Coffee—	
E9081	E916	20.00
Irons, Waffle—	E919	21.50
E930	E9136	17.00
Pads, Heating—	E9146	22.50
E9940	E9149	22.50
Percolators—	E9166	27.50
E9025	E9169	30.00
E9027	E9176	18.50
E9029	E9179	20.00
E9435	E9166044	50.25
Hot Point Goods—	E9169044	52.75

Chafing Dishes—No. 20501, \$12.00 each; 20502, \$19.00; 20503, \$22.00.	
Coffee Percolators—No. 20610, \$11.00 each; 20611, \$11.00; 20620, \$13.50; 20621, \$13.75; 20622, \$18.75; 20650, \$18.75; 20651, \$25.00; 20652, \$28.50.	
Grills—20101, \$10.00 each; 20103, \$13.50; 20104, \$11.50.	
Percolator Sets—41484—\$47.75; 41486, \$38.00; 41585, \$45.75.	
Curling Irons—112L1, \$7.25; 112L2, \$6.25.	
Heaters—No. 30501, \$21.00; 30502, \$28.50; 30503, \$38.50; 30603, \$30.00; 30604, \$42.00.	
Heating Pads—50142, \$8.00; 50151, \$9.75.	
Immersion Heaters—50201, \$6.25; 50202, \$7.50; 50203, \$8.50.	
Irons—No. 11203, \$6.25; 11205, \$7.25; 11206, \$7.25; 11307, \$9.50; 11308, \$9.50; 11310, \$11.00; 11312, \$16.00; 11315, \$17.50.	
Ovenette—No. 40701, \$8.50.	
Stoves—No. 20301, \$6.50; 20302, \$7.00; 40101, \$9.00; 40102, \$10.25; 40103, \$14.25; 40104, \$16.50; 40105, \$19.50; 40106, \$7.50.	
Toaster—No. 114T5, \$7.25; 114T5½, \$6.75; 115T1, \$7.25.	
Vacuum Cleaners—No. 60102, \$37.50 each; 60103, \$42.00.	
Attachments, \$10.00.	

ELECTRICAL SUNDRIES—

Attachment Plugs, No. 903, Benjamin	Each	.30
No. 500, Bryant		.20
Bells, 2½-inch Eclipse, Iron Box		.85
3-inch Eclipse, Iron Box		.85
Buzzers, Iron Box		.75
Watch Case		.75
Cleats, 2 and 3 wire, unglazed		.06
Clusters, No. 92, Benjamin, 2-light	Each	1.15
No. 93, Benjamin, 3-light		1.75
No. 94, Benjamin, 4-light		1.75
Porcelain Rings for Clusters		.10
Cord, No. 18, Green and Yellow Twisted Lamp	Foot	.06
No. 18, Heater, Twisted		.10
Fuses, 6, 10, 15, 20, 25, 30 amp	Each	.10
Globes, 6x8½, R. I. Ball		.60
8x3½ or 4, Ball		1.35
Knobs, No. 5½, solid		.08½
No. 5½, split		.05
Lamp Guards, Style A—16 C. P.		.30
Style H—16 C. P.		.35
Style H—32 C. P.		.45
Loxon, 40 watt (guard only)		.65
Loxon, 60 watt (guard only)		.70
Key for Loxon Guards		.10
Loom, 7-32 (250 feet in coil)	Foot	.10
¼ (250 feet in coil)		.11
Receptacles, No. 226, Porcelain Cleat	Each	.25
No. 195, Freeman Key, brass		.65
No. 188, Freeman Key, brass		.75
Rosettes, No. 319, Cleat		.15
No. 333, Concealed		.25
Switches, No. 400, Common Snap		.50
No. 403, Indicating Snap		.50
No. 459, 3-way Snap		.85
No. 4401, Single Pole Push		.60
No. 4403, 3-way Push		.75
No. 707, Single Pole, 1-way Baby Knife		.40

No. 708, Single Pole, 2-way Baby Knife	.60
No. 709, Double Pole, 1-way Baby Knife	.65
No. 710, Double Pole, 2-way Baby Knife	.85
Sockets, ¼-inch and Pendant Cap Key BB	.45
Pull Chain	.85
Shades, 8-inch Tin Cone	.55
10-inch Tin Cone	.60
8-inch Flat Tin	.50
10-inch Flat Tin	.75
Shade Holders, 2¼-inch P. & A., BB	.15
3¼-inch P. & A., BB	.25
Tubes, Porcelain, 5-16x3	.02½
5-16x4	.04½
5-16x5	.06
5-16x6	.07
Tape, Durafix Friction, ½-lb. rolls	Lb.
Sticktite Friction, ½-lb. rolls	.85
Paraweld Rubber, ½-lb. rolls	.85
Wire, No. 10, S. B. Solid R. C.	Foot
No. 12, S. B., Solid R. C.	.05½
No. 14, S. B., Solid R. C.	.04
No. 18, Single Bell	.08
No. 20, Twisted Bell	Lb.
No. 18, Black R. C. Fixture	.90
EMERY—Per lb., 25c.	.90

Stones—See Stones.	100 Feet
Cloth—See Cloth.	1.40
Wheels—See Wheels.	
EXPANSION SHIELDS—	
Star Machine Bolt Type—¼ in., \$4.50 per hundred; 5-16, \$5.50; ¾, \$6.50; 7-16, \$8.00; ½, \$9.00; ¾, \$12.00; ¾, \$18.00; ¾, \$30.00; 1-inch, \$37.50.	
Sebeco Lag Screw Type—3-16 in., \$2.65 per hundred; ¼, \$2.95; 5-16, \$3.31; ¾, \$4.21; 7-16, \$5.59; ½, \$6.03; ¾, \$8.76; ¾, \$12.58; ¾, \$16.79; 1-inch, \$20.98.	
FASTENERS—Casement, common brass plated, 25c; Sash, common brass plated, 15c, two for 25c.	
FAUCETS—Cork Lined—8-inch, each	\$.20
7-inch each	\$.15
9-inch, each	\$.25
FELT—Deadening—¾-lb. size, roll \$4.00; 1-lb., \$5.25; 1½-lb., \$7.50; 2-lb., \$9.00.	

FIBRE WARE—

Funnels—	Each.		
1 quart	1.25	2 quart	2.00
2 quart	1.60	½ gallon	2.25
Keelers—		1 gallon	2.75
45 lbs.	1.50	Pails—	
60 lbs.	1.75	12 quarts	1.50
80 lbs.	2.25	Spittoons—	
95 lbs.	3.00	4x9-inch	2.00
Lunch Boxes—		5x11-inch	2.75
Small	.25	6x18-inch	2.75
Larger	.30	Tubs, Oval—	
Largest	.35	18-inch diameter	4.00
Folding	.40	19-inch diameter	4.65
Measures—		20-inch diameter	5.25
1 pint	1.50	23-inch diameter	6.75

FIGURES AND LETTERS (STEEL)—

Figures.	Set	Each	Letters	Set	Each
¼ inch	1.25	.30	¼ inch	3.75	.30
3-16 inch	1.50	.35	3-16 inch	4.50	.35
¼ inch	2.00	.30	¼ inch	6.00	.30
5-16 inch	2.50	.35	1-16 inch	7.50	.35
¾ inch	3.00	.45	¾ inch	9.00	.45
¾ inch	4.50	.60	¾ inch	13.50	.60
¾ inch	19.25	...			
¾ inch	29.00	...			

FILES—Band saw, slim, 4 inches long, 20c each; 5, 20c; 6, 25c; 8, 35c; 10, 50c. Knife, bastard, 4, 35c; 5, 40c; 6, 45c; 8, 55c; 10, 65c. Regular Taper, 3-8½, 15c; 4, 15c; 4½, 15c; 5, 20c; 5½, 20c; 6, 25c; 8, 35c; 10, 55c. Slim Taper, 3-8½, 15c; 4, 15c; 4½, 15c; 5, 20c; 5½, 20c; 6, 25c; 8, 30c; 10, 40c. Warding, bastard, 4, 30c; 5, 35c; 6, 40c; 8, 40c. Flat, bastard, 3-4, 25c; 5, 25c; 6, 30c; 8, 35c; 10, 50c; 12, 65c; 14, 85c; 16, \$1.20. Half Round, bastard, 3-4, 30c; 5, 35c; 6, 40c; 8, 45c; 10, 60c; 12, 75c; 14, \$1.00; 16, \$1.30. Mill Bastard, 3-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 70c; 16, 95c. Round Bastard, 3-4, 30c; 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 70c; 16, 95c. Square Bastard, 3-4, 25c; 5, 30c; 6, 30c; 8, 35c; 10, 50c; 12, 65c; 14, 90c; 16, \$1.20.	
FIXTURES—Grindstone—Auto—01, \$2.00; 02, \$2.50; 15, \$1.25; 17, \$1.35; 19, \$1.50; 21, \$1.75. Am. Heavy: 17, \$1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.	

FLASHLIGHTS—Eveready Daylo—

Tubular Nos.	2602	2604	2612	2616	2619	2627	2628
Complete ea.	\$1.35	\$1.70	\$2.00	\$2.00	\$2.25	\$1.35	\$1.10
Case & Bulb, ea.	1.15	1.85	1.50	1.65	1.75	.85	.75
Tubular Nos.	2680	2681	2682	2683	2684	2688	2659
Complete, ea.	\$1.55	\$1.85	\$2.25	\$2.75	\$2.35	\$3.10	\$3.25
Case & Bulb, ea.	1.05	1.50	1.75	2.25	2.00	2.75	2.75
Pocket Nos.	6954	6961	6962	6971	6972	6991	6992
Complete, ea.	\$1.25	\$1.00	\$1.35	\$1.00	\$1.25	\$1.25	\$1.50
Case & Bulb, ea.	.95	.70	.85	.70	.85	.95	1.10
Tubular Battery Nos.				705	706	790	791
Battery only, each				\$.50	\$.25	\$.35	\$.30
Pocket Battery Nos.	700	703	750	751	792	793	798
Battery only, each	\$.30	\$.40	\$.30	\$.40	\$.30	\$.45	

RETAIL SELLING PRICES—Continued.

FLASHLIGHTS—Continued—

Kwiklites									
Tubular Nos.	5220	5221	5223	5229	5331	6240	6240B		
Complete, ea.	\$1.85	\$1.70	\$2.00	\$2.00	\$2.25	\$1.55	\$1.70		
Case & Bulb, ea.	1.15	1.35	1.50	1.65	1.75	1.35	1.40		
Tubular Nos.	6241	6241B	6249	6249B	6343	6343B	6351		
Complete, ea.	\$1.85	\$2.00	\$2.35	\$2.55	\$2.25	\$2.45	\$2.75		
Case & Bulb, ea.	1.50	1.65	2.00	2.20	1.75	1.95	2.25		
Pocket Nos.	2472	2573	3475	3475B	3577	3577B	3579		
Complete, ea.	1.00	1.25	1.25	1.35	1.50	1.65	1.90		
Case & Bulb, ea.	.70	.85	.95	1.05	1.10	1.25	1.50		
Watch Chain Nos.	6239	6239B	Watch Chain Bat'y No. 1204						
Complete, each.	\$1.00	\$1.10	Battery only, each.					.25	
Case and Bulb, each	.75	.85							
Battery only,									
Nos.	1202	1203	1206	1207	1271	1801	1808	1809	
Each	\$0.30	\$0.35	\$0.30	\$0.30	\$0.30	\$0.50	\$0.40	\$0.40	

FLATTERS—Blacksmith—2-in., \$1.25; 2½-in., \$1.65; 3-in., \$2.00; 3½-in., \$3.00.

FORGES—No. 150 Chicago, \$15.00; No. 151 Chicago, \$17.50
Buffalo—No. 310 Steel Ball Bearing Rivet, \$33.00; No. 722, \$33.00; No. 742H, \$40.00.

FORKS—Hay—Nellis, 94 single harpoon, \$5.50; 95 double harpoon, \$3.25; 96 double harpoon, \$6.50; 87 double harpoon, \$3.75; 98 double harpoon, \$6.50. Grapple, No. 99 (4 times), \$15.50; No. 100 (6 times), \$18.00. Jackson Patterns, 4 ft., \$17.50; 4½ ft., \$18.00; 5 ft., \$21.00.

FREEZERS—Arctic—

Qts.	Each.								
1	4.00	2	5.65						
2	4.60	3	6.75						
3	5.55	4	8.25						
4	6.80	5	10.45						
5	8.60	6	13.50						
6	11.10	7	18.00						
8	11.10	10	21.55						
12	4.00	12	25.60						
15		15	25.60						
20	4.85	20	33.20						

FROES—Special—Each, 12-in., \$2.00; 14-in., \$2.25; 16-in., \$2.50. Common—Each, 12-in., \$1.75; 14-in., \$1.85; 16-in., \$2.00.

GARBAGE CANS—(See Cans)—

GATES—Molasses and Oil—
Perfection—½-inch, 75c each, ¾-inch, \$1.15; 1-inch, \$1.25; 1½-inch, \$1.60; 1¾-inch, \$1.85; 2-inch, \$2.00.
Stebbin's Pattern—1-inch, 85c each; 1½-inch, 40c; 1¾-inch, 45c; 1¾-inch, 50c; 1½-inch, 60c.
Lock Fast—½-inch, \$1.15 each; ¾-inch, \$1.35; 1-inch, \$1.50; 1½-inch, \$1.85; 1¾-inch, \$2.25.

GAUGES—BUTT—Stanley—

No.	Each	No.	Each
93	1.65	77	1.65
94	1.85	71	1.15
95	1.75	90	.85
95½	1.85	91	1.65
Marking—Stanley—		92	2.25
61	.25	97	1.00
64	.50	98	1.90
65	1.00		

Enterprise, Self Measuring—No. 61, Faucet, \$6.00; 97, Pump, \$14.50.

Altitude Gauges, \$5.35.

Steam Gauges, 4½-in. face I O, \$5.35.

Thermometer, Straight, \$1.50.

Thermometer, Angle, \$1.75.

GLASS—Window—

SB Grade—	Large Lots	Small Lots
Single Strength	75%	65%

Double Strength	75%	65%
Extras for Putting In Glass—		Per light
First 3 Brackets		.50
Second 3 Brackets		.75
Third 3 Brackets		1.00
Larger Lights	\$1.00 per hour, per man	

GLASSES—

Ground Level—		Proved Level—	
1½	.50	1½	.15
2	.60	2	.15
2½	.65	2½	.15
3	.70	3	.20
3½	.75	3½	.20

GLASSES, GAUGE—Standard—

	%	½ & %	%	¾ & %	%
6	.25	...	...	...	...
8	.25	...	...	...	...
10	.25	.25	.30	.55	.75
12	.25	.30	.35	.60	.90
14	...	.35	.45	.70	1.05
16	...	.40	.50	.85	1.25
18	...	.45	.55	.95	1.35
20	...	.65	.80	...	...
22	...	.70	.90	...	...
24	...	.80	1.00	...	...

GLOBES, LANTERN—Cold Blast—Plain, 20c each; Bullseye, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 50c.
Railroad—Clear, 20c each; Green or Red, 30c.
Tubular—Clear, 10c each; Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 85c; 5-0 Wizard, 25c; 6-0, 20c each.

GLUE—Dry—

No. or Brand	Lb.
AAA	.55
B	.60
CX	.40
D	.30
GX	.55
LXX	.45

Imperial Liquid—

Size	1 Oz.	¼ Pt.	½ Pt.	¾ Pt.	1 Pt.	1 Qt.	½ Gal.
List, Doz.	1.06	1.80	2.80	4.50	7.00	11.25	21.00
Sug. Ret., Ea.	.20	.25	.30	.50	.85	1.50	2.40

Le Page's Liquid—

Size	1 Oz.	2 Oz.	¼ Pt.	½ Pt.	¾ Pt.	1 Pt.	1 Qt.
List, Doz.	1.60	1.65	1.80	2.80	4.50	7.00	11.25
Sug. Ret., Ea.	.20	.20	.25	.30	.50	.85	1.50

GOUGES—Bucks, Firmer—

Size, inches	¾	¾	¾	¾	¾	¾
List, Doz.	7.75	8.25	8.75	9.30	10.10	11.10
Sug. Ret., Ea.	1.00	1.10	1.20	1.25	1.35	1.50
Size, inches	1	1½	1½	1½	1½	1½
List, Doz.	11.65	13.05	14.50	16.00	17.95	17.95
Sug. Ret., Ea.	1.60	1.75	2.00	2.25	2.50	2.50

Bucks, Turning—

Size, inches	¾	¾	¾	¾	¾	¾
List, Doz.	4.45	4.80	5.30	5.65	6.45	7.20
Sug. Ret., Ea.	.60	.65	.75	.80	.90	1.00
Size, inches	1	1½	1½	1½	1½	1½
List, Doz.	8.05	10.15	12.95	15.05	18.25	18.25
Sug. Ret., Ea.	1.15	1.40	1.75	2.00	2.50	2.50

P. S. & W. Firmer—

160—	¾	¾	¾	¾	¾	¾
inch	1.50	1	1 inch	2.10		
¾	1.50	1½	1 inch	2.25		
¾	1.65	1½	1 inch	2.50		
¾	1.70	1½	1 inch	2.75		
¾	1.80	2	1 inch	3.25		
¾	2.00					

GALVANIZED WARE

Boilers, Coffee		Cans, Ash		(Top faucet)		(Puritan)		Water Pots or Sprinklers	
1½ quarts	.90	10 gals.	4.80	5 gals.	2.25	14 quarts	2.75	4 quarts	.95
2 quarts	1.10	16 gals.	5.75	Oil Cans		Chamber Pails		6 quarts	1.15
3 quarts	1.35	20 gals.	6.75	1 gal.	.60	10 quarts	1.25	8 quarts	1.35
4 quarts	1.90	23 gals.	7.75	2 gals.	1.00	12 quarts	1.35	10 quarts	1.60
6 quarts	2.15	Cans, Garbage		5 gals.	2.00	Stock Pails		12 quarts	1.75
8 quarts	2.60	Smooth, Pail Handle		(Double seamed)		14 quarts	1.00	16 quarts	2.25
10 quarts	3.00	2 gals.	1.15	5 gals.	1.75	16 quarts	1.25	Foot Tubs (oval)	
12 quarts	3.40	5 gals.	1.50	(Side faucet)		18 quarts	1.35	16-inch	.80
Boilers, Wash		6 gals.	1.85	5 gals.	2.00	20 quarts	1.50	17-inch	.90
18	2.25	8 gals.	2.00	Dippers		Water Pails		18-inch	1.05
21	2.75	10 gals.	2.50	1 quart	.80	8 quarts	.55	20-inch	1.25
22	2.85	16 gals.	3.00	Coal Hods		10 quarts	.60	21-inch	1.60
Bowls, Wash		Corrugated,		16 inch.	1.00	12 quarts	.70	Wash Tubs	
11 inch diam.	.80	Side Handles		17 inch.	1.10	14 quarts	.75	18-inch	1.35
13-inch diam.	.40	15 gals.	6.25	Camp Kettles		16 quarts	.85	20-inch	1.65
Buckets, Fire		16 gals.	6.75	1 gal.	.40	(Extra quality)		22-inch	2.00
12 quarts	.85	21 gals.	7.25	1½ gals.	.55	12 quarts	1.05	24-inch	2.25
14 quarts	.95	Gasoline Cans		2 gals.	.70	Refrigerator Pans		(Extra heavy)	
14 quarts	1.10	(1 P & B, 1)		3 gals.	.90	12-inch	.75	20-inch	3.00
Buckets, Well		5 gals.	8.00	4 gals.	1.05	14-inch	.90	22-inch	3.15
10 quarts	.90	1 gal.	.75	Cement Pails		16-inch	1.40	24-inch	3.85
12 quarts	1.00	(Side faucet)		14 quarts	2.00				
14 quarts	1.10	5 gals.	2.00						

RETAIL SELLING PRICES—Continued.

GRATES—

Air Tight Heater—	24 inch.....	8.75
16 inch.....	27 inch.....	10.00
18 inch.....	30 inch.....	11.00
20 inch.....		

Basket Fire Place—Cast

Iron—Fancy Back—	Low Back—	
20 inch.....	16 inch.....	6.75
24 inch.....	18 inch.....	7.00
27 inch.....	20 inch.....	7.25
24 inch.....	22 inch.....	7.50
Straight Back—	24 inch.....	8.25
20 inch.....	27 inch.....	9.00

GRAPHITE—Flake, per lb., 80c.

GRINDSTONES—

Loose—	Cwt.	19 inch.....	1.75
15 to 40 lbs.....			
40 to 200 lbs.....			
Over 200 lbs.....			
Fixtures and Axle—			
15 inch.....			
17 inch.....			
Pedal Mounts—Prices range from \$9.75 to \$21.50, according to material and quality.			

HACKSAWS—

Lenox, Power.	17"	3/4"	2.80	....
Lght. Wtd.	Lt. Heavy.	17"	1"	8.25 4.15
8" 9-16.....	.90			
10" 1/4.....	1.15			
10" 3/8.....	1.35			
10" 1/2.....	2.45			
12" 3/8.....	1.85			
12" 1/2.....	1.60			
12" 3/4.....	2.80			
12" 1.....	2.30			
14" 3/4.....	1.70			
14" 1.....	1.90			
14" 1 1/2.....	2.65			
16" 3/4.....	2.15			
16" 1.....	2.05			

HACK SAW FRAMES, M. F.—4B, 75c; 6, \$2.25; 9, \$1.85; 15, \$2.75; 77, \$1.00; 78, \$1.50; 1027, \$2.50; 69, \$3.80; 69B, \$2.65; 14, \$3.50; 4 Milford Adj., \$3.00; 7 Milford Adj., \$1.65; 86 1/2 Diaston, \$1.50; 40 Extension, 75c.

HAMMERS—V & B Vanadium, No. 41 1/2, \$2.35 each; Nail

HAMMERS—Maydole Carpenter's Nail—No. 1, \$2.00 each; 1 1/2, \$1.85; 2, \$1.75; 1 1/2, \$2.00; 1 1/2, \$1.85; 1 1/2, \$1.75; 1 1/2, \$1.65; 1 1/2, \$1.60; 1 1/2, \$1.50; 300, \$2.65; 611 1/2, \$2.80; 710, \$2.50; 711, \$2.00; 711 1/2, \$1.85; 712, \$1.75; 811 1/2, \$2.10.

Maydole Chipping—No. 100, \$1.90 each; 101, \$1.75; 102, \$1.55; 103, \$1.40. Maydole Cross Pein—No. 174, \$1.50. Maydole Machinist Ball Pein—375, \$2.50; 376, \$2.40; 377, \$2.25; 378, \$2.15; 379, \$2.10; 770, \$2.65; 770 1/2, \$2.25; 771, \$2.00; 772, \$1.85; 773, \$1.65; 774, \$1.55; 775, \$1.50; 776, \$1.35; 777, \$1.25; 778, \$1.15.

HAMMERS—

Plumb's Carpenter's Nail—	1371	1.50
K1	1372	1.50
TO 1 1/2	1373	1.65
A 11	1374	1.75
A 1 1/2	1375	1.85
A 1 1/2	1376	2.00
C 1 1/2	1377	2.25
C 1 1/2	1379	2.50
P 80		
P 81	220	1.25
P 82	221	1.25
P 83	222	1.35
P 84	223	1.50
P 85	251	1.40
P 86	252	1.50
P 87	253	1.60
	254	1.70
Plumb's Engineer's—		
361		
362		
363		
364		
Plumb's Machinist's Ball		
Pein—		
18		
1870		

HANDLES—Adze, extra select, 75c; second growth, 85c. Axe—Single or double bit, Boys' No. 1, 60c; Boys' extra select, 60c; Turned No. 1, 60c; extra select hickory, 85c; second growth, \$1.00. Chisel—Hickory, 10c; Leather Tip, 15c. Hammer and Hatchet—Second growth hickory, 12 inch, 29c; 14 inch, 25c; 18 inch, 80c. Peavey Handles—

Hickory.	Maple.	Hickory.	Maple.
2 1/4 x 4	1.15	2 1/4 x 4 1/2	1.60
2 1/4 x 4 1/2	1.85	2 1/4 x 5	2.00
2 1/4 x 4 1/2	1.50	2 1/4 x 5 1/2	2.35
2 1/4 x 5	1.65	3 x 5	2.80
2 1/4 x 5 1/2	1.75		

Pick—36-inch Drift, Select, 50c; Extra Select, 60c; Railroad No. 1, 50c; No. 2, 60c; Select, 70c; Extra Select, 90c. Sledge—36-inch, Select, 60c; Second Growth, 75c.

Saw, Hand—Disston, No. 7, 50c; No. D8, 85c; No. 12, \$1.25. Crosscut, Disston, No. 112, \$1.00; No. 113, \$1.15; No. 114, \$1.50. Simonds Reversible Guard, per pair, \$1.60. Simonds No. 6, \$1.40; Atkins No. 24, \$1.50. One Man Cross Cut, No. 218, 45c; Supplementary, 30c. Auger M. F. No. 1, \$1.00; No. 2, \$1.00; No. 3, \$1.50; No. 4, \$2.75; No. 5, \$3.75; No. 6 Com., 15c; Pecks Adj., 50c; Pratt's Ratchet, \$4.75.

HANGERS, BARN DOOR—

Flat Track—			
No and Brand.	Pair.	43—Richards	1.85
3—Myers	2.35	248—Richards	1.90
4—Myers	2.00	Round Track—	
25—Lanes	1.25	5—Wilbern	2.15
34—Richards	1.90	462-2—Richards	1.65
37-1—Richards	1.80	Trolley Track—	
38-1—Richards	1.80	20—Richards	3.40
38-2—Richards	2.10	20 1/2 B—Richards	4.50
42-3—Richards	1.80	24-2—Richards	3.75
42-4—Richards	2.10	27 1/2 B 1—Richards	6.35
42-5—Richards	3.15	120—Richards	7.25
42-6—Richards	4.10	150—Richards	8.50

HANGERS, HOUSE DOOR—

No. or Brand	Set.	No. or Brand	Set.
01—Johns	3.00	15—Frisco	5.50
1—Johns	5.50	0105—Lanes	3.75
5 S—Prouty	3.50	0105 A—Lanes	3.75
5 D—Prouty	6.50	0105 NT—Lanes	3.35
011—Richards	3.50	105—Lanes	7.00
11—Richards	6.50	105 A—Lanes	7.00
012—Richards	3.35	105 NT—Lanes	6.00
12—Richards	6.25	140-1—Richards, pair.	5.50
015—Frisco	3.00		

HATCHETS—Underhill Star, No. 10, Chicago Pat., \$3.10; No. 5, Boston Pat., \$3.00; No. 15 St. Paul Pat., \$3.25. Sayre—Boston, No. 30, \$3.00; Chicago No. 40, \$3.25. Flooring—1 Plumb, \$2.50; White, \$3.00. Broad—1 Plumb, \$2.50; 2, \$2.75; 3, \$3.00; 4, \$3.25; 5, \$3.50; 6, \$4.00.

Bench—(single or double bevel)—8 White, \$2.75; 7, \$2.85; 6, \$3.00; 5, \$3.10; 4, \$3.50. Claw—1 Plumb, \$2.00; 2, \$2.25; 3, \$2.50. Shingling—1 Plumb, \$1.90; 2, \$2.00; 3, \$2.10. Half—1 Plumb, \$1.85; 2, \$1.95.

Barrel or Fruit Box—Sayre 400, \$3.00; Sayra 401, \$2.75.

HEADS—MOP—Cotton—No. 9, 45c each; 12, 60c; 15, 75c; 18, 85c. Linen—No. 012, 75c each; 015, \$1.00; 018, \$1.15; 020, \$1.25.

HINGES AND BUTTS (Screws included)—

Hinges—	No. 900 Lt. Strap Hinges.	No. 904 Lt. Tee Hinges—	Pair
	Pair		
3-inch.....	.30	3-inch.....	.30
4-inch.....	.35	4-inch.....	.35
5-inch.....	.35	5-inch.....	.35
6-inch.....	.30	6-inch.....	.30
No. 935 Cor. Strap Hinges—	Pair	No. 937 Cor. Tee Hinges—	Pair
4-inch.....	.25	4-inch.....	.40
5-inch.....	.35	5-inch.....	.50
6-inch.....	.45	6-inch.....	.60
8-inch.....	.60	8-inch.....	.85
10-inch.....	.85	10-inch.....	1.35
12-inch.....	1.35	12-inch.....	1.65
Double-acting, Surface, Comp. type—			

HINGES—FLOOR—

Set	Copper, Brass (tile or concrete)	5.25
Bommer, Jap	Brass, Sanded, N. P.	6.50
Copper, Brass	Rixon, 7	12.00
Sanded, N. P.	8	13.50
Chgo., Copper, Brass	10	16.50
Sanded, N. P.	15	18.50
Copper, Brass (large)	20	23.00
Sanded, N. P.	25	28.00
Corbin, Jap.	30	33.00
Copper, Brass	40	50.00
Sanded, N. P.	40	75.00
Katz, Copper, Brass	Standard, R. EA, 450	7.00
Brass, sanded	SH, E, 450	8.50
Copper, Brass (large)	R. EA, 452	12.00
Brass, Sanded, N. P.		6.00

BUTTS—

Butts—No. 888.	Pr.	Ds. Pr.	
3/4-inch.....	.10	.70	
1-inch.....	.10	.80	
1 1/4-inch.....	.10	.95	
1 1/2-inch.....	.10	1.10	
1 3/4-inch.....	.10	1.10	
2-inch.....	.15	1.15	
2 1/4-inch.....	.15	1.35	
2 1/2-inch.....	.20	1.50	
2 3/4-inch.....	.20	1.65	
3-inch.....	.20	1.95	
3 1/4-inch.....	.25	2.25	
3 1/2 x 5 1/2-inch.....		1.35	
No. 840			
1 1/4-inch.....	.15	1.85	
1 1/2-inch.....	.15	1.60	
2-inch.....			
2 1/4-inch.....			
2 1/2-inch.....			
2 3/4-inch.....			
3-inch.....			
3 1/4-inch.....			
3 1/2-inch.....			
3 3/4-inch.....			
4-inch.....			
4 1/4-inch.....			
4 1/2-inch.....			
4 3/4-inch.....			
5-inch.....			
5 1/4-inch.....			
5 1/2-inch.....			
5 3/4-inch.....			
6-inch.....			
6 1/4-inch.....			
6 1/2-inch.....			
6 3/4-inch.....			
7-inch.....			
7 1/4-inch.....			
7 1/2-inch.....			
7 3/4-inch.....			
8-inch.....			
8 1/4-inch.....			
8 1/2-inch.....			
8 3/4-inch.....			
9-inch.....			
9 1/4-inch.....			
9 1/2-inch.....			
9 3/4-inch.....			
10-inch.....			

RETAIL SELLING PRICES—Continued.

BUTTS—Continued—

4½x4½-inch	.95	4-inch	1.00
5x5-inch	1.15	4½-inch	1.35
No. 241 F&D2			
2½x2½-inch	.50	1½-inch	.60
3x3-inch	.55	2-inch	.65
3½x3½-inch	.60	2½-inch	.70
4x4-inch	.75	3-inch	.80
4½x4½-inch	1.10	3½-inch	.90
5x5-inch	1.85	4-inch	1.05
5½x5½-inch	1.85		
6x6-inch	2.30	295 F&D2	
		Pr.	Ds. Pr.
2½x2½-inch	.60	1½-inch	.85
3x3-inch	.65	2-inch	.85
3½x3½-inch	.65	2½-inch	.40
4x4-inch	.80	3-inch	.45
4½x4½-inch	1.15	3½-inch	.45
5x5-inch	1.40	4-inch	.50
5½x5½-inch	1.95	4½-inch	.50
No. 160 F&D2			
2½-inch	.55	2x2-in	.35
3-inch	.70	2½x2-in	.40
3½-inch	.75	2½x2½-in	.40
4-inch	.95	3x3-in	.50
4½-inch	1.25		
241 H&N			
2½x2½-inch	.65	2x2-inch	.45
3x3-inch	.70	2½x2-inch	.50
3½x3½-inch	.75	2½x2½-inch	.50
4x4-inch	.85	3x3-in	.60
4½x4½-inch	1.15		
5x5-inch	1.75	295 SF2	
5½x5½-inch	2.00	1½-inch	.80
6x6-inch	2.50	2-inch	.85
		2½-inch	.40
		3-inch	.45
160 N			
2½-inch	.65	1½-inch	.35
3-inch	.80	2-inch	.40
3½-inch	.85	2½-inch	.45
4-inch	1.05	3-inch	.50
4½-inch	1.40		
160 SF2			
2½-inch	.65	2x2-in	.40
3-inch	.75	2½x2-in	.45
3½-inch	.85	2½x2½-in	.45
4-inch	1.00	3x3-inch	.50
165 F&D2			
1½-inch	.50	295 H	Pr.
2-inch	.55	2x2-in	.45
2½-inch	.60	2½x2-in	.50
3-inch	.75	2½x2½-in	.55
3½-inch	.80	3x3-in	.60

HODS—Coal—

Open Japanned—

15	.60
16	.75
17	.80
18	.95
20	1.15

Open Galvanized—

15	.90
16	1.00
17	1.15
18	1.80
20	1.75

HOLLOW WARE (Cast Iron)—Dutch Ovens, 10-inch, \$4.00; 11-inch, \$4.75; 12-inch, \$5.50; 13-inch, \$6.50.
Griddles—No. 17, \$1.20 each; 18, \$1.25; 19, \$1.50; 20, \$1.80; 010, \$1.95; 012, \$2.15; 014, \$2.75.
Skillots—Regular 5-inch, \$1.00 each; 8-inch, \$1.25; 10-inch, \$1.50; 11½x2½-inch, \$2.15; 12-inch, \$2.60; 13-inch, \$3.15.
Waffle Irons—Size pan, 6¾-inch, \$2.50; 7¾-inch, \$2.75; 8¾-inch, \$3.00; deep round frame, 6¾-inch, \$2.85; 7¾-inch, \$3.25; 8¾-inch, \$4.00; deep square frame, 6¾x6¾-inch, \$3.25; Twin, 11x12, \$5.50; Hotel, 19x12, \$10.75.
Skillots or Spiders—One piece, 8-inch diameter, \$1.10; 9, \$1.25; 10, \$1.50. Seamless, 8, 40c; 9, 45c; 10, 60c.

HOLLOW WARE, STEEL—

Fry Pans, 6 inch, 20c each; 8, 30c; 9, 40c; 10, 45c; 11, 50c; 12, 60c.
Griddles—Handled top, 9 inch, \$1.00; 10, \$1.15; 11, \$1.30. Balled top, 11 inch, 50c; 12, 60c; 13, 70c.
Skillots or Spiders—One piece, 8-inch diameter, \$1.00; 9, \$1.25; 10, \$1.50. Seamless, 8, 40c; 9, 45c; 10, 60c.

HOOBS AND EYES—(Price per dozen)—

No.	Screw Hooks		Screw Eyes	
	Steel	Brass	Steel	Brass
0	.60	...	.45	...
1	.50	...	.40	...
2	.45	...	.35	...
3	.40	...	.30	...
4 or 104	.30	...	.25	...
5 or 105	.35	...	.20	.75
6 or 106	.15	.75	.15	.60
7 or 107	.15	.60	.15	.45
8 or 108	.15	.45	.10	.40
9 or 109	.10	.35	.10	.35
10 or 110	.10	.30	.10	.30
11 or 111	.10	.25	.10	.35
12 or 112	.10	.20	.10	.30
13 or 113	.10	.15	.10	.15
14 or 114	.10	.10	.10	.10

Gate Hooks and Eyes—

Size	1½	2	2½	3	3½	4	6
No. 40, steel	.20	.35	.30	.40	.45	.50	.85
No. 1040, brass	.75	.90	1.10	1.50	1.75	2.00	2.50
Ceiling—							
2½-inch cast iron40	...	...	...	...	.35
2½-inch cast iron	...	1.30	...	...	...	...	.10
2½-inch, other finishes	...	1.40	...	...	...	...	.15
Cast, coppered40	...	...	...	...	...
Wire, coppered30	...	...	...	...	.05
Wire, Japanned30	...	...	...	...	.05
Wire, tinned30	...	...	...	...	.05
Wire, nickel plated40	...	...	...	...	.75
Wire, brass plated45	...	...	...	...	.90
Coat and Hat60
Double, cast, heavy55	...	...	...	...	...
Single, cast35	...	...	...	...	...
Medium, cast90	...	...	...	...	...
Heavy, cast	...	1.15	...	...	...	...	...
Cast, nickel plated	...	1.15	...	...	...	...	...
Cast, copper finish95	...	...	...	...	.30
Cast, brass finish	...	1.00	...	...	...	...	.40
Cast, bronze, all fin.	...	4.75	...	...	...	...	.10
Porcelain, solid	...	2.00	...	...	...	...	.15
Wire, Japanned30	...	...	...	...	.20
Wire, tinned35	...	...	...	...	.35

HOSE COUPLINGS—Com. Size ½, each 80c; ¾, 80c; 1, 45c.

IRON—Bars, Small Lots (Outting Extra).

Common Bar	.06 lb. Base
Angle Iron, ½-inch	.10
Angle Iron, 3-16-inch	.08
Angle Iron, ¼-inch and heavier	.07%
Ed., sq. and sq. twisted—	
¼-inch and smaller	7.50 Base
5-16 inch	7.00
¾ to 2½-inch	6.50
3-inch and larger	7.50
Flats, all sizes	6.50

IRONS—

Plane, Stanley or Bailey	2½-inch Single	.90
1½-inch—Block	1½-inch Double	1.05
1½-inch Single	2-inch Double	1.20
2-inch Single	2½-inch Double	1.30
2½-inch Single	3-inch Double	1.35
2½-inch Single	2½-inch Double	1.45

IRONS—Sad. Common, 16c lb.

Mrs. Potts—No. 50, \$2.65 set; No. 55, polished iron, \$3.00 set; No. 550, 12 lbs., \$2.70 set.
Sensable Laundry—No. 25, \$3.00 set; Asbestos Laundry, No. 70, \$3.25 set; G. Pressing, 15c lb.; T Tailors' Goose, 15c lb.; N Gasoline, \$5.25 each.

JACKS—Bell Bottom, add 20% to list.

Wagon—Lanes—OL, each \$1.75; 1L, \$2.50; 2L, \$3.50; 3L, \$6.75.

KNIVES—Hay—Lightning, \$2.25; Iwan Sickle, \$2.75; Iwan Serrated, \$2.75; Heath's Upright, \$2.50. Corn—Corn King, 50c; No. 12 Handy, 65c.

LACING—Belt—

Rawhide, Out		Hooks	
Size ¼, per ft.	.04	2, coll	.90
Size 5-16, per ft.	.05	O M, 1 M, 2 M, 3 M, spl	.80
Size ¾, per ft.	.06		
Size 1½, per ft.	.08		
Size 2, per ft.	.10	10	.05
Size ¾, per ft.	.12	8	.05
Wire		9	.05
0 and 1, coll	.65	7	.10
2, coll	.65	6	.10

LADDERS—Extension, No. 1, 45c foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LANTERNS—Diets Tubular.

Hot Blast Lanterns		No. 2 Wizard Tin Lan-	
Little Star Tin Lanterns	.90	terns	1.45
Hy-Lo Tin Lanterns	.90	Same, Brass Fount and	
Victor Tin Lanterns	.95	Top	2.00
Monarch Tin Lanterns	.95	No. 2 Large Fount Wis-	
O. K. Tin Lanterns	1.00	ard Lanterns	1.65
No. 2 Royal Tin Lanta	1.10	Same, Brass Fount and	
Cold Blast Lanterns		Top	2.10
Junior Tin Lanterns	1.00	Dash and Wagon Lanterns	
Junior Brass Lanterns	1.75	Buckeye Dash Lan't's	1.25
Junior Brass Nickel-		Junior Wagon Lan't's	1.75
plated Lanterns	2.00	Roadster Wagon Lan-	
No. 2 Crescent Tin Lan-		terns	1.75
terns	1.25	Driving Lanterns	
No. 2 Blizzard Tin Lan-		Eureka Driving, plain	
terns	1.45	lens	2.00
Same, Brass Fount and		Same, with optical lens	2.35
Top	2.00	Octo Driving, pl'n lens	4.00
No. 2 Large Fount Blis-		Same, optical lens	4.75
zard Lanterns	1.65	Union Driving, plain	
Little Wizard Tin Lan-		lens	4.50
terns	1.10	Same, with optical lens	5.00

RETAIL SELLING PRICES—Continued.

Mill Lanterns		Lanterns	2.75	lbs.; for larger, \$2.75 per 100 lbs.; for casing nails, \$3.00 per 100 lbs.	
Watchman's Mill Lanterns, enamel, fin.	2.25	No. 60 Beacon Wall Lanterns	8.75	Fine Blue 2&3 .....	.10
Underwriter's Mill Lanterns	2.50	Street and Hanging Lanterns		Fine Bright, 2&3 .....	.10
No. 2 Blizzard Mill Lanterns	3.50	Pioneer Street Lanterns, Tin	7.25	Common 2&3d .....	.10
Fire Dept. Lanterns		Same, Brass Founts	9.25	Common 4&5d .....	.09
King Fire Dept. Tin enamel finish	4.75	Same, all Brass	12.00	Common 6&7d .....	.08
Same, Nickel-plated on Tin	5.25	Pioneer Hanging Lanterns, tin	7.75	Common 8 to 60d .....	.08
Same, all Brass	6.00	Same, Brass Founts	10.75	Casing 2&3d .....	.09
Same, Nickel-plated on Brass	6.50	Platform Lanterns		Casing 4&5d .....	.09
No. 2 Wizard Fire Dept. Brass Founts with enamel finish	5.00	Imperial Platform Lanterns	12.50	Casing 6 to 20d .....	.09
Same, all Brass	6.00	No. 1 Climax Platform Lanterns	5.00	Finishing 2&3d .....	.12
Same, Brass, Nickel-plated	7.00	No. 2 Climax Platform Lanterns	5.25	Finishing 4&5d .....	.10
Wall Lanterns		No. 1 and 2 Climax Nested	10.50	Finishing 6 to 20d .....	.09
No. 15 Wall Lanterns	2.50	Unclassified Lanterns		Smooth Box 4 to 6d .....	.09
No. 25 Wall Lanterns	2.75	Police Flash Lanterns	1.50	Smooth Box 8 to 20d .....	.09
No. 30 Beacon Wall and Assortment	23.00	Traffic Signal Lanterns	4.00	Barb Box 4 to 5d .....	.09
LEAD—Bar, 25c lb.; Calking (100 lbs.), 20c lb.; Pig (100 lbs.), 20c lb.; Sheet (full), 25c lb.; Wool, 30c lb.		No. 12 Display Stand		Barb Box 6d .....	.09
LEVELS—No. 36, 12-inch, \$3.35; 18-inch, \$4.00; 24-inch, \$4.75. No. 37, 12-inch, \$4.50; 18-inch, \$5.25; 24-inch, \$6.25.				Barb Box 8 to 20d .....	.09
Marx Aluminum—12-inch, \$3.75; 18-inch, \$4.50; 24-inch, 5.50; 28, \$6.25.				Barb Roof, ½ to ¾ .....	.15
No. 95, 24-inch, \$8.00; 26-inch, \$8.25; 28-inch, \$8.50; 30-inch, \$9.00. No. 96, 24-inch, \$10.00; 28-inch, \$10.50; 30-inch, \$11.00.				Barb Roof 1 to 1½ .....	.15
Special Nos.—No. 0, \$2.00; 15, 24 and 28-inch, \$4.75; 15, 28 and 30-inch, \$5.00; 25, \$5.50. 34, \$1.85; 4524, \$5.00; 4424, \$6.50; 45½, \$5.25; 90, \$3.75; 93, \$5.00; 103, \$1.00.				Plaster Board .....	.15
LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 45c each.				C. C. Box .....	.15
Cotton, Twisted—No. 140, 50c each; 150, 55c.				Out Casing 6d and 8d .....	.11
Wire, Twisted—50 foot, 20 gauge, 85c each; 75 foot, 20 gauge, 45c; 100 foot, 20 gauge, 55c; 50 foot, 18 gauge, 50c; 75 foot, 18 gauge, 65c; 100 foot, 18 gauge, 75c.				NETTING, POULTRY—Hexagon, Galvanized After Weaving—	
Wire, Solid—100 foot, 9 gauge, 80c each.				2-inch, 20-gauge—List roll, 12 in., \$2.14; 18 in., \$3.08; 30 in., \$4.68; 36 in., \$5.35; 48 in., \$7.13; 60 in., \$8.91; 72 in., \$10.69.	
LOOKS—Rim—Steel, 75c set; Cast, 60c set.				Sell Full Roll—12 in., \$2.15; 18 in., \$3.10; 24 in., \$3.95; 30 in., \$4.70; 36 in., \$5.35; 48 in., \$7.15; 60 in., \$8.90; 72 in., \$10.70.	
MANILA ROPE—8-16-inch to ¼-inch, 50c per lb; ½-inch and larger, 45c.				Sell Out (lin. ft.)—12 in., 2c; 18 in., 3c; 24 in., 4c; 30 in., 5c; 36 in., 6c; 48 in., 7½c; 60 in., 9c; 72 in., 10½c.	
MATS, DOOR—Cocoa Fibre, Fine, 14x24, \$2.00; 16x27, \$2.25; 18x30, \$2.75.				1½-inch, 20-gauge—List Roll—12 in., \$3.15; 18 in., \$4.53; 24 in., \$5.78; 30 in., \$6.90; 36 in., \$7.88; 48 in., \$10.50; 60 in., \$13.13; 72 in., \$15.75.	
Cocoa Fibre, Medium—16x27, \$3.25; 18x30, \$4.25; 20x33, \$5.00; 22x36, \$6.25.				Sell Full Roll—12 in., \$3.15; 18 in., \$4.55; 24 in., \$5.80; 30 in., \$6.90; 36 in., \$7.90; 48 in., \$10.50; 60 in., \$13.15; 72 in., \$15.75.	
Flexible Galvanized Steel—16x24, \$1.50; 18x30, \$3.00; 22x36, \$3.00; 26x48, \$4.75.				Sell Out (lin. ft.)—12 in., 3c; 18 in., 4½c; 24 in., 6c; 30 in., 7c; 36 in., 8c; 48 in., 10c; 60 in., 12c; 72 in., 15c.	
Steel Matting in Rolls—Per sq. ft., 55c.				1-inch, 20-gauge—List Roll—12 in., \$4.95; 18 in., \$7.13; 24 in., \$9.08; 30 in., \$10.88; 36 in., \$12.38; 48 in., \$16.50; 60 in., \$20.64; 72 in., \$24.75.	
MATTOCKS—				Sell Full Roll—12 in., \$4.95; 18 in., \$7.10; 24 in., \$9.10; 30 in., \$10.85; 36 in., \$12.40; 48 in., \$16.50; 60 in., \$20.65; 72 in., \$24.75.	
Short Cutter, Standard, 5½ lbs.		Each.	1.75	Sell Out (lin. ft.)—12 in., 4c; 18 in., 6c; 24 in., 8c; 30 in., 9½c; 36 in., 11c; 48 in., 14c; 60 in., 17c; 72 in., 20c.	
Long Cutter, Standard, 6 lbs.			1.75	¾-inch, 20-gauge—List Roll—12 in., \$5.55; 18 in., \$13.30; 24 in., \$15.68; 30 in., \$18.71; 36 in., \$21.38; 48 in., \$28.50; 60 in., \$35.63; 72 in., \$42.75.	
Pick Standard, 6 lb.			1.75	Sell Full Roll—12 in., \$5.55; 18 in., \$13.30; 24 in., \$15.70; 30 in., \$18.70; 36 in., \$21.40; 48 in., \$28.50; 60 in., \$35.65; 72 in., \$42.75.	
Handled, D E 8			1.00	Sell Out (lin. ft.)—12 in., 8c; 18 in., 12c; 24 in., 15c; 30 in., 18c; 36 in., 20c; 48 in., 25c; 60 in., 30c; 72 in., 35c.	
Handled, O E 8½			1.50	NIPPERS, CUTTING—	
Handled S Q 8½			1.25	Krauter's—	
MAULES—Post—10-lb., \$1.50 each; 13-lb., \$1.75; 16-lb., \$2.35; 18-lb., \$2.50; 30-lb., \$2.75.				5-inch	1.25
Ship or Top—30c lb.				6-inch	1.50
Wood Choppers'—Adze or Round Eye, 80c lb.				7-inch	1.75
MILLS—Oiler—				8-inch	2.00
Junior		35.00	Senior	Nettleton's—	
Medium		40.00	Force Feed	6-inch	1.45
MOPS—Handled—				8-inch	1.60
Brown Daisy				10-inch	1.85
O-Cedar				12-inch	2.00
Cotton				NIPPERS—See Pipe Fittings—	
6		1.00	4	NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 60c lb; 5-16, 55c; ¾, 45c; 7-16, 40c; ½, 30c; 9-16, 30c; ¾, 25c; ¾, 25c; ¾, 25c; 1, 25c.	
8		1.15	8	Hot Pressed U. S. S. Square, Tapped—¼, 80c lb; 5-16, 80c; ¾, 25c; 7-16, 20c; ¾, 20c; ¾, 15c; ¾, 15c; 1, 15c.	
7BD		1.25	10B	Wing, Tapped, U. S. S.—8-16, 20c doz.; ¾, 25c; 5-16, 30c; ¾, 35c; 7-16, 45c; ¾, 60c; ¾, \$1.20.	
9BD		1.50	11B	OAKUM—Plumbers, 20c lb.; Navy, 80c lb.; Best Unspun, 85c lb.	
MOP STICKS—No. 2, 25c each; No. 7, 85c each; No. 13, 85c each; No. 70 or Janitor's, 75c each.				OAR LOCKS—2-in., per pair, 45c; 2½-in., per pair, 75c; 2½-in., per pair, 85c.	
MOWERS—				OIL—8-in-1, 1-oz. bottle, 20c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 85c. Household Lubricant, 4-oz. can, 15c each; 8-oz. can, 25c.	
Great American—		16-inch	9.50	OILERS—	
15-inch		18.50	Pennsylvania—	Copperized Steel—	
17-inch		20.00	14-inch	13 .....	.40
19-inch		22.00	16-inch	14 .....	.45
Common—			17-inch	14B .....	.55
12-inch		8.50	19-inch	15A .....	.60
14-inch		9.00	21-inch	16 .....	.65
NAILS—Base per keg, \$5.75; 50 to 99 lbs. (one kind) add 75c per 100 lbs. to keg price.				Cannon Pump—Brass—	
Small Lots: (Bright Fine, Blued Fine, Common, Casing, Finishing, Bright Box).				11	2.50
2d and 3d		1 to 9 lbs. 10 to 49 lbs.		12	2.75
4d to 60d .....		.09 .08		13	3.25
Special. Keg. 1 to 9 lbs. 10 to 49 lbs.		.08 .07		Cannon Pump—Tin—	
Plaster Board		12.50		1	1.50
Cement C Box				2	1.75
Galvanized Felt				2½	2.00
Galvanized Boat				Zinc, Chase's—	
Roof (barbed)				00 .....	.10
Galvanized, 2 and 3				0 .....	.15
Galvanized, 4 to 30				1 .....	.15
Galvanizing: Add for 1-inch and smaller, \$3.25 — 100				2 .....	.20

RETAIL SELLING PRICES—Continued.

OPENERS (CAN)—

No.	Each.	No.	Each.
4	.10	140	.15
16	.15	340	.30
100	.30		

OVENS, PORTABLE—Boss—

No.	Each.	No.	Each.
012	5.25	550	5.50
055	5.75	700	5.50
0200	5.25	750	6.50
450	5.50	755	6.75
Perfection—		17 G.	8.75
121 G.	5.75	122 G.	7.25
Pinney & Boyle—		33	8.25
13	3.00	37	3.75
17	3.50	37 G.	3.85

PACKING—Sheet Rubber—Standard, 30c lb.; Rainbow, 90c; Italian Hemp, Common, 45c; Square Flax, braided, 75c; Piston Spiral Steam, High Pressure, \$2.25; Steam or Water, Low Pressure, \$1.25.

PADS—Sweat—No. 63 N12, Red Edge, \$1.25; No. 146 A 12, Blue and White striped, \$1.75.

PADLOCKS—Corbin—

No.	Each.	No.	Each.
958	.35	1903	.60
2802 1/4	.40	9902	.85
2822 1/4	.60	9902 N C	.75
2869	1.25	21090	1.00
2879	2.10	Yale—	
2880	2.25	223	.90
2881	2.75	225	1.10
2883	4.00	453 J	.45
Miller—		453 X	.45
1	1.75	563	1.80
016	.30	565	2.25
18	.35	585	2.00
18 B.	.35	635	1.90
19	.35	645 J	.75
21	.50	803	2.25
75	.50	805	2.25
76	.35	805 1/2	2.50
78	1.00	813	2.50
96	.55	815	2.50
96C	.75	823	2.75
121	.55	833	3.00
5441	1.15	843	3.85
Slaymaker—		853	3.65
1902	.75	8454	3.00

PAINT SUNDRIES—

Alcohol—(Denatured)—		Lard, No. 1.	1.80
1 gallon	Gal. 1.65	Lin-O-Oil	.90
5 gallon	Gal. 1.45	Neatsfoot No. 1.	2.40
Alum—		Neutral	.60
Pwd, less than 100 lbs. lb.	.17	Paraffine	.70
Benzine—		Paint, Dry Colors—	
New cans, casd, gal.	.48	Umbre	.11
Old cans, uncasd, gal.	.30	Chrome Green, Med.	.30
Coal Tar—		Graphite	.06
5-Gal.	Gal. .50	Princess Metallic.	.06
1-Gal.	Gal. .65	Sienna	.11
Creosote—		Venetian Red	.04 1/2
Gal.	.85	Yellow Ochre	.04
Distillate—		Painters' Petroleum—	
Light, gal.	.30	1-Gal.	.30
Glue—		Paints, Ready Mixed—1st grade, white—	
No. 2 Gelatine	Lb. .50	Gals.	Gal. 4.40
Chicago White	.50	1/2-gals.	1/2-Gal. 2.30
Kalsomine, White—		Quarts	Qt. 1.25
Bbls, 280 lbs.	.08	Pints	Pt. .70
Kegs, 100 lbs.	.09	1/2-pints	1/2-Pt. .40
4 25-lb. pkgs. bulk	.09 1/2	1st Grade, Colors—	
25 lbs. bulk.	.09 1/2	Gals.	Gal. 4.25
Less 25 lbs.	.11	1/2-gals.	1/2-Gal. 2.25
100 lbs. 5-lb. pkgs	.10	Quarts	Qt. 1.20
Less 100 lbs. pkgs	.11	Pints	Pt. .65
Lamp Black—Bear Brand—		1/2-pints	1/2-Pt. .35
1-S. lb. pkg.	.40	2d Grade, White or Colors—	
1/2-S	.25	Gals.	Gal. 2.90
1/4-S	.15	1/2-gals.	1/2-Gal. 1.60
Linseed Oil, Boiled—		Quarts	Qt. .95
5's	Gal. 2.55	Inside Floor—	
1's	Gal. 2.70	Gals.	Gal. 2.90
1/2's	1/2-Gal. 1.45	1/2-gals.	1/2-Gal. 1.60
1/4's	Qt. .75	Quarts	Qt. .95
1/8's	Pt. .40	Porch—	
Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.		Gals.	Gal. 4.25
Oil—		1/2-gals.	1/2-Gal. 2.25
Floor	Gal. .75	Quarts	Qt. 1.20
Gloss	1.50	Plaster Paris—	
		Less sack, lb.	.2 1/2
		Putty, Bladder—	
		Less than 100 lbs.	.07
		Putty, Bulk—	Lb.
		1-lb. Cans	.11

2-lb. Cans	.10	100 lbs. 5-lb. pkgs.	.09 1/2
3-lb. Cans	.09 1/2	Less 100 lbs. 5-lb. pkgs.	.10
5-lb. Cans	.09	Turpentine—	
10-lb. Cans	.08 1/2	5's	Gal. 2.10
25-lb. Cans	.08	1's	Gal. 2.35
85-lb. Cans	.06	1/2's	1/2-Gal. 1.35
Rosin—		1/4's	Qt. .70
Lb.	.14	1/8's	1/8-Pt. .40
Tints, Kalsomine—	Lb.	Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.	
Barrels, 280 lbs.	.09		
Kegs, 100 lbs.	.10		
100-lb. bulk	.11		
25-lb. bulk	.10 1/2		
Less 25 lbs.	.12		

PANS—Acme Frying—

No. 00, each	.30	No. 4, each	.50
No. 0, each	.30	No. 5, each	.60
No. 1, each	.35	No. 6, each	.75
No. 2, each	.40	No. 7, each	.85
No. 3, each	.45		

PAPER—ASBESTOS—1-16 and under, full roll, per lb., 18c; cut, per lb., 25c; over 1-16, full roll per lb., 14c, cut, per lb., 25c; Asbestos Millboard, 30c per lb.

BUILDING—	P & B	Imitation P & B
No. 1—500	3.50	2.50
No. 1—1000	6.75	4.75
No. 2—500	4.75	4.00
No. 2—1000	9.25	5.50
No. 3—500	6.50	5.50
No. 3—1000	12.75	10.00

Red Resin—17-lb., \$1.20; 20-lb., \$1.35; 25-lb., \$1.65; 30-lb., \$2.00.

Black Glazed—No. 1, 500 sq. ft. roll \$1.75; 1000 sq. ft. roll \$3.00; No. 2, 500 sq. ft. roll \$2.50; 1000 sq. ft. roll \$4.50; No. 3, 500 sq. ft. roll \$3.25; 1000 sq. ft. roll \$6.00.

FELT—Asphalt saturated, per lb., 6c; Deadening, per lb., 8c.

INSULATING—No. 8, per roll, \$2.00; No. 10, per roll, \$3.00.

ROOFING—(Per square)—	1-Ply	2-Ply	3-Ply
Aztec Smooth	3.25	8.75	4.25
Aztec Sanded	2.75	3.25	3.75
Cortez Sanded	2.25	2.75	3.50
Cronolite	2.60	2.85	4.00
Asbestos	4.50	4.75	5.25
Malthoid	3.25	4.00	5.00
Rubberoid	3.25	4.00	5.00
Pioneer—Flaxine	3.25	3.75	4.25
Pioneer—Sanded	2.75	3.25	3.75
Security Sanded	1.85	2.15	2.60
Standard	2.50	3.25	3.75

SAND AND EMERY—(Per quire of sheets)—

	0	1	1 1/2	2	2 1/2	3
Carborundum	.80	.95	1.10	1.30	1.50	1.75
B. & A.	.45	.50	.55	.60	.75	.85
Astec	.40	.45	.50	.60	.65	.70
Aloxite	.80	.85	.90	1.00	1.10	1.45

SHEATHING—Red or gray—20-lb., 95c per roll; 35-lb., \$1.15; 30-lb., \$1.35.

PEAVIES—

	Socket.	Maple.	Hickory.	Socket.	Maple.	Hickory.
2 1/4 x 4	8.15	4.15	2 1/2 x 4 1/2	3.85	4.60	
2 1/4 x 4 1/2	8.25	4.25	2 1/2 x 5	4.00	4.65	
2 1/4 x 4 3/4	8.50	4.50	2 1/2 x 5 1/2	4.25	5.00	
2 1/2 x 5	8.80	4.50	3 x 5	4.25	5.25	
2 1/2 x 5 1/2	8.75	4.60				

PERCOLATORS, COFFEE—Universal—

No.	Each.	No.	Each.
44	5.00	74	6.50
46	5.50	76	7.00
48	6.25	79	7.75
52	5.25	714	8.50
54	5.50	464	6.75
56	6.00	466	7.25
58	6.75	469	8.00
64	6.00	474	7.25
66	6.50	476	7.75
69	7.25	479	8.50
614	8.00		

Percolator Tops, 10c each.

PICKS—Drifting, 3-lb. \$1.85 each; 4, \$1.50; 4 1/2, \$1.65; 5, \$1.75; 5 1/2, \$1.85; 6, \$2.00. Railroad—5-lb., \$1.50 each; 6, \$1.65; 6 1/2, \$1.65; 7-8, \$1.75. Contractors—8-9 lbs., \$2.25.

PINS—Clothes—C—Common, 5c doz.; US—Spring, 15c; H—Hoyt's Spring, 10c.

RETAIL SELLING PRICES—Continued.

PIPE—

Size	Standard Black		Galvanized		Cutting and Threading	
	Out Length Pr. Ft.	Full Length Pr. 100	Out Length Pr. Ft.	Full Length Pr. 100	Outs Each	Threads Each
1/8-inch.....	.06	5.25	.08	7.75	.08 1/4	.072
1/4-inch.....	.07	5.70	.09	8.50	.08 1/2	.072
3/8-inch.....	.07	5.70	.09	8.50	.08 3/4	.072
1/2-inch.....	.09	7.50	.11	10.00	.08 3/4	.072
3/4-inch.....	.11	9.75	.14	12.50	.08 3/4	.072
1-inch.....	.16	14.20	.20	18.75	.08 3/4	.072
1 1/4-inch.....	.22	19.20	.27	25.20	.04	.09 1/2
1 1/2-inch.....	.27	23.00	.35	30.00	.06	.12
2-inch.....	.35	30.80	.45	40.40	.08 1/2	.16 1/2

PIPE—Gas and Water (black)—1/4 inch, 6 foot; 1/2 inch, 7c; 3/4 inch, 7c; 1 inch, 9c; 1 1/4 inch, 11c; 1 inch, 16c; 1 1/2 inch, 22c; 1 3/4 inch, 27c; 2 inch, 35c.
Galvanized—1/4 inch, 8c foot; 1/2 inch, 9c; 3/4 inch, 9c; 1 inch, 11c; 1 1/4 inch, 14c; 1 inch, 20c; 1 1/2 inch, 27c; 1 3/4 inch, 35c; 2 inch, 45c.

PIPE, STOVE—Nested, full joints—Size, 8-inch, 30c joint; 4-inch, 30c; 5-inch, 40c; 6-inch, 35c; 7-inch, 40c; 8-inch, Japan, 35c; 4-inch, 40c; 5-inch, 45c. 8-inch Galvanized, 40c; 4-inch, 45c; 5-inch 50c; 6-inch, 55c.
Half Joints—Size, 5-inch, 15c joint; 6-inch, 20c.
Taper Joints—Size, 6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c joint.

PIPE FITTINGS—Price, each.

	1/4		3/8		1/2		3/4	
	Blk. Gal.	Blk. Gal.	Blk. Gal.	Blk. Gal.	Blk. Gal.	Blk. Gal.	Blk. Gal.	Blk. Gal.
Bushings.....	.07	.15	.07	.15	.07	.15	.10	.15
Caps.....	.08	.10	.08	.10	.10	.15	.15	.20
Couplings.....	.06	.15	.10	.15	.15	.20	.20	.35
Couplings, R and L	.10	.15	.15	.25	.20	.30	.25	.40
Crosses.....	.15	.20	.15	.25	.30	.40	.40	.60
Elbows, 90 degrees	.10	.12	.12	.18	.15	.20	.15	.20
Elbows, 45 degrees	.05	.10	.08	.15	.15	.20	.20	.30
Elbows, street.....	.10	.12	.15	.15	.20	.25	.28	.45
Floor Flanges.....	..	..	..	..	.40	..	.45	..
Lock Nuts.....	.10	.15	.10	.15	.15	.20	.15	.30
Plugs.....	.10	..	.10	..	.10	..	.10	..
Reducers.....	.15	.15	.15	.15	.15	.20	.20	.30
Close Return Bends	..	..	.30	..	.35	..	.40	..
Med. Return Bends	..	..	.30	..	.40	..	.45	..
Open Return Bends	..	..	.30	..	.40	..	.50	..
Tees.....	.15	.15	.20	.25	.20	.30	.30	.30
Unions.....	.25	.40	.30	.40	.30	.45	.40	.55

	1		1 1/4		1 1/2		2	
	Blk. Gal.	Blk. Gal.	Blk. Gal.	Blk. Gal.	Blk. Gal.	Blk. Gal.	Blk. Gal.	Blk. Gal.
Bushings.....	.10	.20	.15	.25	.30	.30	.25	.50
Caps.....	.20	.30	.30	.50	.35	.55	.55	.90
Couplings.....	.20	.40	.35	.50	.45	.75	.70	1.15
Couplings, R and L	.30	.45	.40	.70	.55	.95	.95	1.50
Crosses.....	.60	1.00	.70	1.10	.85	1.35	1.40	2.25
Elbows, 90 degrees	.25	.40	.35	.60	.45	.75	.75	1.80
Elbows, 45 degrees	.35	.45	.60	.75	.70	.90	1.00	1.40
Elbows, street.....	.30	.50	.45	.70	.50	.85	1.00	1.65
Floor Flanges.....	.50	..	.85	..	.85	..	1.05	..
Lock Nuts.....	.25	.30	.30	.45	.35	.50	.40	.70
Plugs.....	.15	..	.20	..	.25	..	.30	..
Reducers.....	.30	.45	.30	.55	.40	.65	.70	1.10
Close Return Bends	.75	..	.95	..	1.15	..	1.70	..
Med. Return Bends	.80	..	1.05	..	1.30	..	1.90	..
Open Return Bends	.90	..	1.15	..	1.90	..	2.55	..
Tees.....	.30	.45	.45	.75	.60	1.00	1.00	1.75
Unions.....	.45	.70	.65	.90	.80	1.25	1.00	1.60

NIPPLES—Right Hand—

	Up to:	1/4	3/8	1	1 1/4	1 1/2	2
2-inch black.....	.05	.10	.10	.10	.15	.20	.30
2-inch galvanized.....	.10	.10	.15	.15	.20	.25	.30
4-inch black.....	.10	.10	.15	.15	.20	.25	.35
4-inch galvanized.....	.15	.15	.20	.25	.30	.40	.50
5-inch black.....	.10	.15	.20	.15	.20	.30	.40
5-inch galvanized.....	.20	.20	.25	.30	.35	.50	.60
6-inch black.....	.15	.15	.20	.20	.20	.30	.40
6-inch galvanized.....	.25	.20	.25	.35	.35	.50	.60

PIPE FITTINGS (STOVE)—Caps, No. O 15, 50c each; O 16, 60c each.

Collars, No. 013, 014, 12 1/2c; 25, 25 1/2c, 26, 10c ea.; 27, 15c ea. Cylinders, No. 54 (1508), 85c each; 64 (1608), \$1.05 each; 65 (1612), \$1.15 each; 75, \$1.25 each.

Dampers, No. 3, 4, 15c each; 5, 6, 20c each; 7, 40c each. Elbows—No. 3 Corg., 20c; 4, 25c; 5, 30c; 6, 35c; 7, 40c; 8 Adj. 4 Pc, 30c; 4 Adj. 4 Pc, 35c; 5 Adj. 4 Pc, 35c; 6 Adj. 4 Pc, 40c; 8-inch Adj. Galvd, 35c; 4-inch Adj. Galvd, 40c; 5-inch Adj. Galvd, 45c; 6-inch Adj. Galvd, 50c; 3 Corg. Jap. 35c; 4, 40c.
Flue Stops, Nos. 1 and 36, 15c each; 3, 15c each; 30, 15c each; 40, 20c each.
Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS—Automatic—Colts', .25 Cal., \$22.00 each; .25 Cal. nickel, \$27.00; .32 Cal. \$27.00; .38 Cal., pocket, \$50; .45 Cal., military, \$42.00.

Smith & Wesson—.35 Cal., \$31.50; Savage, .32 Cal., \$27.00.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., \$1.25; 25-lb., \$2.50; 50-lb., \$4.50; 1/2-bbl., \$9.00; bbl., \$13.50.

PLANES—Block-Bailey—No. 9 1/4, \$2.50; 9 3/4, \$3.00; 15, \$2.75; 16, \$2.85; 17, \$3.00; 18, \$3.00; 19, \$3.25.

Block, Stanley—No. 60, \$3.25 each; 60 1/2, \$3.65; 61, \$2.80; 65, \$3.75; 100, 75c; 101, 60c; 102, \$1.10; 103, \$1.50; 110, \$1.50; 120, \$2.15; 130, \$2.15; 131, \$3.40; 203, \$1.85; 220, \$2.15.

Iron Bailey—No. 2, \$4.50 each; 3, \$5.00; 4, \$5.50; 4 1/2, \$6.25; 5, \$6.25; 5 1/2, \$7.00; 6, \$8.25; 7, \$9.25; 8, \$11.20; 5.00; 3C, \$5.50; 4C, \$5.75; 4 1/2 C, \$6.75; 5C, \$6.75; 5 1/2 C, \$7.75; 6C, \$8.75; 7C, \$10.00; 8C, \$11.75.

Iron, Stanley—No. 602, \$5.00; 603, \$5.50; 604, \$6.00; 604 1/2, \$7.00; 605, \$7.00; 605 1/2, \$7.75; 606, \$9.00; 607, \$10.25; 608, \$12.00; 602C, \$5.50; 603C, \$5.75; 604C, \$6.50; 604 1/2 C, \$7.50; 605C, \$7.50; 605 1/2 C, \$8.25; 606C, \$9.50; 607C, \$10.50; 608C, \$13.00.

All Wood—Plain, No. 8W, \$1.10; 15W, \$1.25; 21W, \$2.25; 27W, \$2.50; 029W, \$2.65. Basee, No. 5W, \$2.25; 17W, \$1.50; 23W, \$2.65; 29W, \$3.00.

Wood Bottom, Bailey—No. 22, \$3.25 each; 23, \$3.35; 24, \$3.25; 25, \$3.65; 27, \$4.00; 28, \$4.65; 29, \$4.65; 30, \$5.00; 31, \$5.50; 32, \$5.00; 35, \$4.00; 36, \$4.50.

Rabbit—No. 10, \$7.00 each; 10 1/2, \$5.85; 75, 90c; 90, \$4.25; 92, \$4.25; 99, \$5.25; 190, \$3.25; 191, \$3.00; 192, \$3.00.

Rabbit—No. 10, \$8.00; 10 1/2, \$6.50; 75, 95c; 78, \$4.00; 90, \$4.75; 92, \$4.75; 93, \$5.75; 98, \$2.40; 99, \$2.40; 140, \$3.65; 190, \$3.65; 191, \$3.50; 192, \$3.10.

PLATES—GAS, HOT—

Grissold—No. 601, \$3.50 each; 602, \$6.00; 603, \$9.75; 702, \$8.00; 702N, \$9.75; 703, \$11.75; 703N, \$13.75; 722, \$9.50; 722N, \$10.75; 723, \$12.75; 723N, \$14.75; 1001, \$1.60; 1003, \$8.75; 1008, \$6.00.

PLIERS—Klein's Side Cutting—Bernard's No. 102, 4 1/4-inch, \$1.85; 5 1/4, \$2.25; 7 1/4, \$2.75. No. 201 or 312, 5-inch, \$3.00; 6, \$3.25; 7, \$3.50; 8, \$4.25; 9, \$5.00.

PLUGS—Spark—\$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, \$2.25; 9-inch, \$2.75; 12-inch, \$3.25; 18-inch, \$4.00; 24-inch, \$4.50; No. 37, 18-inch, \$5.25; 24-inch, \$6.00; No. 37G, 9-inch, \$3.75; 12-inch, \$4.50; 18-inch, \$5.25; 24-inch, \$6.00; No. 38 1/2, 80c; 39 1/2, \$1.00; 34 V, 6-inch, \$1.75; 8-inch, \$2.50.

Wood, Stanley or Disston—No. 00, \$1.75; 0, \$2.00; 2, \$2.65; 3, \$3.50; 13, \$4.25; 25, \$5.25; 30, \$4.00; 35, \$3.75; 45 1/2, \$5.75; 90, \$5.00; 93, \$5.50; 95, \$8.75; 98, \$4.50; 101, \$3.25; 102, \$1.00; 104, \$1.25; 012, \$2.25; 6018, \$3.00; 6024, \$3.50; 6512, \$2.25; 6518, \$2.85; 6524, \$3.25.

Pocket, Stanley—No. 31, 2 1/4-inch, 50c each; 3-inch, 55c; 3 1/4-inch, 75c; 4-inch, 85c; 40, 20c; 41, 25c; 44, 50c; 600, \$1.50.

Extra Level Glasses—No. 1, 1 1/4 to 2-inch, 10c; 2 1/4-inch, 10c; 3-inch, 15c; 3 1/4-inch, 15c; 6L, 65c; 6P, 40c; 7L, \$1.00; 7P, \$1.00.

POKERS, STOVE—

No. 120, Straight, 20-inch, 15c each; 126, Straight, 26-inch, 20c; 200, Bent, 20-inch, 15c; 250, Bent, 26-inch, 20c.

POINTS AND CHUCKS—

For 30 and 31.....	.75	8-inch.....	.95
For 35.....	.59	10-inch.....	1.10
Nos. 11 and 15, 2-in.....	.55	No. 75.....	8.25
3-inch.....	.60	No. 80.....	1.00
4-inch.....	.65	No. 80.....	.85
5-inch.....	.75	No. 81.....	.95
6-inch.....	.85		

POLISH (AUTO)—Duroloc, 1 pt., 60c; 1 qt., \$1.00.

POLISH (FURNITURE)—Duroloc, 1 pt., 60c; 1 qt., \$1.00. Calol, 1/2 pt. 30c each; 1 pint, 45c; 1 quart, 65c; 1/2 gallon, \$1.15; 1 gallon, \$2.00; 5 gallons, \$7.50.

Liquid Veneer, 4 ounce, 25c each; 12 ounce, 50c; 1 quart, \$1.00.

O-Cedar—4 ounce, 25c each; 12 ounce, 50c; quart, \$1.00; 1/2 gallon, \$1.75; gallon, \$3.00.

Johnson's Prepared Wax, 5 ounce, 35c each; 1 pound, 75c; 2 pounds, \$1.40; 5 pounds, \$3.00.

METAL—NonOlio, 1/2 pint, 50c each; 1 pint, 75c; 1 quart, \$1.25.

SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P, Satinola, 15c.

Stove—Liquid, No. 6 Black Silk, 30c each; 8, Black Silk, 25c; 2, Black Eagle, 20c; 10 E, Enameline, 15c.

Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 20c; 20, Black Silk, \$1.40; 01, Black Eagle, 40c; 95 Black Eagle, \$1.40; 4 E, Enameline, 10c; 6 E, Enameline, 15c; 75 Black Jack, 15c; 1, Rising Sun, 15c.

POTS—Fire.

Gasoline, O & L.			
1.....	21.00	8 Quart.....	1.50
5.....	19.50	10 Quart.....	1.65
21.....	16.50	12 Quart.....	1.85
71.....	21.00	16 Quart.....	2.25
72.....	19.50	Tin—	
221.....	26.00	4 Quart.....	.85
		6 Quart.....	.90
		8 Quart.....	1.25
		10 Quart.....	1.50

RETAIL SELLING PRICES—Continued.

PULLERS —Nail—Rex, \$2.00 each; Rex, Jr., \$1.75; Red Devil, \$2.75; Morrill's, \$2.75; Little Giant, \$2.75.	
PULLEYS —Brass Screw, No. 850, ½ inch, 10c each; ¾, 10c; 1, 15c; 1½, 25c; 2, 40c. No. 370, ¾ inch, 30c each; 1, 45c each.	
Brass side, No. 1150, ½ inch, 20c each; ¾, 20c each. No. 1170, ½ inch, 30c each; ¾, 35c each.	
Brass Upright, No. 500, 25c each.	
Clothes Line, No. 610, 2 15c each; 2½ 30c; 660, 15c; 670, 15c; 1610, 2 15c; 2½, 25c; 1660, 20c; 1670, 25c; 6850 G, 85c; 6500, 55c.	
Hay Fork, No. 1267, 60c each; 692, 60c; 796, 75c; 46, \$1; 1651, \$2.25.	
PULLEYS —Frame—No. 4, Ottumwa, per doz., 90c; No. 5, 95c; No. 9, 95c; No. 105, 90c; No. 109, 90c.	
PUMPS —P. S.—1, \$3.75; 2, \$4.25; 3, \$4.80; 4, \$5.50.	
Putty—Per lb., 10c.	
RAIL (HOUSE DOOR) —Prouty	
No. 5	foot, \$.16
Richards-Wilcox	
9	foot, \$.12
192, 0182	16,019
192, 0182	150
RASPS —Flat Wood, 8-inch, 60c each; 10, 80c; 12, \$1.05; 14, \$1.45; 16, \$1.85. Half Round Wood, 8, 65c; 10, 85c; 12, \$1.15; 14, \$1.50; 16, \$2. Half Round Oak, 8, 80c; 10, \$1.05; 12, \$1.40; 14, \$1.80. Horse, Hellers Plain, 12, 65c; 14, 80c; 16, \$1.05. Horse, Hellers Flanged, 14, \$1.05; 16, \$1.50.	
RAZORS (SAFETY) —Eveready	
No. 700, each	\$1.00
2, each	8.00
Gem	
800, each	1.00
Enders	
900, each	1.00
Durham Domino	
1000, each	1.00
Gillette	
00, each	7.50
460, each	5.00
460 B, each	5.00
470, each	5.00
501 B, each	6.00
12 X B Blades, pkg	1.00
Auto Strop	
1, set	5.00
15, set	6.00
25, set	6.50
251, set	5.00
REELS —Hose: No. 1 Wire, \$1.25 each; No. 60, Wood, \$2.25.	
REGISTERS	
Jap 6x8	1.80
Jap 8x10	1.90
Jap 10x12	2.75
Jap 10x14	3.65
Jap 12x14	5.00
REGISTER FACES	
Jap 6x8	1.15
Jap 8x10	1.25
Jap 10x12	2.00
Jap 10x14	2.55
Jap 12x14	3.25
REVOLVERS	
Colts, Model	Each.
Police Positive	84.00
Police Positive Special	85.50
Police Positive Target	86.00
Army Special	88.00
New Service	89.00
Single Action	86.75
Harrington & Richardson	
203, 223	10.50
203 B, 223B	11.00
204, 224	10.75
204 B, 224 B	11.25
263, 273	11.50
263 B, 273 B	12.00
264, 274	12.00
264 B, 274 B	12.50
Iver Johnson	
800, 803, 823	16.50
800 B, 803 B	16.75
804	16.75
RIFLES —No. and Model—	
Daisy Air—	Each
25	5.25
40	5.25
3	3.00
30	2.85
11	2.35
12	2.00
King Air—	
4	2.25
5	2.65
11	1.85
22	1.50
Marlin—	
20 TD—Octagon Brl.	18.50
27 TD—Round Brl.	21.80
TD—Octagon Barrel	24.55
29 TD—Round Brl.	15.80
1897 TD—Round Brl.	22.75
TD—Octagon Barrel	24.80
Remington	
4 TD—Octagon Brl.	15.00
6 TD—Round Brl.	10.00
8 A TD Round Brl.	81.25
12 TD—Round Brl.	19.40

TD—Octagon Brl.		27.50	TD—Round Brl.		56.75
14 A TD—Standard		56.00	1890 TD—Oct. Fancy		57.50
TD—Carbine		56.00	TD—Oct. Plain		30.00
16 A TD—Standard		42.50	1892 SF—Round Brl.		37.50
Savage—			SF—Oct. Brl.		33.50
1899 250-3000		61.50	TD—Oct. Brl.		45.75
1899 TD, Feath'wt.		56.50	SF—Carbine		32.00
1899 SF		56.00	1894 SF—Round Brl.		35.00
1904 TD, Single shot		9.75	SF—Oct. Brl.		42.00
1914 TD, Hammerless		28.50	SF—Carbine		35.50
Stevens—			TD—Oct. Brl.		54.50
Little Scout		5.75	1895 SF		47.00
Crack Shot		7.25	1895—Govt. Model		50.50
Marksman		9.50	1895 TD		59.25
Favorite		11.00	1902 TD		10.00
70 TD, 22		17.25	1903 TD—Plain		42.50
1919, 22		28.50	TD—Fancy		69.00
Winchester—			1904—TD		10.00
1886 SF—Round Brl.		48.00	1906 TD		27.50
1907 TD		58.00	RIVETS —Slotted Clinch, Coppered Steel—No. 9, 15c box; 98 10c box.		
Copper—With Burrs			Size.		
7—St'r Lgths .....		.50	7—Asst. ....		.45
8 .....		.50	8 .....		.45
9 .....		.50	9 .....		.45
10 .....		.50	10 .....		.45
12 .....		.50	12 .....		.45
Copper Iron, with Burrs—08 Asst., 25c ¼-lb. box; 010, 30c.			RIVETS —Tinnars—Black, all sizes (in kegs), 20c lb. Tinned, 3, 8½ (in kegs), 30c lb.; 4, 5, 80c; 6, 7, 8, 85c; 10, 35c.		
ROOFING —(See Paper)—			ROPE —Cotton, Thread—3-16, \$1.00; ¼ to 5-16, \$1.00 lb.; ¾ to ¾, \$1.00; ¾ to 1, \$1.10.		
Manila—Base, 35c lb.			Sisal—Base, 30c lb.		
RULES , Boxwood—Lufkin-Stanley—No. 171 (36), 55c each; 372 (36½), 80c; 378 (3), \$1.35; 386 (32), 85c; 386 (32½), \$1.25; 488 (57), 75c; 651 (68), 80c; 702 (18), 50c; 751 (61), 40c; 752 (70), 50c; 761 (63), 50c; 762B (7), \$1.35; 771 (84), 80c; 780 (82½), \$1.00; 781 (82), \$1.00; 861A (53½), \$1.00; 862C (83½), \$1.50; 871 (52), 90c; 881 (54), \$1.10; 981 (60), \$1.30; 981 (66½), 75c; 981Y (66), 75c; 981 (66½), 85c; 981 (66½), \$1.85.			Rules, Steel—B 85, Blacksmith's, \$1.00 each; 1085, Blacksmith's, 85c; 041 Pocket, 20c; 4141, 4641, Zig-Zag, \$1.15; 4142, 4642, Zig-Zag, \$1.85; 4143, 4643, Zig-Zag, \$2.75; 4144, 4644, Zig-Zag, \$3.75.		
RULES , ZIG ZAG—Lufkin-Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04), 55c; 8516 (05), 65c; 8516 (06), 75c; 8518 (08), \$1.00; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8613 (103), 45c; 8615 (105) 70c; 8616 (106), 85c; 8624 (854 F), 60c; 8626 (856 F), 85c.			Aluminum, Zig Zag—4 ft., \$1.75; 5 ft., \$2.00; 6 ft., \$2.25.		
SAWS —One Man—Cross-cut—			Disston		
3 ft.		4.00	5½ ft.		7.70
8½ ft.		4.60	6 ft.		8.65
4 ft.		5.25	6½ ft.		10.75
4½ ft.		5.75	7 ft.		10.90
5 ft.		6.50	7½ ft.		12.00
Simonds Falling same price as Royal Chinook Cross Cut.			SAWS —Hand—		
12 Disston or 69 Atkins.		3.65	No. 7 Disston		
22 inch.		4.00	18 inch.		2.50
24 inch.		4.80	20 inch.		2.65
26 inch.		4.60	22 inch.		2.85
28 inch.		5.00	24 inch.		3.10
30 inch.		5.75	26 inch.		3.20
D8 Disston, or 51 Atkins		2.75	28 inch.		3.75
18 inch.		3.25	No. 120 Disston		
20 inch.		3.40	26 inch.		5.75
22 inch.		3.80	28 inch.		6.00
24 inch.		4.10	No. 112 Disston—		
26 inch.		4.50	26 inch.		4.15
28 inch.		4.50	28 inch.		4.50
30 inch.		4.50	D100 or D20 Disston—		
Simonds Hand and Cross-cut Saws—Prices on Application.			26 inch.		4.00
SAWS —Miscellaneous—			28 inch.		4.40
Back			SAWS —Miscellaneous—		
12-inch		2.50	Compass No. 2		
14-inch		2.85	14-inch .....		.80
16-inch		3.25	16-inch .....		.85
22 inch		4.00	Kitchen No. 2		
24 inch		4.25	12-inch .....		.65
26 inch		4.75	14-inch .....		.70
28-inch		5.50	16-inch .....		.75
Butcher No. 10			Mitre		
16-inch		1.65	10-inch .....		.70
18-inch		1.75	24-inch		5.00
20-inch		1.85	26-inch		5.50
22-inch		2.00	28-inch		6.00

RETAIL SELLING PRICES—Continued.

SAWS—MISCELLANEOUS—Continued—

Neat, Complete		No. 50 California, 14-in.	1.40
No. 3.....	2.25	No. 51 California, 12-in.	1.65
Pruning		No. 51 California, 14-in.	1.75
No. 50 California, 12-in.	1.25	Diaston, No. 9, 14-inch.	2.75
Buck—		Diaston, No. 10, 14-inch	3.00
Com Sgl Brace V tooth.....	1.50		
Com Dbbl Brace Tuttle tooth.....	2.50		
Com Dbbl Brace V tooth.....	2.25		
No. 150 Special.....	1.75		

SAW CLAMPS—No. 3, \$2.00; 0, \$1.85. Perfection, No. 1W, \$2.25; No. 3W, \$2.75; No. 2W, \$3.25. No. 11, with Guide, \$3.35; Bishop's No. 750, 85c; Stearns' No. 105, \$2.75; No. 200, \$1.75; N83, \$2.25; No. 3, Diaston, \$4.50.

SAW SETS—

X Cut—

201 G. & P.....	1.05	Morrill No. 3.....	1.85
Spec. Morrill.....	2.00	Baker No. 3.....	2.35
105 Morrill.....	.60	Colonial.....	1.85
1 Morrill.....	1.60	7 Taintor.....	1.75
10.....	1.10	28 Triumph.....	1.65
77.....	.95	Hammer.....	.85
		Lever.....	.25

SAW TOOLS—

Clipper Outfit.....	.80	Morin No. 2½.....	4.60
Morin Raker Gauge.....		Morin No. 3.....	2.00
No. 1.....	1.50	Setting Tool Diaston—	
No. 6.....	2.25	No. 100.....	.80
No. 9.....	2.50	No. 4 Setting Blocks—	
Atkins Raker Swage.....	.40	No. 4 Blocks, Morin.....	2.00
5-M Tooth Gauge.....	.25	Swages No. 0 Dissat.....	4.75
Jointers Pikes Perf.....	.75	Swages, Whitings.....	1.00
Jointers No. 7 Sterns.....	.70	Atkins, Rex.....	1.00
Morin No. 2.....	4.00	Atkins, Excelsior.....	.85

SCALES—Family, testing without scoop, \$3.00; with scoop, \$3.50; Peddlers', glass sash, \$4.50; glass sash with chains, \$4.75; brass dial, \$5.00; brass dial with chains, \$5.25. Spring Balance, No. 50, 30c each; 51, 55c; family, \$5.75; No. 202, \$6.50.

SCISSORS—Cast, No. 10, 50c each; No. 44, 7½ inch, 50c; 8½ inch, 55c; No. 240, 4 inch, 25c; 4½ inch, 30c; No. 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; No. 320, 70c; No. 350, 65c.

Wiss—No. 14 B H, \$1.85; 54½, \$1.20; 55, \$1.25; 55½, \$1.30; 56, \$1.40; 56½, \$1.50; 57, \$1.60; 154½, \$1.45; 155, \$1.50; 155½, \$1.55; 156, \$1.60; 156½, \$1.70; 157, \$1.85; 364, \$1.55; 364½, \$1.60; 365, \$1.65; 366, \$1.85; 463, \$1.40; 463½, \$1.45; 464, \$1.50; 573, \$1.85; 578½, \$2.10; 574½, \$2.30; 668, \$1.85; 668½, \$2.10; 664, \$2.30; 763, \$1.30; 763½, \$1.40; 764, \$1.45; 764½, \$1.50; 765, \$1.55; 765½, \$1.60; 766, \$1.75; 773, \$1.45; 773½, \$1.50; 774, \$1.55; 814, \$1.55; 814½, \$1.60; 815, \$1.65; 815½, \$1.70; 816, \$1.85.

SCOOPS—Common Hollow Back—No. 2, \$2.25 each; 3, \$2.35; 4, \$2.50; 5, \$2.60; 6, \$2.65; 7, \$2.75; 8, \$2.85; 9, \$2.90; 10, \$3.00; 12, \$3.15. Potato, No. 1, \$3.50.

SCREWS—Cap and Set—

Machine—Brass, Flat or Round Head—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Size.	¾-in.	1-in.	1½-in.	2-in.	2½-in.
2.....	.25	.30	.35	.40	.50
4.....	.30	.35	.40	.45	.55
6.....	.35	.40	.50	.55	.65
8.....	.55	.65	.70	.80	.90
10.....	.80	.90	1.05	1.20	1.45
12.....	1.00	1.15	1.30	1.45	1.75
14.....	1.30	1.50	1.75	1.95	2.40
16.....	2.10	2.30	2.50	2.70	3.15
18.....	2.65	2.95	3.20	3.50	4.10
20.....	3.30	3.60	3.95	4.30	5.00

Iron, Flat or Round Head—

Size.	¾-in.	1-in.	1½-in.	2-in.	2½-in.
2.....	.15	.20	.20	.20	.20
4.....	.15	.20	.20	.20	.25
6.....	.20	.20	.25	.25	.30
8.....	.25	.25	.25	.30	.35
10.....	.35	.35	.40	.45	.50
12.....	.40	.45	.45	.50	.55
14.....	.45	.50	.55	.55	.65
16.....	.60	.65	.70	.75	.80
18.....	.80	.85	.90	.95	1.05
20.....	1.00	1.05	1.10	1.15	1.25

Size	1¼-in.	1½-in.	1¾-in.	2-in.
4.....	.30	.35	.45	.55
6.....	.35	.40	.50	.60
8.....	.40	.45	.55	.65
10.....	.55	.70	.80	.90
12.....	.65	.75	.85	.95
14.....	.75	.85	.95	1.15
16.....	.90	1.10	1.30	1.55
18.....	1.25	1.45	1.70	1.90
20.....	1.45	1.70	1.90	2.10

Cap Screws—

Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.

U. S. S. Thread, Iron—

Lgth (ins.)	¾-in.	5-16-in.	¾-in.	7-16-in.	1-in.
½.....	.80	.85	.40	.45	.60
¾.....	.80	.85	.40	.45	.60
1.....	.85	.85	.40	.45	.60
1¼.....	.85	.40	.45	.55	.65
1½.....	.40	.40	.45	.50	.70
1¾.....	.40	.45	.50	.60	.75
2.....	.45	.50	.55	.65	.85
2¼.....	.50	.55	.55	.70	.90
2½.....	.55	.60	.60	.75	.95
3.....	.65	.70	.75	.85	1.05
3½.....	.....	.....	.....	.....	1.25
4.....	.....	.....	.....	.....	1.40

Lgth (ins.)	¾-in.	5-16-in.	¾-in.	7-16-in.	1-in.
1.....	.95	1.30	1.90	.....	.....
1¼.....	.95	1.35	1.90	.....	.....
1½.....	1.00	1.40	1.90	.....	.....
1¾.....	1.10	1.50	2.00	2.30	2.55
2.....	1.15	1.60	2.15	2.55	2.75
2¼.....	1.25	1.70	2.30	2.75	3.00
2½.....	1.40	1.80	2.40	2.80	3.00
3.....	1.55	2.10	2.70	3.50	3.80
3½.....	1.75	2.40	3.00	3.95	4.25
4.....	2.00	2.75	3.40	4.25	4.55

S. A. E. Thread, Steel—

Lgth (ins.)	¾-in.	5-16-in.	¾-in.	7-16-in.	1-in.
½.....	.35	.40	.45	.65	.70
¾.....	.35	.45	.50	.65	.75
1.....	.40	.45	.50	.70	.75
1¼.....	.40	.50	.55	.75	.80
1½.....	.45	.50	.55	.80	.90
1¾.....	.45	.55	.60	.85	.95
2.....	.50	.60	.65	.95	1.05
2¼.....	.60	.65	.70	1.00	1.15
2½.....	.65	.75	.75	1.10	1.20
2¾.....	.75	.80	.85	1.15	1.30
3.....	.80	.85	.90	1.20	1.35
3½.....	.90	.95	1.10	1.40	1.55
4.....	1.00	1.10	1.25	1.60	1.75

Lgth (ins.)	¾-in.	5-16-in.	¾-in.	7-16-in.	1-in.
½.....	1.20	.....	.....
¾.....	1.20	.....	.....
1.....	1.20	.....	.....
1¼.....	1.30	.....	.....
1½.....	1.30	1.50	2.50
1¾.....	1.40	1.60	2.50
2.....	1.50	1.75	2.65
2¼.....	1.60	1.85	2.85
2½.....	1.75	1.95	3.00
2¾.....	1.85	2.15	3.15
3.....	1.95	2.30	3.35
3½.....	2.20	2.60	3.80
4.....	2.55	3.00	4.25

Set Screws—

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

Square Head, V or U. S. S. Thread—

Lgth (ins.)	¾-in.	5-16-in.	¾-in.	7-16-in.	1-in.
½.....	.25	.30	.35	.40	.50
¾.....	.30	.30	.35	.40	.50
1.....	.30	.35	.40	.45	.55
1¼.....	.30	.35	.40	.50	.60
1½.....	.35	.40	.45	.60	.70
1¾.....	.40	.45	.50	.65	.80
2.....	.45	.50	.60	.75	.90
2¼.....	.60	.65	.85	.85	1.00
2½.....	.65	.75	.95	.95	1.10
3.....	.....	.....	.....	.....	1.30
3½.....	.....	.....	.....	.....	1.50

Lgth (ins.)	¾-in.	5-16-in.	¾-in.	7-16-in.	1-in.
½.....	.80	.....	.....	.....	.....
¾.....	.80	.....	.....	.....	.....
1.....	.95	1.60	2.25	.....	.....
1¼.....	1.05	1.75	2.35	3.25	.....
1½.....	1.15	1.85	2.55	3.50	.....
1¾.....	1.25	1.95	2.75	3.75	.....
2.....	1.40	2.10	3.00	4.00	.....
2¼.....	1.50	2.20	3.20	4.35	.....
2½.....	1.75	2.50	3.65	4.95	.....
3.....	1.95	2.85	4.10	5.50	.....
3½.....	2.20	3.20	4.50	6.00	.....

Woodscrews—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Brass, Flat or Round Head—

RETAIL SELLING PRICES—Continued.

WOOD SCREWS—Continued—

Size.	1/4-in.	3/8-in.	1/2-in.	5/8-in.	3/4-in.	7/8-in.	1-in.
0.....	.60	.60	.65	...	...	...	...
1.....	.60	.60	.65	...	...	...	...
2.....	.60	.65	.65	...	...	...	...
3.....	.65	.70	.70	.75	.85	1.05	1.15
4.....	.70	.75	.75	.80	.85	1.10	1.20
5.....	.75	.80	.85	.90	1.00	1.15	1.20
6.....	...	.85	.90	1.00	1.10	1.15	1.25
7.....	...	.95	1.00	1.10	1.25	1.35	1.50
8.....	...	1.05	1.15	1.30	1.40	1.55	1.70
9.....	...	...	...	1.50	1.60	1.75	1.95
10.....	...	...	...	1.70	1.85	2.05	2.20
11.....	...	...	...	1.85	2.10	2.35	2.55
12.....	...	...	...	...	2.35	2.60	2.85
13.....	...	...	...	...	...	...	3.20
14.....	...	...	...	...	...	...	3.55
15.....	...	...	...	...	...	...	3.90
16.....	...	...	...	...	...	...	4.65

Flat Head, Bright—

0 to 2..	.35	.35	...	...	...	...	...
3.....	.35	.35	.35	.35	.35	.35	.40
4.....	.35	.35	.35	.35	.35	.40	.40
5.....	.35	.35	.35	.35	.40	.40	.40
6.....	.35	.35	.35	.35	.40	.40	.45
7.....	.40	.40	.40	.40	.45	.45	.45
8.....	.40	.40	.40	.45	.45	.45	.50
9.....	.45	.45	.45	.45	.45	.50	.50
10.....	...	.50	.50	.50	.55	.55	.55
11.....	...	.50	.50	.55	.60	.65	.65
12.....	...	.55	.55	.60	.65	.70	.75
13.....	...	...	.60	.65	.70	.75	.80
14.....	...	...	.65	.70	.75	.80	.90
15.....	...	...	...	.75	.80	.90	1.15
16.....	...	...	...	...	.85	.90	1.25
17.....	...	...	...	...	...	1.30	1.60
18.....	...	...	...	...	...	...	...
20.....	...	...	...	...	...	...	...

Size.	1 1/4-in.	1 1/2-in.	1 3/4-in.	2-in.	2 1/4-in.	2 1/2-in.	3-in.
3.....	.45	.50	...	...	...	...	...
4.....	.45	.50	...	...	...	...	...
5.....	.45	.50	.60	.65	.70	.90	...
6.....	.50	.55	.65	.70	.75	.95	1.40
7.....	.50	.55	.70	.75	.80	.95	1.40
8.....	.55	.60	.70	.75	.80	1.00	1.45
9.....	.55	.65	.75	.80	.85	1.05	1.45
10.....	.60	.65	.75	.85	.90	1.10	1.50
11.....	.65	.70	.80	.90	.95	1.15	1.50
12.....	.75	.80	.85	.95	1.00	1.20	1.50
13.....	.80	.85	.90	1.00	1.10	1.25	1.55
14.....	.85	.90	1.05	1.15	1.25	1.35	1.60
15.....	1.00	1.10	1.20	1.25	1.40	1.50	1.75
16.....	1.15	1.30	1.35	1.45	1.60	1.70	1.95
17.....	1.25	1.45	1.60	1.70	1.80	1.90	2.20
18.....	1.50	1.75	1.85	1.95	2.10	2.15	2.50
20.....	1.85	2.00	2.10	2.20	2.45	2.65	3.00

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head, Bright.

SAFETY SET—(Bristle)—

1/4-inch, any length, 10c each; 5-16, 10c; 3/8, 12c; 7-16, 15c; 1/2, 18c; 3/4, 25c; 1, 30c; 1 1/4, 35c; 1-inch, 40c.

SCREWS—Lag—Gimlet Point, Square Head—30% below.

Doz. 100	Doz. 100	Doz. 100	Doz. 100	Doz. 100
1.....	.35	2.25	...	...
1 1/4.....	.35	2.25	...	...
1 1/2.....	.35	2.25	.45	2.70
1 3/4.....	.40	2.45	.45	2.95
2.....	.40	2.45	.45	2.95
2 1/4.....	.45	2.65	.50	3.25
3.....	.45	2.85	.55	3.50
3 1/4.....	.50	3.05	.60	3.75
4.....	.50	3.25	.65	4.00
4 1/4.....	.55	3.45	.70	4.25
5.....	.60	3.65	.75	4.50
5 1/4.....	.60	3.85	.75	4.80
6.....	.65	4.05	.80	5.05
6 1/4.....	...	...	.85	5.30
7.....	...	...	.90	5.55
7 1/4.....	...	...	.95	5.80
8.....	...	1.00	6.10	1.35
9.....	...	...	1.45	9.15
10.....	...	...	1.60	9.90
12.....	...	...	1.80	11.80

SCREW DRIVERS—Machinists', No. 51, 50c each; 51 1/2, 75c; 52, 85c; 52 1/2, \$1.10; 53, \$1.15; 53 1/2, \$1.40; 54, \$2.65; 210, \$1.90; 215, \$2.25; 218, \$2.75.
Yankee Ratchet—No. 11, 2-inch, 70c each; 8, 85c; 4, 95c; 5, \$1; 6, \$1.15; 8, \$1.35; 10, \$1.65; 12, \$1.00; 15, 2-inch, 75c; 3, 80c; 4, 85c; 5, 90c. No. 30, \$3.00, 31, \$4.00; 35, \$2.25; 60, \$1.00; 180, \$3.75.

SCREW DRIVERS—G. & P.—367—1 1/4, 35c; 3, 40c; 4, 45c.

SCYTHES—Bush—

No.	Each.	No.	Each.
400	2.40	200	2.35
450	2.25	250	2.35
300	2.40	100	2.35
350	2.25	150	2.35

WEED—
300 2.40 | 150 | 2.35 | 350 | 2.25 |

SHEETS—IRON—Galvanized—10 to 16, 11 1/2c; 18 to 24, 12c; 26 to 27, 12 1/2c; 28, 13c; 30, 14c. Black, 13 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd, 28 Ga., \$6.25; Galv., 26, \$9.50; 28, \$8.50. Rockface Siding, \$9.50.

SHEETS—STEEL—Black, Soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 15 cut, 10c full sheet.
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, 18c cut, 12c full sheet.

SHIELDS—Expansion—Sebeco—Per hundred list.

3-16 inch.....	8.40	1/2	22.00
1/2	9.40	3/4	27.80
5-16	10.50	1	39.95
3/4	13.35	1 1/2	53.30
7-16	17.75	2	66.60

SHINGLES—Tin, 5x7, \$2.50; 7x10, \$4.00.

SHOES—Horse—Light, extra light or snow. All sizes, 12c lb. Neverslip, Calked, B Patterns—set of 4—No. 0, \$1.70; 1, \$1.75; 2, \$1.90; 3, \$2.15; 4, \$2.35; 5, 2.90; 6, \$3.10; 7, \$3.50.

Calks, Nos. 1 and 4, 5-16 and 3/4, \$3.50 per 100; 7-16 and 1/2, \$3.75; 9-16 and 3/4, \$4.00. Mule, No. 00 and 0, 14c lb.; 1, 18c; 2 and larger, 18c. Steel Sleigh Shoes—Flat, 9c lb.; concave or convex, 12c; cast sleigh shoes, 8c.

SHOT—Air Rifle, No. 25 (bulk), 30c lb.; No. 125 (1-lb. bags), 30c lb.; No. 525 (tubes), 10c pkg. Balls, Nos. 0, 00, 000, 20c lb. Buck, Nos. 1, 2, 3, 30c lb. Drop, Nos. 1 to 12, 30c lb.; B, BB, BBB, 25c lb.

SHOVELS—D Handle, Round Point, No. 102, \$2.50 each; 201 \$2.35; 401, \$2.00; 1003, \$2.25; 1004, \$2.35; 1005, \$2.50. D Handle, Square Point—No. 104, \$2.50 each; 203, \$2.35; 307, \$3.00; 403, \$2.00; 404B, \$2.00; 1009, \$2.65; 1010, \$2.50; 1111, \$2.25; 1112, \$2.35.

Long Handle, Round Point—200, \$2.35; 300, \$2.50; 400, \$1.90; 400A, \$2.15; 700, \$2.50; 701, \$2.50; 800, \$2.50; 801, \$2.65; 1000, \$2.25; 1001, \$2.35; 1002, \$2.50. Long Handle, Square Point—No. 103, \$2.50 each; 202, \$2.35; 304, \$2.75; 402, \$2.00; 702, \$2.50; 1006, \$2.25; 1007, \$2.35; 1008, \$2.50.

SLEDs—Hand and Coaster—

Flexible Flyer—	Jr. Racer	4.25
No. 1.....	Racer	5.00
No. 2.....	Tux. Racer	7.50
No. 3.....	Fire Fly—	...
No. 4.....	No. 9.....	1.75
No. 5.....	No. 10.....	2.25
No. 6.....	No. 11.....	2.75
No. 7.....	No. 12.....	3.25

SMOOTH-ON—65c lb.

SOLDER—1/2 and 3/4, 60c lb.; No. 1, 90-100, 55c; Wiping, 40-60, 55c; Wire, 50-50, 65c; Electrical Wire, 40-60, 55c.

SPORTING GOODS—

Official Baseballs	Each	Handballs .....	.35
Second Grade Baseballs	2.00	Boxing Gloves, 8-oz.	13.50
Playground B. B., Out or Plain Seam—	...	Striking Bags	9.00
14-inch	2.75	Championship Tennis Balls .....	.55
12-inch	2.50	Best Grade Rackets, Sutton	12.00
Baseball Bats, league	1.75	Cotton Gym Shirts .....	.75
Baseball Masks,	10.00	White Running Pants	1.00
Chest Protectors	8.50	Bike Jockey Strap .....	.75
Official—	...	Rubber Soled Tennis Gym Shoes	1.95
Rugby Footballs	10.00	Rubber Soled Tennis or Gym High	2.25
Soccer Footballs	12.00	Basketball Shoes	5.00
Basketballs	15.00
Volley Balls	8.00

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, \$6.55; Barnes, 276, \$9.50; Little Giant, 327 1/2, \$5.75; Acme Pressure 345, \$8.50; Defiance, No. 324, \$8.50.

STAPLES—Fence Wire—Polished, 8c lb.; galvanized, 9c. Poultry Wire—3/4-inch, 15c lb.

STARRETT'S TOOLS—Add to Catalogue—

Micrometers, 50%	End Meas. Rods, 50%
Thickness Gauges, 50%	Caliper Gauges, 50%
Gr. Flat Stock, 50%	Micrometer Cases, 50%
Handy Equiv. Table, 50%	
Balance of Book (not itemized above) add to list 40%	

Balance of Book (not itemized above) add to list 40%.

STEEL—Mild—See Iron. Tool, 22c; Drill, Com., 30c.

RETAIL SELLING PRICES—Continued.

STOCKS AND DIES—

Easy		1112	46.30
2B	17.75	1118	47.85
5B	21.00	Armstrong	
7B	21.00	No. 1 Pipe	8.25
52	21.00	No. 2	11.00
55	28.00	No. 2 1/2	12.75
57	43.50	No. 3, 1 1/4 to 2-in.	16.25

Little Giant		Common	
5	30.25	No. 0 Pipe	7.25
7	46.20	No. 1	9.75
9	47.85	No. 2	18.00
65	37.95	Stocks Only—	
67	59.40	No. 1 pipe, Common	8.25
Green River		No. 2 pipe, Common	7.25
1124	35.00	No. 2, Armstrong	8.75
1104	30.25	No. 3, Armstrong	6.00

STONES—Carborundum—		No. 76, 50c;	107, \$2.00;	108, \$2.25;
109, \$1.75;	110, \$2.00;	111, \$1.35;	112, \$1.00;	113, \$1.00;
115, \$1.75;	116, \$1.75;	117, \$1.75;	118, \$1.50;	119, \$1.50;
120, \$1.50;	121, \$1.25;	122, \$1.25;	123, \$1.25;	124, \$1.00;
130, 75c;	131, 75c;	142, 75c;	143, 75c;	144, 75c;
145, 50c;	147, 50c;	Pike's Oil and Water—		
No. 18, 60c each;		14, 60c;	16, 10c;	20, 40c;
22, \$1.00;	25, 15c;	27, 25c;	40, 25c;	42, 35c;
48, 50c;	51, \$1.00;	52, \$1.25;	53, \$1.50;	54, \$1.00;
55, \$1.25;	56, \$1.50;	59, 15c;	60, \$1.75;	62, \$2.25;
68, \$3.75;	78, 50c;	80, 60c;	85, 75c;	88, \$1.00;
92, 50c;	94, 60c;	Pike's Scythes—		
No. 39, 15c each;		40, 15c;	41, 15c;	42, 20c.

STOP AND WASTE—

Rough Brass, Iron Pipe Threads No. 10 T-Handle or No. 20 Lever Handle—		No. 30 High Grade Cap Pattern T or Lever Handle—	
1/2-inch, \$1.25;	3/4-inch, \$1.75.	1/2-inch, \$1.50;	3/4-inch, \$2.00.
Glauber or Muellers—		Compression—	
1/2-inch, \$1.75;	3/4-inch, \$2.25.	1/2-inch, \$2.25;	3/4-inch, \$2.50.

STRIP—Weather—Rubber, 1/2-inch, 3 1/2 c ft.; 3/4-inch, 5c ft.		Felt, 1/2-inch, 4c ft.; 3/4-inch, 5c ft.	
---------------------------------------------------------------	--	------------------------------------------	--

SUPPORTS—Wagon Tongue—

Lindquist		Haggard Spiral	
1	2.00	0	1.85
2	2.50	1	1.75
3	3.25	2	1.90
		3	2.15

SWEEPERS, CARPET—Bissell's, American Queen (N), \$5.75; Club (N), \$10.50; Grand Rapids (N), \$5.25; Grand Rapids (Jap.), \$4.50; Grand (Jap), \$6.50; Parlor Queen (Nic), \$6.25; Princess (Nic), \$5.50; Universal (Jap), \$4.25; Vacuum—Superba, \$13.00; Grand Rapids, \$11.00; Household, \$9.00.

TACKS—Bills Posters', No. 545 Wire, or 555 Cut, 3, 35c lb.;		4, 35c; 6, 35c; 8, 35c; 10, 35c.	
Carpet—434 Cut, or 484 Wire 1/4-lb. papers. No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c.		438 Cut, or 488 Wire 1/4-lb. papers. No. 3, 6c box; 4, 6c; 6, 6c; 8, 6c; 10, 6c; 12, 6c.	
495 Wire in bulk. No. 3, 40c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.		Gimp—324. No. 2 1/4, 15c box; 3, 15c; 4, 15c; 6, 15c; 8, 15c.	
Upholsterers'—304 Cut, 1/4-lb. papers. No. 1 1/4, 15c box; 2, 15c; 2 1/4, 15c; 3, 15c; 4, 15c; 6, 15c; 8, 15c; 10, 15c; 12 to 16, 15c.		305 Cut, or 355 Wire in bulk. No. 3, 40c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.	
Double Pointed—Blued 1/4-lb. papers. No. 9, 6c box; 10, 6c; 11, 6c; 12, 6c; 14, 6c.		Blued in bulk. No. 209, 40c lb.; 210, 40c; 211, 40c; 212, 40c.	

TAPES—MEASURING—(Lufkin)—(Starrett)—

Asses' Skin		735	1.50
No.	Each.	736	1.75
710	.75	Linen	
718	1.00	1080	1.10
715	1.50	1088	1.65
716	1.75	1085	2.25
780	.75	1086	2.65
738	1.15	145	1.10
500 L	8.50	165	.60
508 L	5.00	8148	.60
505 L	6.50	8175	.50
506 L	8.00	Surveyors'	
143	.95	276 D	18.00
		5100	9.00

Upholsterers'—304 Cut, ¼-lb. papers. No. 1½, 15c box;
2, 15c; 2½, 15c; 3, 15c; 4, 15c; 6, 15c; 8, 15c; 10, 15c;
12 to 16, 15c.

305 Cut, or 855 Wire in bulk. No. 3, 40c lb.; 4, 35c;
6, 35c; 8, 35c; 10, 35c; 12, 35c.

Double Pointed—Blue ¼-lb. papers. No. 9, 6c box;
10, 6c; 11, 6c; 12, 6c; 14, 6c.

Blue in bulk. No. 209, 40c lb.; 210, 40c; 211, 40c;
212, 40c.

STEEL TAPES—

Asses' Skin		735	1.50
No.	Each.	736	1.75
710	.75	Linen	
718	1.00	1080	1.10
715	1.50	1088	1.65
716	1.75	1085	2.25
780	.75	1086	2.65
738	1.15	145	1.10
500 L	8.50	165	.60
508 L	5.00	8148	.60
505 L	6.50	8175	.50
506 L	8.00	Surveyors'	
143	.95	276 D	18.00
		5100	9.00

	Metallic		145	1.10
500 L.	8.50		165	.60
503 L.	5.00	8142		.60
505 L.	6.50	8175		.50
506 L.	8.00		Surveyors¹	
	Pocket		276 D.	18.00
148	.95	5100		9.00

STEEL TAPES—			
100	5.50	200 D	6.00
103	8.25	203	9.75
105	12.00	203 D	9.25
106	14.25	205	14.25
200	6.00	205 D	13.50

260	5.00	553	6.00
263	6.15	555	7.65
265	8.00	556	9.75
266	10.50	1240	4.25
550	4.65	1243	5.25
206	17.00	1260	4.75
206 D	16.50	1263	6.00
240	4.50	1264	7.50
243	5.50	1265	7.75
245	7.50	1266	10.00
246	9.75	Comparative Nos. K. & E. and Starrett same price as Lufkin.	

Asses' Skin Case—25, 65c; 50, 85c; 75, \$1.15; 100, \$1.35.	
-------------------------------------------------------------	--

TAPE—Friction—1/2 lb., 35c; 2 oz., 15c; 1 oz., 10c.	
-----------------------------------------------------	--

TENTS—Single Filling—		Size		8-oz.	
Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
7x7	14.80	17.30	16x18	57.25	67.35
7x9	17.55	20.45	16x20	63.10	73.65
9x9	20.25	23.70	16x24	71.85	83.60
9 1/2 x 12	23.85	27.85	16x30	86.95	101.80
12x14	32.00	37.35	A or Wedge—		
12x18	39.50	46.15	5x7	9.25	10.75
14x16	42.00	49.30	7x7	11.65	13.60
14x20	52.15	60.60	7x9	13.95	16.35

Flys Half Price of Tents.

Wagon Covers—Single Filling—		Size		8-oz.	
Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
10x14	8.85	11.10	12x16	12.90	15.90
10x16	10.15	12.70	12x18	14.35	17.90

Stockmen's Bed Sheets—Single Filling—		Size		8-oz.	
Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
6x12	5.00	6.50	7.50	7.50	8.75
6x14	5.85	7.50	7.50	8.75	10.25
7x14	8.35	10.85	7.50	10.25	12.35
7x16	9.85	12.50	7.50	12.35	14.10

THIMBLES—Flue—6-in., 10c; 7-in., 15c; 6-in. to 7-in. Adj., 15c.	
-----------------------------------------------------------------	--

TIN—

Bar and Pig, \$1.35 lb.		Common Roofing, 40c per sheet.	
Valley, No. 4, 6c per ft.; 10, 10c; 14, 14c; 20, 20c.		Painted 1 side, 1c foot extra, two sides 2c.	
Flashing, IC, 1x1, \$3.25 per 100 feet; 1/2x1, \$3.25.		Shingles—5x7, \$3.50 per 100 ft.	
Valley—14-inch, 17c per foot, \$15.00 per roll; 20-inch, 25c per foot, \$22.00 per roll.		TOGGLE BOLTS—Sebco No. 1—Per hundred list.	

Length		Diameter—	
Length	1/4-in.	3-16-in.	1/4-in.
3-inch	6.00	7.50	8.50
3 1/2-inch	6.25	8.00	9.00
4	6.75	8.50	9.50
5	7.50	9.25	10.25
6-inch	8.00	10.00	11.00

Sebco No. 5—With either round or flat head machine screws—

Length		Diameter—	
Length	1/4-in.	3-16-in.	1/4-in.
3-inch	2.63	3.15	3.50
4-inch	2.97	3.50	3.85
5-inch	3.32	3.85	4.20
6-inch	3.67	4.20	4.55

TORCHES—Clayton & Lambert—No. 28, Alcohol, \$4.00 each.		Gasoline—No. 14, \$5.50 each; 37, \$9.50; 38, \$10.00; 31, \$10.50; 32, \$11.00; 48, \$12.75; 62, \$14.75; 112, \$10.00; 114, \$9.00.	
---------------------------------------------------------	--	---------------------------------------------------------------------------------------------------------------------------------------	--

TRAPS—Fly—Paragon, 35c each; Balloon, 25c; Edgewood (1), \$2.00; Edgewood (2), \$2.00; Avis (1), \$2.40; Avis (2), \$2.25; Avis (3), \$2.00; Perfect, \$1.45.		Game—No. 0 Newhouse, 45c each; 1 Newhouse, 55c; 1 1/2 Newhouse, 80c; 2 Newhouse, \$1.15; 3 Newhouse, \$1.60; 4 Newhouse, \$1.75; 5 Newhouse, \$12.00; 1 Oneida Jump, 35c; 1 1/2 Oneida Jump, 45c; 2 Oneida Jump, 70c; 0 Victor, 25c; 1 Victor, 30c; 1 1/2 Victor, 40c; 2 Victor, 50c; 3 Victor, 70c; 4 Victor, 80c.	
Gopher—Western, 25c each; Noxall, 25c; Maccabees, 25c; Easy Set, 25c; Newhouse, 25c; California Pocket, 25c.		Mole—Reddick, \$1.25 each; Out-O-Sight, \$1.50.	
Mouse—Sure Catch, 5c each; Security, 10c; Choker-Wood, 15c; Choker-Tim, 10c; Delusion, 25c; Holdem, 50c; Cage, 25c.		Rat—Sure Catch, 15c each; Security, 25c; Holdem, small, 75c; Holdem, large, \$1.00.	

TROLLEY—Richards—Per Set—		No.		3-ft.		3 1/2-ft.		4-ft.		4 1/2-ft.		5-ft.		5 1/2-ft.	
No.	3-ft.	3 1/2-ft.	4-ft.	4 1/2-ft.	5-ft.	5 1/2-ft.	6.00	6.25	6.50	6.75	7.00	7.25	7.50	7.75	8.00
016	5.25	5.50	5.75	6.00	6.25	6.50	6.75	7.00	7.25	7.50	7.75	8.00	8.25	8.50	8.75
018	4.75	5.00	5.25	5.50	5.75	6.00	6.25	6.50	6.75	7.00	7.25	7.50	7.75	8.00	8.25
019	5.25	5.50	5.75	6.00	6.25	6.50	6.75	7.00	7.25	7.50	7.75	8.00	8.25	8.50	8.75
0132	5.25	5.50	5.75	6.00	6.25	6.50	6.75	7.00	7.25	7.50	7.75	8.00	8.25	8.50	8.75
132	5.25	5.50	5.75	6.00	6.25	6.50	6.75	7.00	7.25	7.50	7.75	8.00	8.25	8.50	8.75
No.	6-ft.	6 1/2-ft.	7-ft.	8-ft.	10-ft.										
016	6.75	7.00	7.25	7.50	7.75	8.00	8.25	8.50	8.75	9.00	9.25	9.50	9.75	10.00	10.25
018	6.25	6.50	6.75	7.00	7.25	7.50	7.75	8.00	8.25	8.50	8.75	9.00	9.25	9.50	9.75
019	6.25	6.50	6.75	7.00	7.25	7.50	7.75	8.00	8.25	8.50	8.75	9.00	9.25	9.50	9.75
0182	7.50	7.75	8.00	8.25	8.50	8.75	9.00	9.25	9.50	9.75	10.00	10.25	10.50	10.75	11.00
182	10.00	10.50	11.00	11.50	12.00	12.50	13.00	13.50	14.00	14.50	15.00	15.50	16.00	16.50	17.00
135—1, \$8.00 each; 185—2, \$4.50; 187—1, \$2.50; 9—Midget, 60c; 90T—Midget Track, 12c.															

HARDWARE WORLD

BUSINESS OPPORTUNITIES

WANTED

To buy a good paying Hardware and Implement business, well located in live town, two to twelve thousand population. Stock and fixtures \$8,000 to \$12,000. Will pay for same with good fifteen acre income orange grove, thoroughly equipped, fine, dry climate, in highly improved section. Address B. N. G., care **HARDWARE WORLD**.

SITUATION WANTED

By experienced road salesman, hardware specialty, Michigan territory, salary and commission. Leo. P. Gillon, Detroit, Michigan, Gen Del.

WANTED

Two sheet metal workers wanted in open shop. \$8.00 per day, steady work. Furnish references. Address The Newman & Stuart Co., 2254 Washington St., Ogden, Utah.

WANTED

A hardware trained man between the ages of 28 and 35 with experience as manager of a modern hardware store. Pleasing personality and good education necessary. Must be able to write articles on store management, operation and policies, and must have experience in handling men. One with traveling experience preferred. Give full particulars in first letter, giving education, age, experience in detail, salary required, date that applicant can report. Good position open for right man. Address A. R. W., care **HARDWARE WORLD**.

FOR SALE

or will trade for clear land or city property—a red hot hardware and implement business, including a small hotel with all buildings and over one block of ground and a \$2000 interest in a wholesale hardware house through which all competition is met like a duck meets water—goes with it. Located in a town where you don't have to spend a dollar for advertising and get more business than you can handle. Value about \$50,000.00. Reason for selling, wish to retire. Address The Little Store, Box 69, Pingree, North Dakota.

FOR SALE

A general merchandise business in the best irrigated valley in Nevada, has been established for 10 years, and is a money maker. Stock will run \$25,000 to \$30,000; did over \$80,000 business last year. Owner wishes to retire and will sell at inventory price. Business includes \$7,000 gent's furnishing and dry goods, \$6,000 groceries and the balance in hardware, paints, plumbing supplies. Address Nevada, care **HARDWARE WORLD**.

POSITION WANTED

Have had 14 years' experience as buyer and manager of a combined wholesale and retail hardware business, handling farming tools and machinery, seeds, etc. Expert accountant; have traveled 20 states calling on wholesale grocer trade. Can handle matters requiring executive ability. Willing to tackle any problem anywhere. Address Hardware, care **HARDWARE WORLD**.

FOR SALE

Stock of hardware, furniture and implements in the richest section of Yakima Valley. Will sell on inventory for cash. No trades. Stock will invoice about \$5000. Address XYZ, care **HARDWARE WORLD**.

FOR SALE

Splendid opportunity in the retail hardware, grocery, gent's furnishing and shoe business. Approximate stock is as follows: Hardware, \$15,000; Grocery, \$3500; Gent's Furnishings, \$6500. Located in a town of 1200 population, with 3500 tributary. Competitors are one small hardware store and three grocery stores. Sales will run \$75,000 annually. Will sell all or either departments. Other business occupying attention. Splendid arrangements can be made with reference to the building. Located 45 miles from San Francisco in one of the best agricultural sections of the country. Address F. T., care **HARDWARE WORLD**.

WANTED

Young man to assist in hardware, implement and pump work. Experience not necessary if willing to learn and advance. Replies confidential. Address L. H. S. care **HARDWARE WORLD**.

STOP!! LOOK!! READ!!

Four-line rhyme or two-line slogan—any trade—\$1.00 each. Composed by H. S. Geer, 2 Mt. Hope Place, Bronx, N. Y. Send Circulars.

FOR SALE

Hardware and Furniture Stock in prosperous, well located city in Oregon; a clean, good paying business. Stock will invoice about \$80,000. Anyone wanting a business of this kind will pay them well to investigate this proposition. Address L. O., care **HARDWARE WORLD**.

SALESMAN WANTED

Side line and specialty salesmen to handle Alcomco lines to hardware jobbers and dealers, also department stores. Attractive range nationally advertised. Liberal commission basis. Alcomco Mfg. Co., 101 Bridge St., Newark, New Jersey.

FOR SALE

In a Southern Idaho irrigation growing town, hardware, furniture and implement stock; will invoice about \$22,000. Also will sell new brick building and modern fixtures at far less than cost. Carry complete line of International Harvester Co. implements, and the only complete hardware line in town. Annual sales \$90,000. Address Idaho, care of **HARDWARE WORLD**.

WANTED

Young man with thorough knowledge of hardware and kitchen ware in a large retail store with high class trade and a good location. Must be live, energetic, neat appearing and courteous. Must furnish first-class references. State experience and salary expected. Address O. H. C., care **HARDWARE WORLD**.

POSITION WANTED

As assistant manager or director of a housefurnishing department in a retail or department store is the position I would like. Nine years' experience should be sufficient to guarantee my ability to fill the position. Twenty years as a road man, visiting this same trade, has kept me in touch with the line specified. Salary no particular object, but a living remuneration expected for my services. Address G. S. H., care **HARDWARE WORLD**.

POSITION WANTED

An A-1 opportunity to secure the services of a high class hardware man who has successfully qualified as buyer and hardware department manager handling builder's hardware and material, paints, oil and glass, tools, iron and blacksmith supplies, cutlery, guns, ammunition, fishing tackle and sporting goods, stoves, ranges, household and kitchen supplies. Have had several years' road experience in handling wholesale and retail stocks of hardware. Can make good in any hardware position anywhere. Have bank and business house references; also some cash to back me. Address Montana, care of **HARDWARE WORLD**.

WANTED

Young man about 30 as outside salesman for retail hardware, implement and pump firm in town of about 4,000 people, 75 miles from San Francisco in a Coast valley. Must have ability to meet people well and must have good mechanical judgment and some knowledge of pumps. Need not have technical education or be a mechanic, but should have ability to direct mechanics. Address G. O., care **HARDWARE WORLD**.

HARDWARE BUSINESS FOR SALE

Stock of hardware, in Skagit Valley, Wash. Fixtures and stock will invoice \$5,000. Sales will run from \$15,000 to \$18,000 annually. Will sell or rent store building. Address owner, Alfred Hanson, Lyman, Wash.

SITUATION WANTED

Hardware and implement man, age 35 years, married. Experience, two years as clerk and ten years as manager and buyer for the same large corporation. Machinery salesmanship, credits and collections my hobby. Will invest \$3,000 or more with good, live concern. Climate conditions at present location reason for leaving. Address Credit man, care of **HARDWARE WORLD**.

POSITION WANTED

Young man twenty-nine years of age with executive ability would like managerial or traveling position. Ten years' experience hardware, house furnishings, sporting goods and window trimming. At present holding responsible position with large retail concern. Highest grade references furnished. Excellent past record; can produce results. Address Box 1822, **HARDWARE WORLD**.

FOR SALE OR TRADE

820 acres of land 18 miles from town of 4000 population. All fenced, small house, well, small granary. About 200 acres plow land, balance pasture, 45 acres plowed at present. Must sell or trade before March 1. Make me an offer. Snap price, \$5800; mortgage \$1600.

J. L. Bernauer, Owner,
Glasgow, Mont.

HARDWARE BUSINESS FOR SALE

Surviving partner wishing to retire offers for sale one of the oldest, best located, most profitable hardware stores in San Francisco. Stock about \$50,000. Address B. U. Y., care **HARDWARE WORLD**.

FOR SALE

Established wholesale and retail hardware business in Northern New Mexico. In operation 14 years. Enjoying good business on very profitable basis. City and surrounding country in which located very prosperous. Healthiest climate in United States. Merchandise stock approximately \$50,000.00. Reason for selling, retiring. Address New Mexico, care **HARDWARE WORLD**.

FOR SALE OR EXCHANGE

We have for sale or exchange the following:

- 1 New Era Gas Engine, No. 1078, 15 H. P.
- 20-inch Crescent Jointer.
- 1 36-inch J. A. Fay & Eagen Band Saw.
- 1 L. G. McKnight 24-inch Sander.
- 1 Pony Planer, 24-inch.
- 1 Boring Machine.

Machines complete with counter shafts. This machinery has been in use about six months. The cost today would be from \$1500 to \$1600. We will sell it for \$850 or exchange it for hardware, automobile or truck.

Address Steubenville Hardware & Supply Co., Steubenville, Ohio.

WANTED

Three oil stove salesmen by one of the largest stove manufacturers in the country. Salesmen must have had extensive oil stove selling experience and a clientele. These positions carry responsibilities and the men who can effect large sales are assured a large income. Give experience and references in first letter to receive consideration. Address Box 192, care **HARDWARE WORLD**.

WANTED TO BUY

A hardware, or hardware and implement, store in Oregon or Washington state. Prefer location in dry-farming, irrigated, and stock-raising community. Want a business using a \$10,000 to \$12,000 stock. Will pay cash. Write full particulars. Address W. I. care **HARDWARE WORLD**.

FOR SALE

Stock of hardware, furniture and implements in the Willamette Valley (Oregon) farming district. Will sell on inventory for cash. No trades. Stock will invoice around \$18,000. Will sell or lease building. Business established 22 years, owner wishes to retire. J. R. Peters, Wilsonville, Ore.

INDEX TO ADVERTISERS

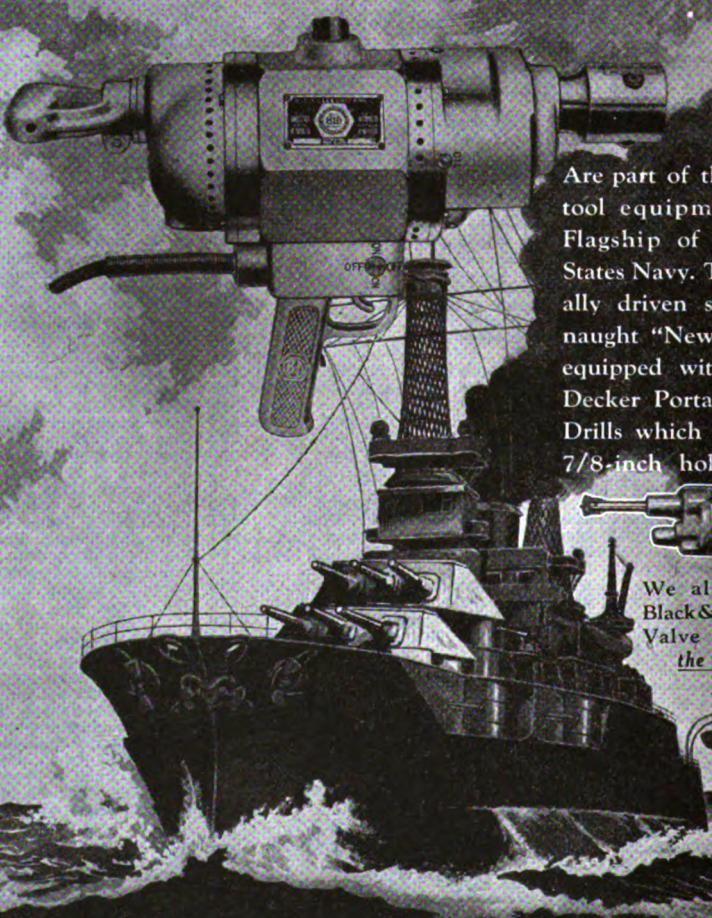
A		J. H. Gilson Co.	63	Plant, J. A.	78
Advance Car Mover Co.	66	Glass Founders' Corporation	179	Porter, H. K.	56
Air-Way Co.	98-B-98-C	Gold Medal Camp Furniture Mfg. Co.	95	Portland Cordage Co.	72
Albert Lea Sprayer Co.	65	Goodell-Fratt Co.	18	Precision Machine & Tool Co.	80
Alert Tool Co.	185	Goodrich Co., B. F.	171	Prentiss-Wabers Mfg. Co.	173
Alexander & Kahn	81	Goodyear Rubber Co.	72	Progressive Manufacturing Co.	54
Allith-Prouty Co.	21	John Gottschalk Co.	48	Q	
Aluminum Goods Mfg. Co.	94-99	Greenfield Tap & Die Corp.	25	Quick Meal Stove Co.	80
Aluminum Products Co.	214	Grinnell Co.	102	R	
Alvord Reamer & Tool Co.	39	H. J. Gute & Co.	98	Raydex Mfg. Co.	140-141
American Bolt & Screw Case Co.	211	Gem Safety Razor Corp.	170-171	Reed & Prince Manufacturing Co.	59
American Chain Co.	12	H		F. C. Reichard Manufacturing Co.	85
American Ironing Machine Co.	91	J. H. Haney & Co.	151	Remington Arms U. M. C. Co.	35
American Pad & Textile Co.	22	Hays Manufacturing Co.	201	Revere Rubber Co.	149
American Saw & Mfg. Co.	59	Hay-Budden Manufacturing Co.	61	Rhode Island Fittings Co.	203
American Steel & Wire Co.	26	Hercules Powder Co.	37	Rhodes Manufacturing Co.	48
American Wire Fabrics Co.	214	Hess-Snyder Manufacturing Co.	89	Ritter Can & Specialty Co.	85
Apco Manufacturing Company	153	Higgins Spring & Axle Co.	172	Rochester Can Company	45
Armstrong Mfg. Co.	205	John J. Hildebrandt Co.	95	Rogers Wire Works	68
Atkins, E. C. & Co.	9	A. M. Holter Hdw. Co.	75	Romort Manufacturing Co.	181
Atlas Mfg. Co., The	70	Honeyman Hardware Co.	75	H. Roth & Sons	78
Atlas Shear Co.	69	Frank A. Hoppe	70	G. D. Rowell & Son	59
Atlas Tack Company	177	W. H. Howell Company	175	Royal Manufacturing Co.	33-47
Auburn Ignition Mfg. Company	175	Hunt, Helm, Ferris & Co.	32	Myer S. Rubens Stove & Furnace Re-	
Automatic Lawn Sprinkler Co.	66	Hyfield Manufacturing Co.	64	pair Works	212
B		Hygrade Lamp Co.	185	A. C. Rulofson Co.	56-58
Baker, Hamilton & Pacific Co.	79	I		Russell & Erwin Mfg. Co.	13
Baldwin Refrigerator Co.	44	International Silver Co.	96	Russell Manufacturing Co.	143
Barcalo Manufacturing Co.	11	Ironton Stove & Mfg. Co.	89	Rutenber Electric Co.	86
Bartlett Manufacturing Co.	68	J		S	
Basick Co.	101	Jobbers' Mfg. Co.	95	Safety Interlocking Stove Pipe Co.	93
Bear Mfg. Co.	176	Johns-Mannville Co.	146-147	Salt Lake Hardware Co.	74
Beaton & Cadwell Manufacturing Co.	207	K		Samson Cordage Works	90
Beaton & Corbin Mfg. Co.	211	F. D. Kees Manufacturing Company	67	J. Sand & Son	195
Benjamin Air Rifle Co.	59	Chas. F. U. Kelly, Inc.	140-141	Sargent & Company	17
Berna Co., Otto	212	Kentucky Wagon Manufacturing Co.	64	Savage Arms Corp.	51
Berger Bros. Co.	70	M. L. Kline	201	Savill's Sons, Thomas	211
Billings & Spencer Company	28	L		Wm. B. Scaife & Sons	201
Bissell Carpet Sweeper Co.	98-A	Lalace & Grosjean Manufacturing Co.	83	Schaw-Batcher Co.	82
Black & Decker Mfg. Company	234	Will B. Lane	180	Christian Schlicker Manufacturing Co.	80
Boller Machine Works	60	Landers, Prary & Clark	43	R. F. Sedgley, Inc.	182
Bommer Spring Hinge Co.	63	Lane Bros. Co.	181	Shelby Spring Hinge Co.	61
Boston Brass Co.	211	Lansing Company	68	Simonds Manufacturing Co.	57
Boston Varnish Co.	15	Lawson Manufacturing Co.	10	Slaymaker Lock Co.	57
Brainerd Manufacturing Co.	62	Lindemann, O. & Co.	86	Smith Mfg. Co., F. H.	56
Brewer-Titchener Corporation	183	Ludlow-Saylor Wire Co.	49	Specialty Manufacturing Co.	64
Brier Hill Steel Co.	58	Lufkin Rule Co.	55	Spokane Stove & Furnace Repair Wks.	209
Bridgeport Chain Company	55	M		Spring Leaf Lubricator Co.	183
Bridgeport Hdw. Mfg. Co.	61	Maine Manufacturing Co.	84	Stanley Rule & Level Co.	53
Buckeye Aluminum Co.	92	Malleable Steel Range Co.	97	Stanley Works	Cover
Buffalo Forge Company	60	Mangrum & Otter	82	Stanwood Equipment Co.	139
Buffalo Sled Co.	65	Manhattan Electrical Supply	176	Star Expansion Bolt Company	60
Buffalo Wire Works Company	31	Marquette Mfg. Co.	169	Star Heel Plate Co.	58
Buffum Tool Co.	157	Mayhew Steel Products, Inc.	62	Stark Rolling Mill Co.	24
Burgess & Norton Mfg. Co.	106	McCaffrey File Co.	63	Starrett, L. S. & Co.	29
Butterfield & Company	175	McKinney Mfg. Co.	8	Staybestos Mfg. Co.	177
C		M. H. Merchant Corporation	179	Sterling Tire Corporation	145
Chicago Flexible Shaft Co.	41	Meyers Manufacturing Co., Fred J.	71	Stine Screw Holes Co.	62
O. J. Childs Co.	62	Monarch Refrigerator Works	34	Strevell-Paterson Hardware Co.	75
Champion Blower & Forge Co.	48	Montauk Paint Mfg. Co.	90	Sturgis & Burn Mfg. Co.	67
Champion Ignition Mfg. Co.	163	Frank Mossberg Co.	165	Superior Laboratories	80
John Chatillon & Sons	91	Motor Mercantile Company	176	Superior Spring Hinge Co.	54
C. F. Church Mfg. Co.	207	Mound Tool Co.	172	Jas. Swan Co.	52
George M. Clark Company	85	L. F. Mueller Furnace Co.	40	T	
Clayton & Lambert Mfg. Co.	209-212	F. E. Myers & Bro.	64	Taylor Mfg. Co.	196
Cleveland Stone Co.	6	N		Thomson-Diggs Co.	74
Coes Wrench Co.	6	National Cash Register Co.	103	Thompson Manufacturing Co.	68
Coleman Lamp Co.	67	National Enameling & Stamping Co.	42	Three-In-One Oil Co.	69
Colt's Patent Firearms Co.	53	National Stamping & Electric Works	105	J. B. Timberlake & Sons	93
Columbus Anvil & Forging Co.	63	New England Mills Co.	179	Topping Manufacturing Co.	66
Columbian Rope Co.	14	New Era Spring & Specialty Co.	174	Triner Scale Manufacturing Co.	70
Collette Manufacturing Co.	71	New Haven Clock Co.	82	Tritch Hardware Co.	76
Connors, Wm., Paint Mfg. Co.	90	C. S. Norcross & Sons	85	Tucker Duck & Rubber Company	95
Converse Rubber Shoe Co.	4th Cover	New York Stamping Co.	100	Tungsten Manufacturing Co.	167
Corcoran Mfg. Co.	155	Nicholson File Co.	20	Turner Brass Works	209
H. C. Cook Co.	80	North Bros. Mfg. Co.	87	U	
Corbin Screw Corporation	49	North & Judd Mfg. Co.	23	U. S. Government	187-194
C. W. B. Cornelius Co., Inc.	201	The Nye Tool & Machine Works	203	U. S. Steel Products Co.	26
Crescent Tool Co.	50	O		United Mfg. & Distributing Co.	159
Curtis Pneumatic Machinery Co.	179	Ohio Wire Goods Mfg. Co.	177	United Royalties Corporation	83
D		Ohlen-Bishop Co.	63	U. S. Rubber Co.	149
Defiance Welding Co.	174	Ontario Knife Co.	88	Utility Trailer Sales Co.	185
Delta File Works	50	Operollo Phonograph Co.	93	V	
Detroit Twist Drill Co.	5	Wm. H. Ottemiller	195	Vacuum Pipeless Furnace	81
Diamond Saw & Stamping Works	55	Owen Tire & Rubber Co.	179	Vaughan & Bushnell	59
Diamond Tire Co.	171	P		W	
E. E. Dietz Company	16	Pacific Pump & Supply Co.	205	Wagner Manufacturing Co.	58
Henry Disston & Sons	54	Pacific Sanitary Mfg. Co.	205	Warren Axe & Tool Co.	61
Joseph Dixon Crucible Co.	86	Pacific Automotive Equipment Expo-		Walden-Worcester, Inc.	172
Duluth Show Case Co.	86	sition	178	Western Brass Manufacturing Co.	209
Dunham, Carrigan & Hayden Co.	77	Packham Crimper Co.	80	Western States Cutlery & Mfg. Co.	69
Du Pont Powder Co.	98-D	Parker Supply Co.	67	Whitaker-Glessner Co.	87
Durham Manufacturing Co.	84	H. W. Peabody & Co.	104	Whitlock Cordage Company	3
E		Peck, Stow & Wilcox	7	Wickwire Bros.	19
Elastic Tip Co.	36	Peerless Mfg. Co.	88	Wills Sprinkler Mfg. Co.	199
Eign Stove & Oven Co.	90	Pennsylvania Lawn Mower Co.	68	Winchester Repeating Arms Co.	160-161
Enterprise Manufacturing Co.	71	Peters Cartridge Co.	73	Witt Cornice Company	92
Eyellet Tool Co.	195	Perfection Manufacturing Co.	95	Wrought Washer Manufacturing Co.	57
F		Philadelphia Lawn Mower Co.	30	Joe Welsh	199
Faultless Caster Company	38	Phoenix Horse Shoe Co.	52	X	
G		Phenix Manufacturing Co.	62	"X" Laboratories	2nd Cover
Geneva Cutlery Co.	68	Pilliod Lumber Co.	51	Y	
Gernstendorfer Bros.	3rd Cover	Pioneer Paper Co.	73	Yost Gearless Motor Co.	89
Giant Powder Co.	27	Pittsburgh Steel Co.	58		
		Pittsburgh Water Heater Co.	207		

Exhibit B

BLACK & DECKER

PORTABLE ELECTRIC DRILLS
"With the Pistol Grip and Trigger Switch"

EVIDENCE



Are part of the machine tool equipment of the Flagship of the United States Navy. The Electrically driven super-dreadnaught "New Mexico" is equipped with Black & Decker Portable Electric Drills which drill up to 7/8-inch holes in steel.


We also build the Black & Decker Electric Valve Grinder "With the Pistol Grip and Trigger Switch."

THE BLACK & DECKER MFG. CO.
TOWSON HEIGHTS, BALTIMORE, MD., U. S. A.

Portable Electric Drills Electric Valve Grinders Electric Air Compressors

BRANCH OFFICES:

New York, N. Y. Philadelphia, Pa. Atlanta, Ga. San Francisco, Cal. Chicago, Ill.
Detroit, Mich. Cleveland, Ohio Buffalo, N. Y. Boston, Mass.



SAPOLIN

**EVERY MERCHANT EVERYWHERE, SHOULD WRITE FOR PARTICULARS
ON THIS POPULAR LINE OF ENAMELS, STAINS, GILDINGS,
VARNISHES, BRONZE POWDERS AND BRONZING
LIQUIDS**

WRITE TODAY

“Special Goods
for
Special Purposes”

**Sapolin Varnishes
Sapolin Glass Frosting
Sapolin Metallic Enamels
Sapolin Carriage Gloss Colors
Sapolin Enamel, Porcelain Finish
Sapolin Gilding Powders and Liquids
Sapolin Motor & Engine Enamel
Sapolin Stove Pipe Ena. l.
Sapolin Aluminum Enamel
Sapolin Iron Enamel
Sapolin Gold Enamel**

“Serve, Save
and Satisfy”



“Special Goods
for
Special Purposes”

**Sapolin Gold Ink
Sapolin Bathtub Enamel
Sapolin Furniture Polish
Sapolin Wire Screen Enamel
Sapolin Porch Furniture Enamel
Sapolin Floor & Furniture Stains
Sapolin Gold and Aluminum Glass
Sapolin Hot Pipe Aluminum
Sapolin Varnish Stains
Sapolin Auto Enamel
Sapolin Gold Paint**

“Serve, Save
and Satisfy”

FOR 40 YEARS

**THOUSANDS OF MERCHANTS HAVE REALIZED THE DIS-
TINCT ADVANTAGE OF SELLING SAPOLIN BECAUSE WITH EVERY
SALE THEY COULD CONSCIENTIOUSLY SAY, “YES, I RECOMMEND
IT; I BACK UP GERSTENDORFER BROS., BECAUSE THEY BACK UP ME.”**

WE ARE READY TO BACK YOU IN THE SAME MANNER

GERSTENDORFER BROS., 231-35 E. 42d St., New York, U. S. A.

SAPOLIN

*More
Miles—
Less
Skid*



Converse Tires

THE Motorist's dream of the perfect non-skid tire is most nearly realized in the Converse Cord. This rugged, buttressed tread, adapted to the suction principle, prevents skidding. Its broad bearing surface insures speed and power.

Converse Cords are effective long after others are worn smooth—because there's more rubber where the wear comes.

Converse quality is your **insurance** that will build and maintain a permanent, profitable business.

CONVERSE RUBBER SHOE CO., Malden, Mass.

300 Amsterdam Ave., New York — Service Branches — 618 W. Jackson Blvd., Chicago

Exclusive Distributors

The Potter Hoy Hdw. Co.
Bellefonte, Pa.
Nash Hardware Co.
Fort Worth, Tex.
E. P. May Hardware Co.
Washington, D. C.
McGowin-Lyons Hardware &
Supply Co. Mobile, Ala.

Sloss & Brittain, 55 Main St.
San Francisco, Cal.
Stratton-Warren Hdw. Co.
Memphis, Tenn.
Stauffer, Eshelman & Co.
New Orleans, La.
Falling, McCalman Co.
Portland, Ore.

J. S. Latta & Co., 1318 Arch St.
Philadelphia, Pa.
Stowe-Shaw Rubber Co.
1319 S. Figueroa St.
Los Angeles, Cal.
Charles A. Shaeffer,
Reserve Bank Bldg.,
Kansas City, Mo.

Hardware - PLUMBING AND HEATING - World

APRIL 1920

New Stanley Garage Hardware Catalog

EVERYTHING that would interest the prospective garage builder is carefully explained and illustrated.

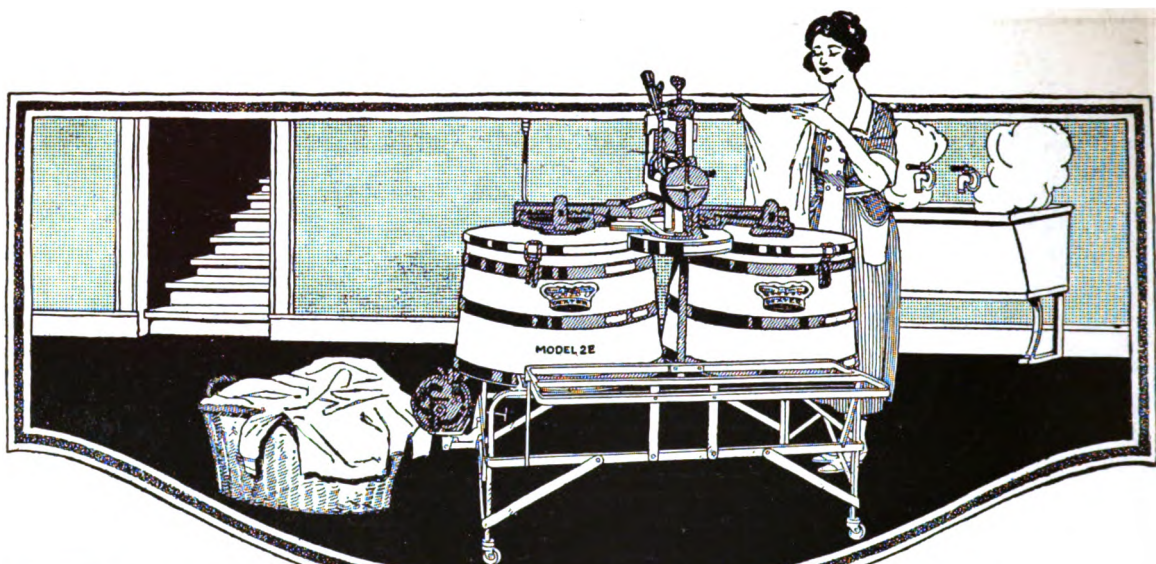
If you have not already received a copy, ask for B50 and the catalog will be gladly sent.

THE STANLEY WORKS
NEW BRITAIN, CONN.

100 Lafayette St.
New York

73 East Lake St.
Chicago





DEXTER

Warehouses
at
Toledo
Albany
and
Peoria

THE DEXTER DOUBLE TUB cuts washing time in two. It washes—rinses—wrings by power—all at the same time. It eliminates all hard labor in the home laundry, making all kinds of soiled garments beautifully clean without boiling or hand rubbing and does this in less than half the time usually required. DEXTER DOUBLE TUB will quickly double your washing machine sales—and your washing machine profits. It stays sold, and brings new customers on account of its remarkable time and labor saving qualities.

The DEXTER line also includes attractive single tub models for use with gasoline engine. Write today for catalog and exclusive agency proposition.

THE DEXTER COMPANY, Fairfield, Iowa



100 % WASHING MACHINE EFFICIENCY

**“EITHER YOU ARE SATISFIED—
OR WE ARE NOT”**



TALK No. 7

The satisfactory service consistently rendered by Whitlock ALL-Manila Rope is the result of the quality of fibre we use and of our manufacturing standards.

Complaints or criticisms of Whitlock quality are almost unknown to us. In rare instances a coil of imperfect manufacture may be shipped, and in such cases we ask the privilege of making good, and satisfying our customer.

In using the phrase, quoted above, on our guarantee tags, we mean exactly what we say.

The greater Ropeconomy obtained by using cordage that has superior strength and life, and has these qualities uniformly, is evident.

We welcome the most thorough tests and comparisons of Whitlock ALL-Manila Rope, wherever obtained, and sincerely desire to know of any case of dissatisfaction.

WHITLOCK CORDAGE COMPANY

46 South Street, New York

Chicago Office, 1303 Chamber of Commerce

KANSAS CITY BRANCH, 339 Railway Exchange Building



(Copyright 1920 by the HARDWARE WORLD. All rights reserved)

Volume XV

APRIL :: 1920

Number 4

INDEX OF CONTENTS

	Page
NO EDISON IF EIGHT HOUR DAY WAS IN VOGUE.....	105
MONTANA DECIDES COST MARK LAW UNCONSTITUTIONAL.....	107
THE TREND TOWARDS BOLSHEVISM.....	108
VALUE OF GETTING IN TOUCH WITH NEW COMERS FIRST.....	110
A GOOD CLERK ONE OF YOUR BIGGEST ASSETS.....	111
A CONVENIENT FORM OF BANK CHECK.....	113
EVOLUTION OF THE WASHING MACHINE.....	114
TOYS "DO" FOR THE MERCHANT WHO DARES.....	117
START A "FIX IT NOW" CAMPAIGN.....	119
CHICKS IN YOUR WINDOW FEATHER YOUR NEST.....	122
BEWARE OF GIVING PROMISSORY NOTES AS ACCOMMODATIONS TO FRIENDS.....	124
CONGRESS OF RETAIL MERCHANTS PROPOSED AS MEANS OF SOLVING BUSINESS PROBLEMS	125
THE RIGHT TO IMPOSE EXTRA TAXES ON BUSINESS MEN.....	127
STATUS OF SELLER WHO INSISTS ON 10 PER CENT MORE.....	128
HOW TO PROMOTE GOOD WILL IN BUSINESS	131
SPREADING THE ELECTRIC APPLIANCE GOSPEL.....	134
HOW NOT TO MAKE A FINANCIAL STATEMENT.....	138
KEEPING THE BUSINESS BUOYANT	142
NO NEW LAW NECESSARY TO PROTECT AGAINST PRICE SLAUGHTERERS....	146
UNITED STATES PASSES SEVEN MILLION AUTOMOBILE REGISTRATION MARK	148-149

HARDWARE WORLD. Issued on the first of each month by HARDWARE WORLD Publishing Co. Subscription, payable in advance, 50c. per year, or three years for \$1.00. Entered as second class matter, under act of Congress, at Portland, Oregon. T. M. Shearman, Editor and Manager. Raymond L. Shearman, Associate Editor. Correspondence, or articles for publication may be addressed to office nearest you.

388 Taylor Street, Portland, Ore.	Phelan Bldg. San Francisco	70 Fifth Ave. New York	1302 Young St., Dallas, Texas.	Salt Lake, Utah 204 Scott Bldg.	507 Pioneer Bldg. Seattle, Wash.	220 Pacific Bldg., Vancouver, B. C., Can.
--------------------------------------	-------------------------------	---------------------------	-----------------------------------	------------------------------------	-------------------------------------	----------------------------------------------

Boatmen's Bank Building
St. Louis, Mo.

Simplex Ranges

Make Electric Cooking Popular

EXTENSIVE use of electric power for cooking will come only as fast as the public is educated to the efficiency of the electric range.

You can boost the profits of your business by pushing the sale of a good electric range, and, while you're at the job, you may just as well set out to push the most efficient range, the new Simplex No. 27.

The Simplex Range is easy to sell and gives more satisfaction to the customer and to the dealer than any other range. The customer is pleased with its convenience and its great reliability, and the

dealer is satisfied because the Simplex Range requires very little service from him.

The heating units of the No. 27 range are of the same type used on the Simplex heavy duty ranges, which stand up so well under severe tests of restaurant service.

It is easy to remove any unit. The fuse cabinet is so placed that all connections coming from the oven units may be reached conveniently.

The Simplex Electric Range brings profit alike to the dealer and central station and economy to the user.



*No. 27
Simplex Range*

SPECIFICATIONS:

Three 1200-Watt, 8" Hot Plates.

Top Oven Unit, (Radiant Broiler) 2000 Watts.

Bottom Oven Unit, 1200 Watts.

All Units Three Heats, medium heat one half, and low heat one quarter of maximum watts.

White Enamel Splashes and Broiler Pan.

Dimensions: 51" wide, 54½" high, 22" deep. Oven 18" wide, 17" deep, 11" high inside.

Voltages: 104-120 two-wire or equivalent three-wire.

Shipping weight: 370 lbs.

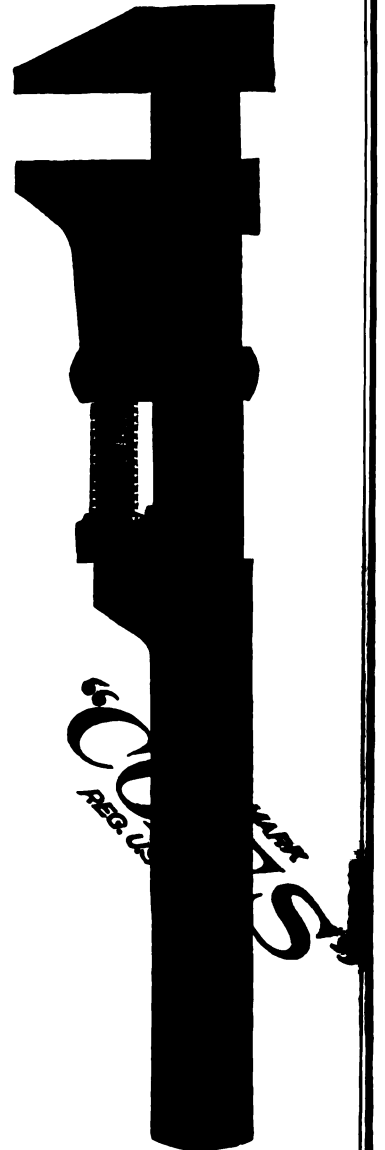
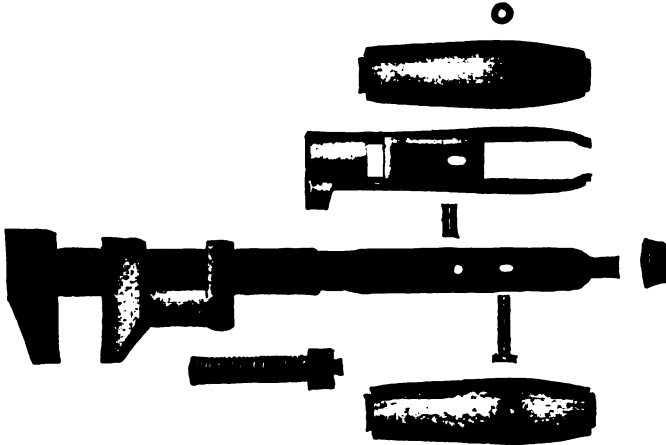
**Simplex
Electric Heating
Company**

CAMBRIDGE 39 MASS.

HOLBROOK, MERRILL
& STETSON

Distributors for California,
Arizona and
Nevada

COES



Names That Have Value

Have you ever heard of an autoist **hiding** the name Cadillac on his motor car?

Or a pianist **covering** the name Steinway on his piano?

Or a man **Concealing** the name Waltham on his watch?

Or a mechanic **scratching** the name COES from his wrench?

On the contrary the owner of an automobile, piano, watch or screw wrench which bears these names is proud of both their **construction and performance**—proud to point to a maker's name that has always been associated with **highest quality**.

It pays to sell wrenches that bear a name that both **maker and user** are proud of—names that have never **deceived** because the goods have never **disappointed**.

All leading Jobbers handle the Coes.

"Cost a trifle more,
but return the cost in **SERVICE**."

COES WRENCH COMPANY

Established 1841

WORCESTER, MASSACHUSETTS

AGENTS

J. C. McCarty & Co.,
29 Murray St., New York

Pacific Coast Agents
John H. Graham & Co.
268 Market St., San Francisco

John H. Graham & Co.,
113 Chambers St., New York

Get a Grip on Wrench Sales

Sell a good wrench—or better not make the sale. Good wrenches like Pexto, out-grip, out-last and in the end out-sell cheap ones. Stores with a real grip on wrench sales are found to recommend only the best.

Pexto Wrenches are good wrenches with a hundred years' experience built into them. They have the metal, the temper, the design and features to maintain their leadership for another century.

And Pexto Wrenches are known to the general public. National advertising in the Saturday Evening Post has planted the name Pexto indelibly in the minds of hundreds of thousands of people. They can be sold *more* than wrenches—they are ready for the complete line of Pexto Tools—and you can sell them.

THE PECK, STOW & WILCOX COMPANY

Mfrs. Mechanics' Hand Tools, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Builders' and General Hardware.

Southington, Conn.

Cleveland, Ohio

Address correspondence to 233 West Center St., Southington, Conn.
100% American for 100 Years. Founded in 1819



PEXTO
Solid Handle Wrench

This solid handle Pexto Wrench is made of three strong, simplified parts with heavy wooden riveted handles. The head, bar and handle frame are forged in one piece from high quality steel, next is the sliding jaw, and third the screw.



PEXTO
Solid Steel Wrench

Like its solid handle partner this wrench is made of three simple parts—the head, bar and handle are all forged in one piece from high quality steel. This Pexto Wrench is built for heavy duty.



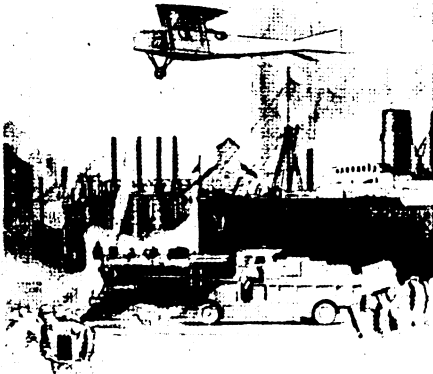
PEXTO
Pipe Wrench

This Pexto Wrench carries out the highest ideals of Pipe Wrench design. The hardened jaws of steel grip like a vise, yet they are easily tightened or released. When you get a pipe wrench be sure it's Pexto-made.

PEXTO

TOOLS

FOR USE ABOUT THE HOME AND FARM
FOR THE MECHANIC IN EVERY TRADE.



HINGES opened the way to PROGRESS

THE exact date when hinges were first used is not known. Hinges outdate history.

Even if we attempt times to make doors possible, they have come down through the ages, serving man in every generation. Since the time of their first hinge conditions have greatly changed. New countries have been discovered and developed. There have been many inventions. The world has grown.

And hinges played their part in opening the way to progress.

Fifty years ago hinges and butts assumed a new identity. Stamped with the name McKinney they set a new standard for the

hinge industry. For half a century McKinney Hinges and Butts have effectively and more heavily served. They do today's work without sagging or squeaking.

Whether it be a massive portal or small box lid, there is a McKinney Hinge or Butt of proper beauty and design to fit. They fill every need.

In our plans for building or repairs consider the little hinge or butt. A careful selection at first will later be rewarded by years of untroubled usefulness.

So that the name McKinney is stamped on the hinges or butts you buy.

The name McKinney is important!

McKINNEY

Hinges and Butts

McKINNEY MANUFACTURING CO., Pittsburgh. Western Office, State-Lake Bldg., Chicago. Export Representation.

This is the third advertisement in the big McKinney campaign. It appears in the March 6th issue of The Saturday Evening Post and the March 20th issue of The Literary Digest. In these two powerful publications it will carry the story of McKinney Hinges and Butts to more than 3,000,000 readers and prospective customers. At the same time other full page advertisements are appearing in Architectural and Builders' Magazines. All these advertisements are planned to impress the name "McKinney" upon the minds of hinge users. You can make these advertisements work for you. Talk McKinney!

That name McKinney—

This huge advertising campaign is giving the name McKinney greater prestige. More and more this mark of a standard product, by which other hinges and butts are judged, is becoming better known. You, as a dealer, should profit by this advertising.

McKinney Products have set a standard in the past. McKinney advertising is impressing the worth of this standard on your customers. Make your store McKinney Headquarters in your locality. Be sure your customers know you handle the McKinney line!

McKINNEY MANUFACTURING CO., Pittsburgh. Export Representation.

WESTERN OFFICE, State-Lake Bldg., Chicago.

Also manufacturers of McKinney garage and farm building door-hardware, furniture hardware and McKinney One-Man Trucks.

McKINNEY

Hinges and Butts

Digitized by Google

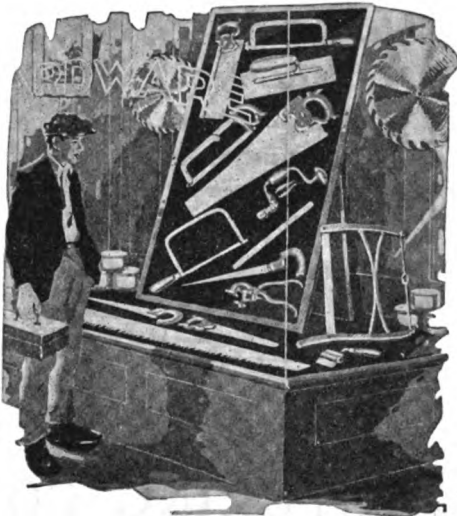
ATKINS

SILVER STEEL SAWS

The Finest  on Earth

WHEN YOU sell Atkins Saws and Tools to Carpenters and Tool Users you are paving the way for future prosperous business. They beget good will and retain it.

If you are contemplating the purchase of Saws and Tools, and have not sold Atkins in the past, it will pay you to start right.



YOU ARE invited to write us for our free advice and plans to boost the sales of Atkins Saws and Tools.

Stock Atkins, and cash in on our huge advertising investment. We have a message for you. Ask for it. We can make hundreds of new customers for you.

E. C. ATKINS & CO., Inc.

"The Silver Steel Saw People"

Est. 1857

Home Office and Factory, Indianapolis, Indiana

Canadian Factory, Hamilton, Ont.

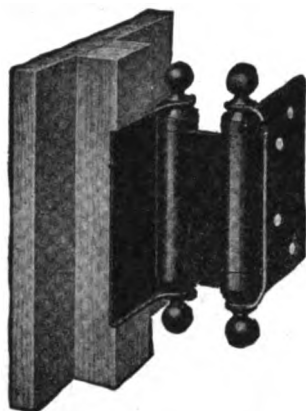
Machine Knife Factory, Lancaster, N. Y.

Branches carrying complete stocks in all large distributing centers as follows:

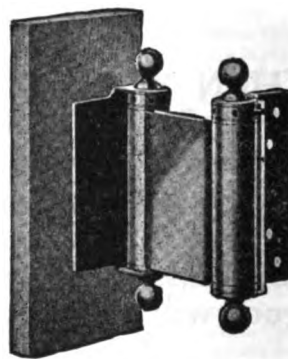
Atlanta
Chicago
Memphis
Minneapolis
New Orleans
New York City

Portland, Ore.
San Francisco
Seattle
Vancouver, B. C.
Paris, France
Sydney, N. S. W.

Lawson Line Moves Quickly From Dealers' Shelves



THE OLD WAY



THE LAWSON WAY

Lawson Universal Pivot Spring Hinges can be used on either single or double acting doors opening either in or out and swing from either the right or left side.

Lawson Surface Floor Spring Hinges are stronger than most. They swing the door better and present a finished appearance which looks well on any application.

Dealers find it profitable to carry the Lawson line in stock, because it is more often specified by architects and contractors.

The Lawson "Nu" Jamb spring hinge requires no hanging strip.

It fastens directly to the jamb and can be applied easily and quickly. This makes it less expensive. It also gives the door far more solid support.

With frictionless bearings and 24 per cent more coils, it wears longer and gives the door an easy swinging action.

Dealers not carrying the Lawson line should write their jobber for prices.

LAWSON MANUFACTURING CO.

228-230 West Superior Street, Chicago, Ill.

JOHN H. GRAHAM & CO.
113 Chambers St.
95 Reade St.
New York City

C. N. & F. W. JONAS
Seattle, San Francisco
Los Angeles

BARCALO MODEL N



22½° ANGLE

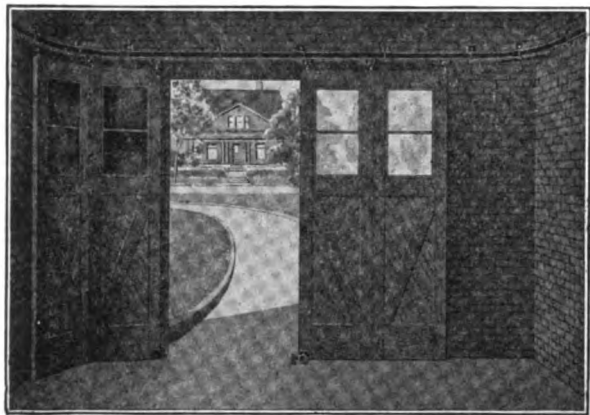
DROP FORGED

SIZES - 4"-6"-8"-10"-12"-15"

IF IT FAILS, WE'LL GIVE YOU A NEW ONE

BARCALO MANUFACTURING COMPANY
BUFFALO, N.Y., U.S.A.

ALLITH-PROUTY

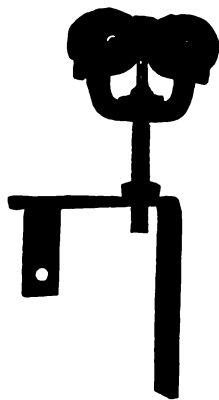


Your customers want this style of space-saving door. Ideal for the garage where every inch of space is needed. Listed in catalogs 90 and 91. **Write for them.**

Means Profits

Your customers always find satisfaction in **Allith-Prouty** hardware, and order again. You can supply every demand for sliding doors for garages, barns, sheds or dwellings from the complete **Allith-Prouty** line.

Hardware merchants whose constant effort is to fill each customer's wants in the way that will get and keep that customer's goodwill will sell **Allith-Prouty** hardware. They know from long experience that **Allith-Prouty** goods are sure to get and hold business.



The frame of these hangers is tough malleable iron that cannot be damaged by any abuse received in service. Wheels are machined to fit curve of track for least friction and maximum wear. Guide rollers prevent jams and binding. Roller bearings make these hangers operate so easily that they literally "move at a touch." Hangers can be adjusted to the smallest fraction of an inch, assuring tight joints always.

Get an **Allith-Prouty** Catalog 90 to prepare yourself for the business that will be done this spring. Find out about the help we give hardware dealers. **Ask today.**



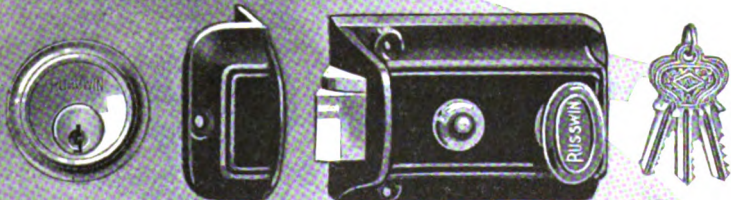
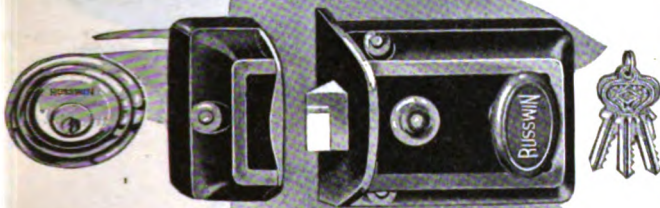
CHICAGO
NEW YORK
PHILADELPHIA

BOSTON
LOS ANGELES
SAN FRANCISCO

RUSSWIN

RUSSELL & ERWIN

CYLINDER RIM NIGHT LATCHES



The "Double-Bar Labels" on your shelves show that you are selling the best night latches obtainable.

The best—

*In Material
In Designing
In Workmanship
In Finish
In Security.*

Russwin Night Latches are attractively labeled and carefully packed; one in a box complete.

A new booklet describing the complete line will be sent on request.

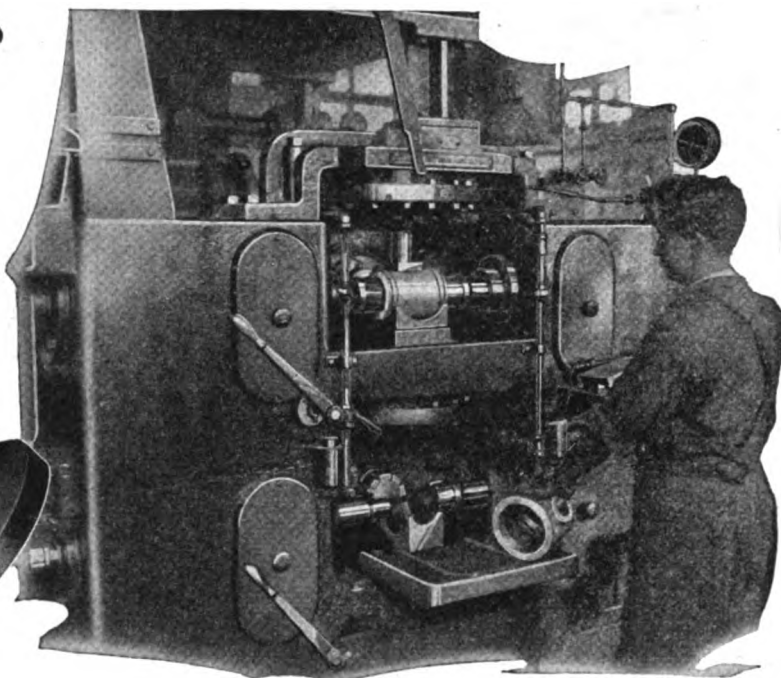
RUSSELL & ERWIN MFG. CO.,

The American Hardware Corporation Successor

New Britain, Conn.
NEW YORK SAN FRANCISCO CHICAGO LONDON, ENG.



Look for the
G
on all
cast iron
fittings



*Threading a six inch reducing cast iron fitting on one of the
 Grinnell Tapping Machines of our own design*

Cheaper Because They are Better

As the manufacturers of Grinnell Automatic Sprinkler Systems, we are one of the largest users of Cast Iron Pipe Fittings in America.

So we decided to make our own and make them better than those we could buy. Then we put them on the market, and they've made a big hit.

GRINNELL FITTINGS SAVE YOU MONEY

Grinnell Perfect Fittings save time and labor. They make better jobs that please your customers and help your trade.

They are strictly quality fittings. Every piece is rigidly inspected; and any that are not absolutely up to standard are thrown out. Nothing but the best is good enough for us—and, therefore, for you and your trade.

COUNT ON OUR BIG STOCK OF PIPE AND FITTINGS

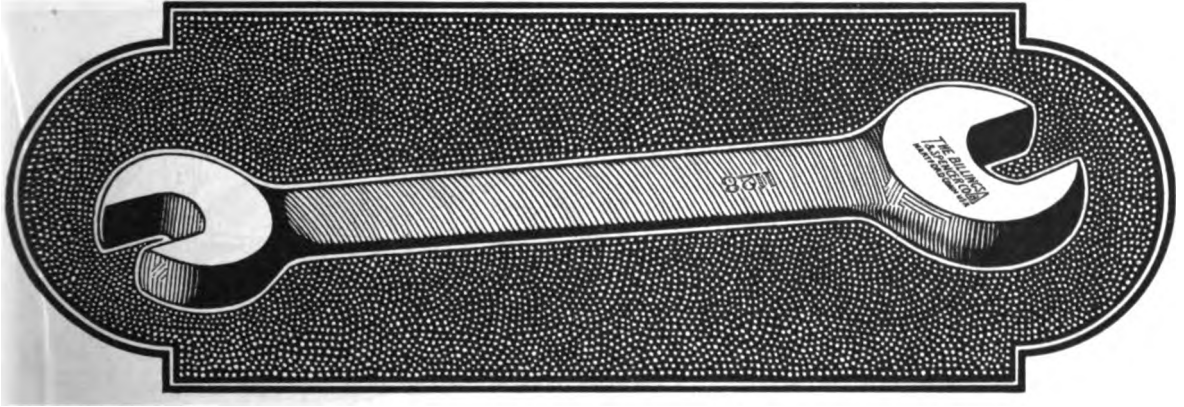
We carry one of the largest stocks on the Pacific Coast and can make quick deliveries. We also carry a full line of National Tube Pipe, which we cut and thread to your sketch.

GRINNELL COMPANY


of the Pacific

453 MISSION STREET, SAN FRANCISCO
 439 EAST 3rd STREET, LOS ANGELES

Ask the owners of 25 million Grinnell sprinkler fittings



THAT wrench is
as good as it is,
only because every man
in the Billings & Spencer
plant is as proud of your
satisfaction as he is of his
own success.



THE BILLINGS & SPENCER CO.
HARTFORD, CONN.

TRADE MARK

Weed Tire Chains for Passenger Cars

Weed Tire Chains for Trucks

THE HONOR OF THE ACCO FAMILY

Weed Chains for Motor Cars!
Anchor Chains for Ships!
Chains for Railroads!

Devices that make travel safe on land and sea, that can be absolutely depended upon to protect human life, are typical of the nature and quality of Acco products.

The workers who make up the Acco family know they are doing more than making commodities merely to be sold.

They know that it is their work that holds millions of motor cars and trucks to slippery roads.

It is their work which enables mighty ships to ride safely at anchor, whether in harbor or helpless on a lee shore.

It is their work which makes possible the safe operation of thousands of railroad trains.

This gives the work of the Acco family honorable and distinctive responsibility which is reflected in every link of every Acco product—"From Plumbers' Safety Chain to Ships' Anchor Chain."

In the Acco family, loyalty to the work itself is rated above everything.

This is true of every worker whether the job is directing all of the numerous plants, or operating a 2,000,000 pound tester, or a typewriter.

The honor of the Acco family is in the hands of each member of it, even to the youngest worker.

These are the reasons why it is possible to say not only that "Every Weed is Guaranteed" but that every link in every chain made by the American Chain Company will hold for the purpose intended.

The big ACCO Line includes chains for every purpose—from Plumbers' Safety Chain to Ships' Anchor Chain—all Styles, Sizes and Finishes.

AMERICAN CHAIN COMPANY

INCORPORATED

BRIDGEPORT, CONN., U.S.A.

In Canada—Dominion Chain Co., Ltd., Niagara Falls, Ontario
 GENERAL SALES OFFICE: GRAND CENTRAL TERMINAL, NEW YORK CITY
 DISTRICT SALES OFFICES: BOSTON, CHICAGO, PHILADELPHIA, PITTSBURGH, PORTLAND, ORE., SAN FRANCISCO

Largest Manufacturers of Chains in the World
All Styles, Sizes and Finishes

Dobbins Blow-Out Chains

Elweltra Trace Chains

Porch Swing Chains

Chains for heavy work of all kinds

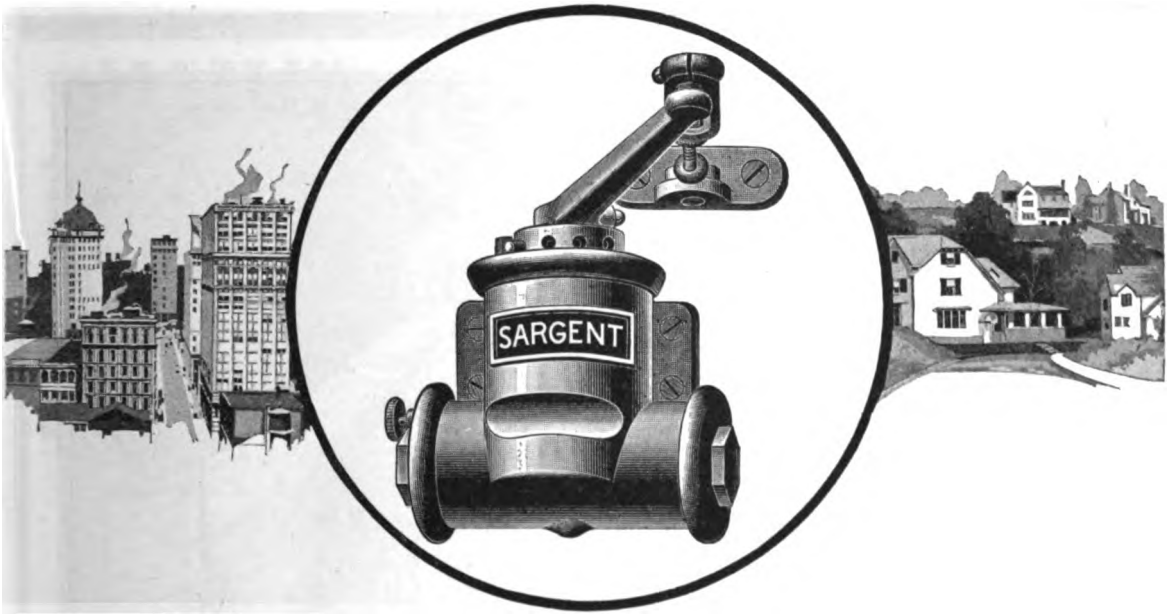
Sash Chain

Chandelier Chain

Chains for every Railway Purpose

Weed Chain-Jack

Ships' Anchor Chains



Doors were made to close

—and to open, too. But who wants a door standing open all the time?

Right in your community there are hundreds, perhaps thousands, who are sick and tired of the insistence with which doors stand ajar. They would welcome a Sargent Noiseless Door Closer.

Take the average home. The back stair door, bath-room door, closet or storm door—all should be kept closed. Office buildings, public and private institutions all offer a big potential market for Sargent Noiseless Door Closers.

Sargent Door Closers act quickly, positively and noiselessly. They are simple in construction, easily adjusted and give extra long service. There are sizes for both heavy and light doors.

For the convenience of your customers and to save you the trouble of explaining, we pack with each Sargent Noiseless Door Closer a blue print, explaining exactly how to apply and adjust them.

Sargent Locks and Hardware

To protect and beautify the homes and other buildings going up in your community suggest Sargent Locks and Hardware. They have the solid quality and workmanlike finish that mean long years of satisfactory service.

The Sargent Book of Designs shows the different patterns. It will be sent at your request to the prospective builders in your selling territory.

Sargent & Co., Hardware Manufacturers

New York

New Haven, Conn.

Chicago



SARGENT
LOCKS AND HARDWARE



Royal Cotton Waste

The Standardized Royal Handful

WHEN each batch or "mix" of Royal Cotton Waste has been completed the material is pulled apart and painstakingly reblended by hand. By this operation every individual handful of Royal, as well as every lot and bale, is turned out identical in quality with the sample from which it was ordered.

Ask your jobber or us for the Royal Sampling Catalogue and the Booklet "Clean Clean Thru."

SMALL USERS SHOULD ASK TO BE SHOWN
THE HANDY NEW ROYAL AUTOPAK BALE

ROYAL MANUFACTURING CO.

General Offices & Plant
Bahway, N. J.

New York Pittsburgh
Chicago Baltimore



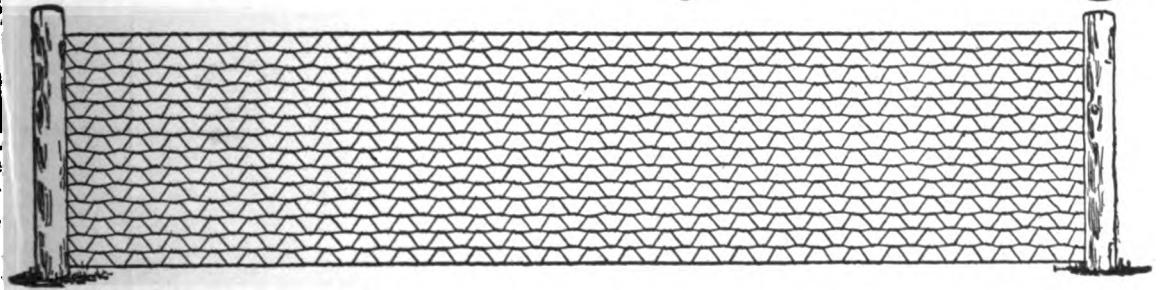
6% TARE

THE GUARANTEE: Uniform Quality

6% Tare (Wrappings) Exact Weight

EXACT WEIGHT

"W W" Poultry Fencing



**Most Practical—Durable—Economical
Poultry Fencing on the Market**



Wickwire Brand Hex Nettings

Galvanized Before or After Weaving

Wickwire Screen Wire Cloth

Cortland Painted Wire Cloth

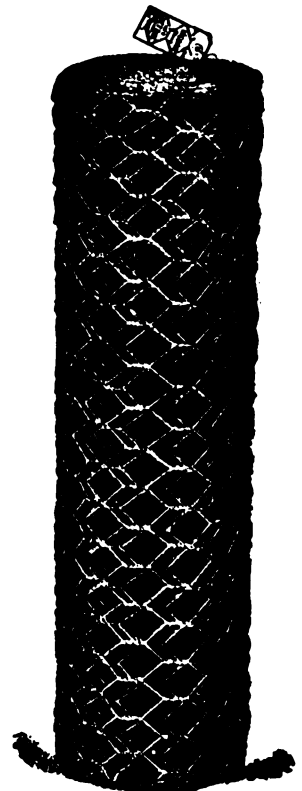
Made from Hard Drawn Steel Wire

Wickwire White Metal Finish Wire Cloth

Heavily coated with high-grade spelter or zinc by the old fashioned hot process method, recognized the world over as the most approved method of applying a durable zinc coat to iron or steel.

Wickwire Bronze Wire Cloth

Made from Hard Drawn Bronze Wire



WICKWIRE BROTHERS

**CORTLAND
NEW YORK**



**NICHOLSON
U.S.A.**
(Trade Mark)

**Where Singing Saws
Cut Up Timber**

Saws must be sharpened constantly to speed their cutting. Saw filers are experts who know files as few others do. Filing is their only work and they widely demand

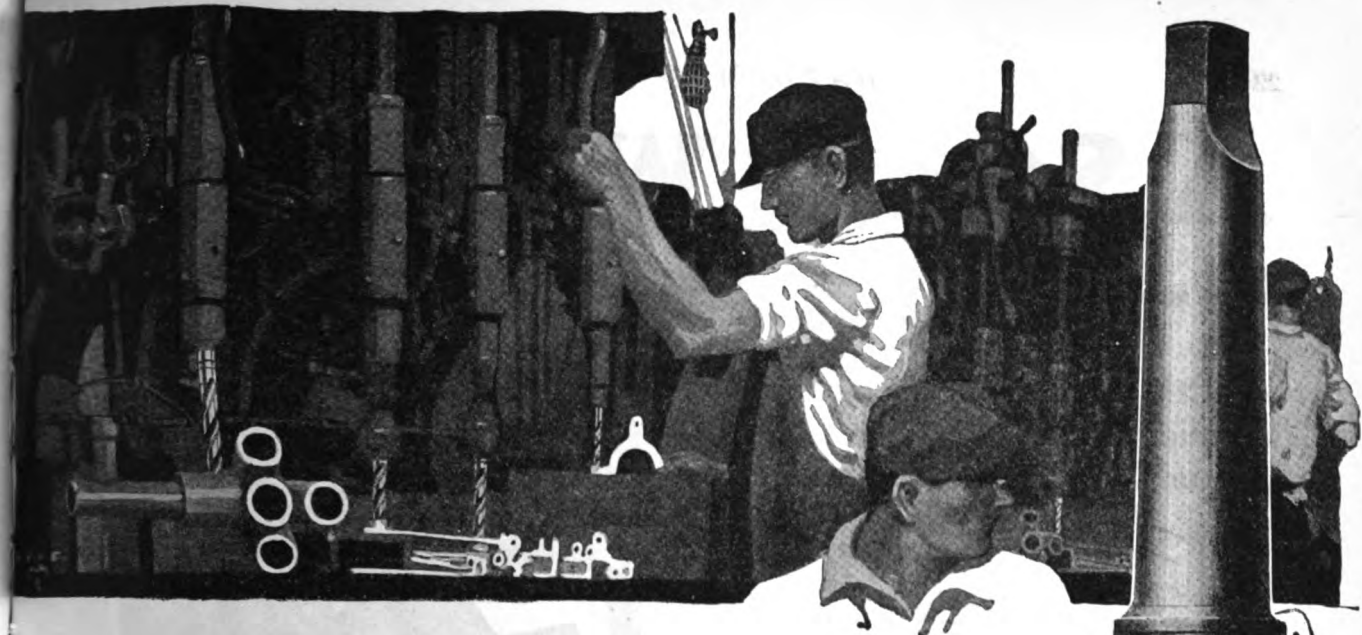
Nicholson Files

Saw filers and others who demand most of files, are enthusiastic in their praise of Nicholson Files. They get longer and better service from every file and find every one sharp and ready for instant, superior performance.

Write for File Philosophy and the NICHOLSON CATALOG both valuable to File users.

NICHOLSON FILE CO.
Providence, R. I., U. S. A.





The Need for Accurate Holes is Universal

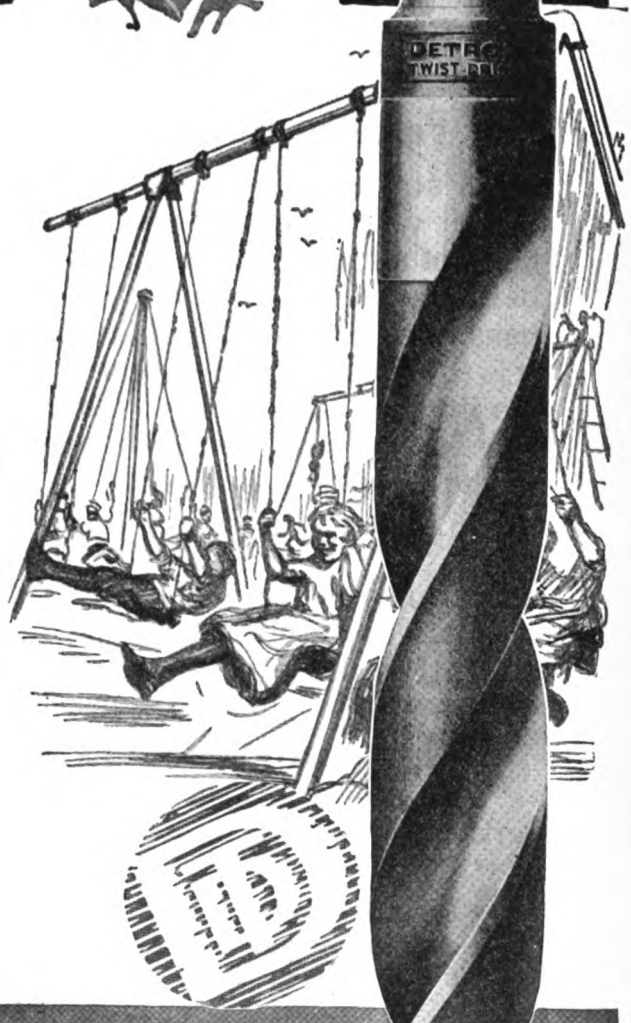
There would not even be as many playgrounds as there are, but for the present-day methods of drilling holes accurately and quickly.

Detroit Twist Drills help manufacture the strong, safe swings, slides and see-saws, which keep your children out in the sunshine, and defeat the lure of crowded streets and the danger of the filthy alleys.

Each manufacturer of metal parts is dependent upon holes. Sooner or later he comes to Detroit Twist Drills, because they produce truer, quicker holes, with less regrinding and less cost for power.

Order Detroit Twist Drills when you buy

DETROIT TWIST DRILL CO., DETROIT, U. S. A.

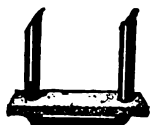


Office of Metallurgical Inspection and Heat Treating

DETROIT TWIST DRILLS

A Strong Wire Staple -- and a Felt Washer

**--Little Things, Yet As Here
Applied They Lengthen Life
And Increase Usefulness
Of Collar Pads**



Pat. in U.S. Dec. 1, 1914
Pat. in Canada Apr. 6, 1915

New Patented Hook Attachment

A strong wire staple reinforced by felt washer firmly grips hook to body of pad even though cover has been weakened by sweat and long usage. This lengthens life of pad. It is the greatest improvement since we invented the hook. *Used on all our Hook Pads and only on pads made by us.*

Stuffed Collar Pads

are the best safeguard against shoulders of horse being chafed, galled and bruised by collar. They excel the unstuffed kinds which lack the soft, pliable, cushion-like and absorbent features possessed by pads containing our specially prepared composite stuffing.

Low in Price---Long Lasting---Well Advertised

Our sixth campaign of advertising direct to users, through the medium of leading agricultural publications, is on a more extensive scale this year than any previous one. This serves to further the interest of dealers and jobbers.

Dealers are requested to write us for a supply of new books concerning care of horses and containing many valuable emergency horse remedies. Every horse owner will want a copy. Sent Free upon request.

For Sale By Jobbers

The American Pad & Textile Co.

Greenfield, Ohio

Canadian Branch

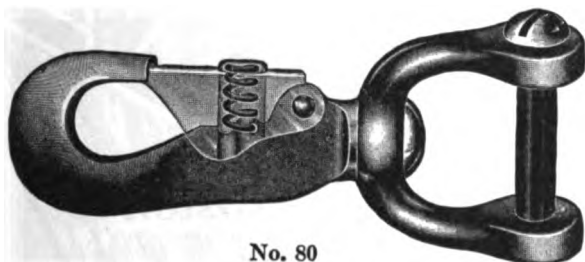
"Thirty-Eight Years Making Pads"

Chatham, Ontario



ANCHOR BRAND

HARDWARE PRODUCTS



No. 80

Swivel Trace Snap with Screw and Roller
(Showing Spring Construction)

LOXPRING

[PATENTED]

SNAPS

Embody
one of the most
striking advancements
in the manufacture of
Harness Hardware.



No. 187

Double Snap for Breast Chains

THE ONLY SNAPS
IN THE WORLD WITH THE

SPIRAL SPRING LOCKED IN



No. 85

Breast Strap Roller Snap

*They improve harness and thereby
multiply sales—that is the testimony
of the men best qualified to speak—
Harness Makers and Dealers.*



No. 183

Breast
Chain Snap

*Spiral Springs in
Loxpring Snaps
are like true friends—
you always know
where to find them
and they wear
well.*



CERTIFIED QUALITY

Send for free copy of "Harness Hardware
Supremacy," which explains in detail advan-
tages of **LOXPRING** Snaps and other improved
Harness Hardware.

WHOLESALE ONLY

Samples Free upon Addressing Dept. A

MADE ONLY BY
NORTH & JUDD
MANUFACTURING CO.
NEW BRITAIN
CONNECTICUT



TONCAN METAL

Resists Corrosion

"Isn't there something better than ordinary sheet metal?"

Ever have a customer ask you that? He's tried ordinary sheet metal and found it good while it lasted.

Now he wants sheet metal but he wants "something better" and you can give it to him. Just say without hesitation

"THERE IS—IT'S CALLED

TONCAN METAL

Its use is true economy, for it costs much less per year of service than ordinary metal sheet.

It can be used for every sheet metal service from ridge roll to down spout, from roofing and siding to culverts.

And it has proven its worth in thousands of structures."

Write nearest distributor for your copy of the
"Corrosion Book."

THE STARK ROLLING MILL CO., Canton, Ohio

Sole Makers

COAST DISTRIBUTORS

The Berger Mfg. Co. of Cal., San Francisco, Los Angeles
Holbrook, Merrill & Stetson, San Francisco, Los Angeles
The Failing-McCalman Co., Portland, Ore.



Are there too many lines to know about?

HUNDREDS of people go into auction rooms every day and come away with things they never intended to buy.

As a hardware dealer you necessarily have to carry a great many lines of goods and your natural thought is that you carry too many to pick out the special advantages of any particular one.

The auctioneer has also "many lines" but he manages to seize on the chief selling point or advantage of each, and so concentrates the attention of his buyers on the advantages

of the particular item he is selling at the time, that he "creates a demand" in their minds, with his enthusiasm.

You will find that if you take one of the **GTD** line of tools such as the "Gun" Tap with its obvious advantages and instill its superior qualities in the minds of your salesmen and make them "enthusiasts," your store will soon be showing gross sales and "turn-over" extraordinary for a supply house and be known to local manufacturers as "The House of Specialty Tools."

GREENFIELD

TAP & DIE CORPORATION

Greenfield, Massachusetts, U.S.A.

Canadian Plant; Wolfe Iron Co. of Canada, Ltd., Galt, Ontario

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

P. S. If your experience shows any incompleteness of your **GTD** stock or information, our Pocket Size Catalog No. 40 will set you on the proper road. Use the coupon.



GTD
Corp.
Greenfield
Mass.

Send latest No. 40 catalog and put our firm on your mailing list to receive information about your threading tools whenever issued.

Name of person _____

Firm _____

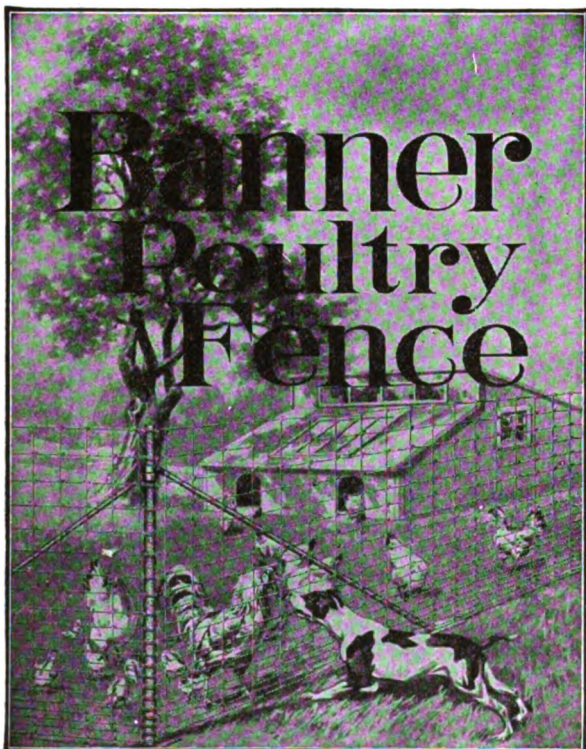
Address _____

208
HW

The Greatest Galvanizing Discovery of the Age

Exclusively Developed by the
American Steel & Wire Company

A new and decided advance in the art of galvanizing wire, resulting in a heavier coat of more lasting zinc that stays on. Either Bessemer or open Hearth Steel. Big wires—more steel per rod—mean longer life and greater strength. Elastic hinged joints—mechanically joined, the only true and enduring way to unite a fabric without injuring the metal. We also put this wire into



Banner Poultry Fence brings big and quick profits to dealers, and great satisfaction to customers.

Banner Poultry Fence is a true woven wire fence and not a netting. Larger wires without increased cost. It is made of 15 and 17 gage wires, instead of 19 or 20 gage wires, as used in old-style fabrics, and has 22 wires in 4-foot height, 16 wires in 2-foot height, making a poultry fence of minimum close space and immense strength.

Banner Poultry Fence Wire is hard, stiff and springy. It carries a coat of zinc put on by the latest method—a discovery, a real improvement in galvanizing—a zinc covering more lasting; it stays on.

Banner Poultry Fence costs about the same as poultry netting in the principal selling sizes, despite the use of heavier wires. The close spaced wires are at the bottom where needed, with gradually increased space at the top, where close spacing is not necessary. Graduated spacing means a

saving which is put into larger wires without increased cost to dealer or consumer.

Banner Poultry Fence saves in cost of erection, because it requires fewer posts, while top and bottom rails are not needed to keep the fence in shape.

Banner Fence makes a neat construction, and forever does away with the ragged, saggy appearance of old-style fabrics.

American Steel & Wire Company

United States Steel Products Company

SELLING AGENTS

SAN FRANCISCO

LOS ANGELES

PORTLAND

SEATTLE

Awarded the Grand Prize at the Panama-Pacific Exposition



The proper use of proper explosives

Giant Explosives save time, money and labor in blasting because they are made especially to suit Western requirements.

As the Giant Line includes all strengths and grades of explosives, you will have no difficulty in supplying exactly the right explosive for your customers' purposes.

The extra care and skill employed in manufacturing Giant Explosives are your guarantee of their strength, stability and uniformity.

It's good business to handle Giant Explosives. You are not required to tie up any capital. The demand for Giant brands is already established. We ship promptly from our nearest magazine. We have a well organized Dealers' Help Service that cooperates to increase business for Giant dealers. Write TODAY.

THE GIANT POWDER CO., Con.
SAN FRANCISCO

"Everything for Blasting"

Branch Offices: Denver, Portland, Salt
Lake City, Seattle, Spokane

EXPLOSIVES

Help Your Customers Get a 100% Wool Crop

A Stewart Shearing Machine is a money maker for both you and the sheep owner. Machine shearing gets more wool, and the wool is longer and more marketable. Every machine sale nets YOU a nice profit.

There has been a great revival in sheep raising, and wool is worth real money these days. Machine sheared wool grades higher and brings top prices.

Hand blade shearing wastes money. A Stewart Shearing Machine gets 15 per cent more wool after the most expert hand shearer has done his best. This is real money, and the saving on even a small flock is considerable.

Stewart Shearing Machines not only get better and longer wool, but get it quicker and easier. The sheep are not scarred, and a smooth, even stubble is left for next year's growth.

The Stewart No. 9 Ball Bearing Shearing Machine is profitable for only a few head, and a big time saver and money maker for flocks up to 300.

Put Stewart Shearing Machines in Your Window

The Stewart Gets ALL the Wool, in Marketable Condition.



STEWART No. 9 BALL BEARING SHEARING MACHINE

Standard hand-operated machine—well built—runs easily.

For shearing sheep or goats.

Retail Price
\$22.00

East of Denver
\$19.25

Our "buy from your dealer" advertising in leading farm papers, with millions of readers, is talking machine shearing to your prospective customers.

Let them know you have Stewart Shearing Machines in stock and you'll get the business in your community.

A good stock of Stewart No. 9 Ball Bearing Shearing Machines is but a small investment, with quick turnover and big profits.

YOU can get the shearing machine business in your community. Ask us for hangers, folders and cuts to help sales. Write for Catalog No. 68 if you have inquiries for power machines.

*The business is all around you.
Every sheep owner a possible customer.
Don't delay, but order NOW from your jobber.*

CHICAGO FLEXIBLE SHAFT COMPANY

5604 Roosevelt Road, Chicago

To cut down the cost per cut

250% More Work

In power hack sawing, compound acts more as a coolant than as a lubricant. Cutting heats the blade, and the purpose of the compound is to prevent the temper of the blade being drawn.

A few drops of oil or a scanty flow of compound simply tends to hold the chips in the cut and is frequently responsible for broken blades. Whatever you are using for a coolant, compound, or water, see to it that the work is flooded except when cutting iron castings. If you use compound, keep it thin and well agitated. Actual tests have proven that the use of compound will increase the amount of work accomplished by 250 per cent.

Get a copy of the Starrett Hack Saw Chart **BF** pick the right blade, put on the weight, see to it your S. P. M. are right — and watch your cutting cost decrease.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

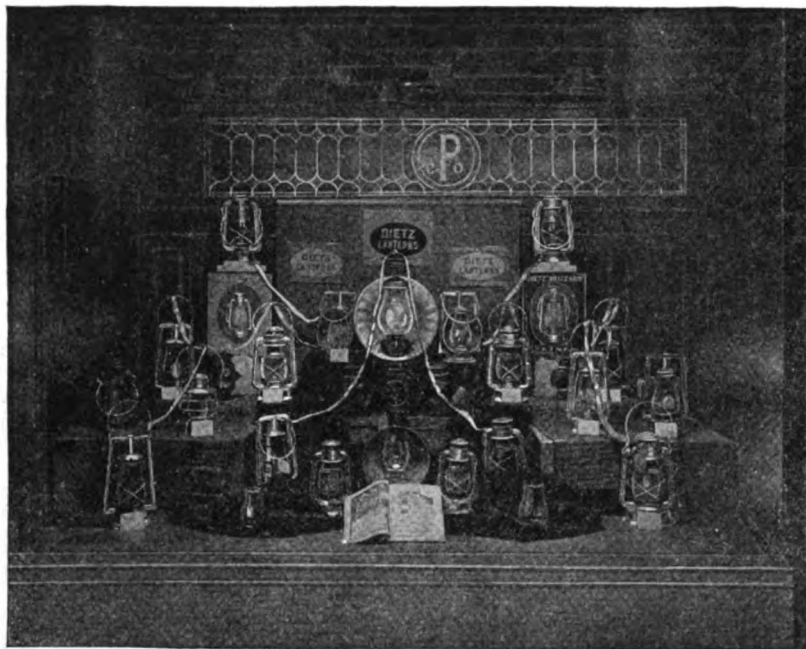


use compound



Use Starrett Hack Saw Blades

42-984



Make Your Windows Pay Dividends

THE Post Company of Irvington, N. J., whose fine display of Dietz Lanterns is shown here, makes windows pay dividends. Dietz Lanterns afford opportunities for excellent Window Display. Among passers-by there are always people who need new Lanterns. When they are brought up short by an attractive window the long neglected purchase is often made then and there.

We furnish attractive Window Display material free on request.

R. E. DIETZ COMPANY
NEW YORK

Largest Makers of Lanterns in the World
Founded 1840

More Quality --- More Demand --- More Sales --- More Profit
Your Jobber Stocks DIETZ Lanterns

DIETZ
LANTERNS



Specifications

Takes any standard .380 rimless pistol cartridge. Capacity, 7 cartridges in magazine with one additional in chamber. Hammerless with side ejection. Three separate safety devices. Length 6 $\frac{1}{2}$ inches, width $\frac{1}{10}$ inch. Weight 21 ounces. Hard rubber stocks. Dull black finish. Made only in one caliber, one style, one finish.

There's a Real Market for this Pistol

Remington not only succeeds in giving the sportsman—your customer—what he wants in firearms and ammunition. It has been a Remington policy to anticipate the needs of the consumer.

For some time sportsmen have been asking Remington for an automatic pistol which would meet all the requirements of protection, touring and hunting—a general purpose arm—a pistol which would take the same dominating position among pistols that Remington shotguns and rifles have occupied among the larger arms.

The sportsman wanted a light, compact arm of low recoil built to shoot straight and hard. In producing the new .380, Remington has gone further than that. This Model 51 automatic pistol is **COMPLETELY SAFE**—made so by an extra safety device which locks the sear and hammer and makes impossible the accidental discharge of a cartridge left in the chamber when the magazine is removed.

The Model 51 is a good seller because it possesses improvements which the sportsman has needed and which he is quick to recognize once he sees the arm. Some of these pistols should be in your show case.

ASK YOUR JOBBER

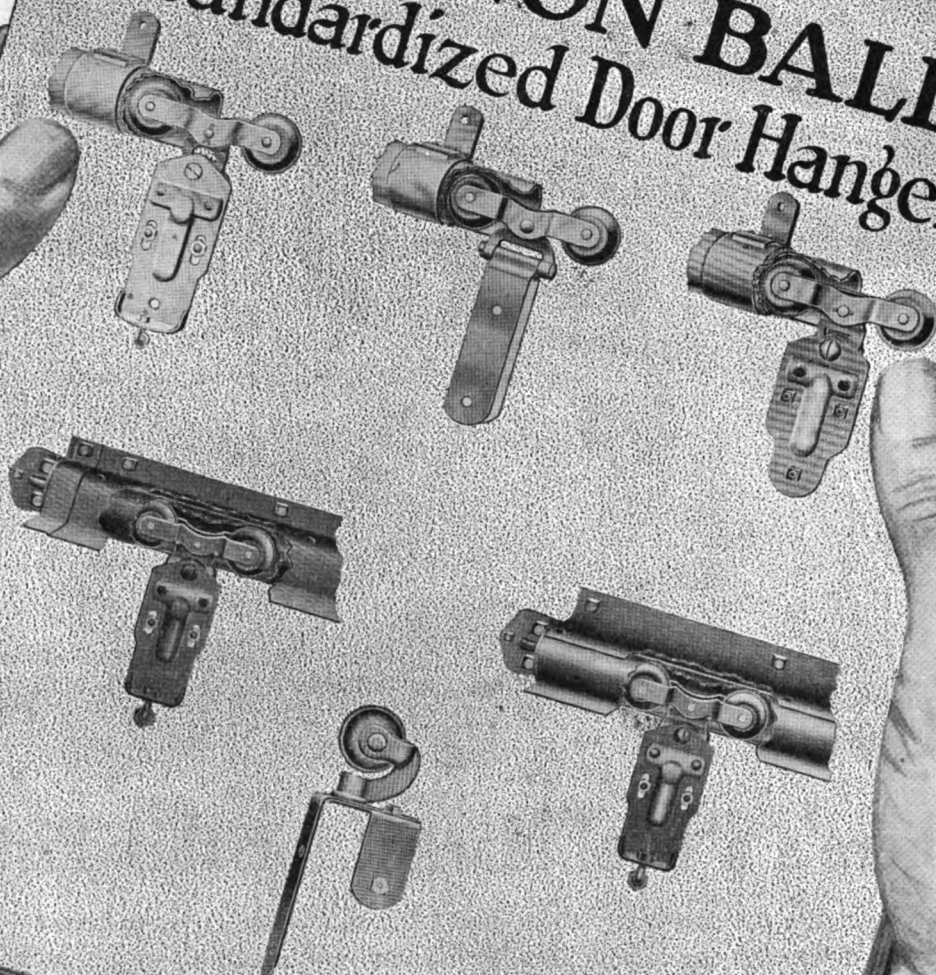
THE REMINGTON ARMS UNION METALLIC CARTRIDGE COMPANY, Inc.

Largest Manufacturers of Firearms and Ammunition in the World

Woolworth Building

New York City

CANNON BALL Standardized Door Hangers



ANY of the different styles of "Cannon Ball" hangers can be used on any "Cannon Ball" track—and any combination of the different styles of "Cannon Ball" track may be used with any "Cannon Ball" hanger. This means that you can always answer a customer's needs as long as you have any "Cannon Ball" track and hangers in stock. In addition you have the advantages of being able to feature special combinations in the regular styles for barns and similar buildings, and a number of door sets for garages. Write and ask for the STAR barn book and catalog.

Hunt, Helm, Ferris & Co. Complete Barn Outfitters Harvard, Ill.; Albany, N. Y.

Designers and Manufacturers of

STAR Equipment



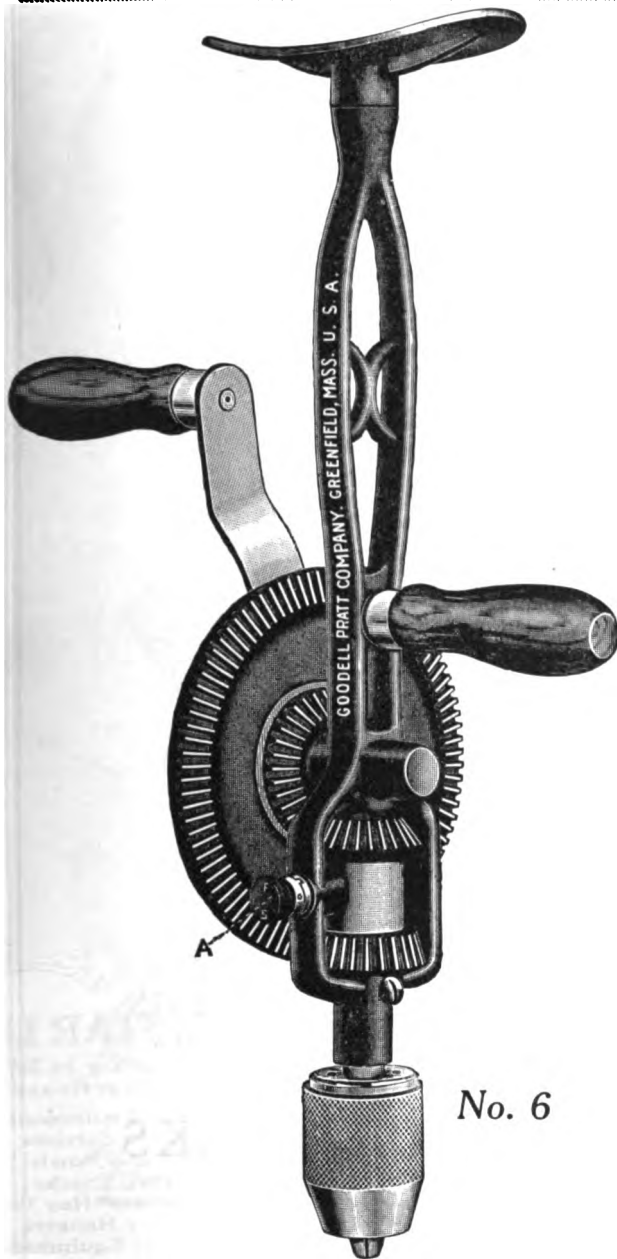
The STAR Line

"Something to Sell
the Year Round"

Barn Equipment
Litter Carriers
Water Bowls
Feed Trucks
"Harvester" Hay Tools
Door Hangers
Garage Equipment
Coaster Wagons
Tank Heaters
and Other Farm
Specialties

GOODELL PRATT

1500 GOOD TOOLS



No. 6

Breast Drills

In order to meet the requirements of all users of Breast Drills we have developed our line of these tools to

27 Styles

Among them are drills with iron, steel and aluminum frames, one and two speeds and ratchet movements, with and without levels, and fitted with chucks of various patterns and capacities.

GOODELL-PRATT Breast Drills can be distinguished by the clean cut design and the big red gear.

Goodell-Pratt Company

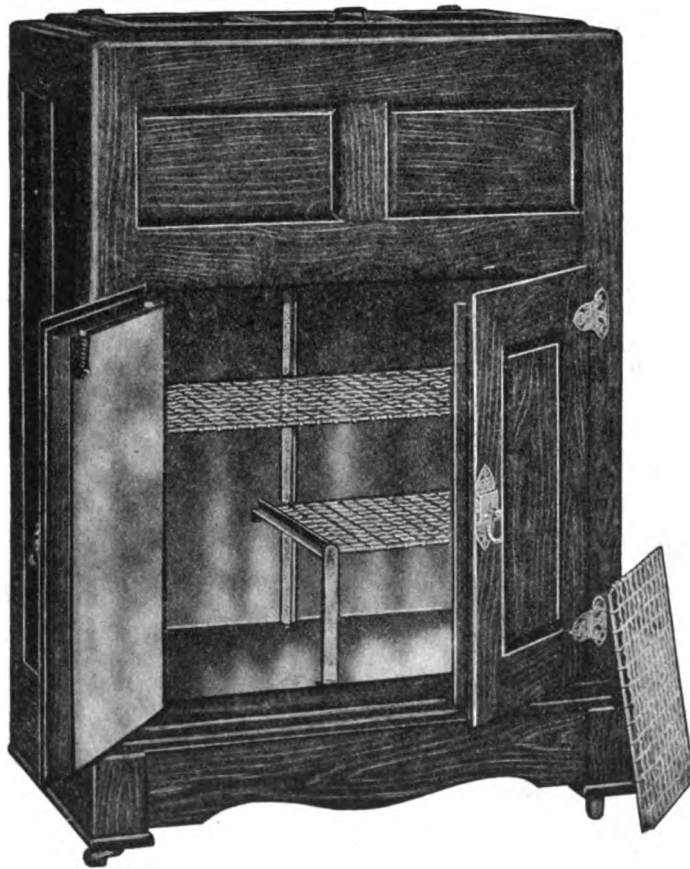
Toolsmiths

Greenfield, Mass., U. S. A.



It Is Going to Be Hard to Get Refrigerators Next Summer When You Want Them

Your Jobber Has a Good Stock on Hand at Present



UNION HARDWARE & METAL CO.
Los Angeles

SLOSS & BRITTAIN
San Francisco

MONARCH REFRIGERATOR WORKS
BURLINGTON, VERMONT

HERCULES DYNAMITE

Progressive Dealers Sell Explosives

Sell Hercules Dynamite to your customers.

By furnishing the explosives with which your customer can dig ditches, clear his land of rocks and stumps, plant trees, cultivate his bearing orchards and do a hundred other things, you help him to increase the value of his land.

The use of dynamite makes better farms; better farms mean bigger profits to the farmers, increased land values, bigger balances in the local bank and better business for your town. In short—the use of explosives is a vital factor in building the prosperity of your community and your business.

HERCULES POWDER CO.

1043 Orange Street
Wilmington, Del.



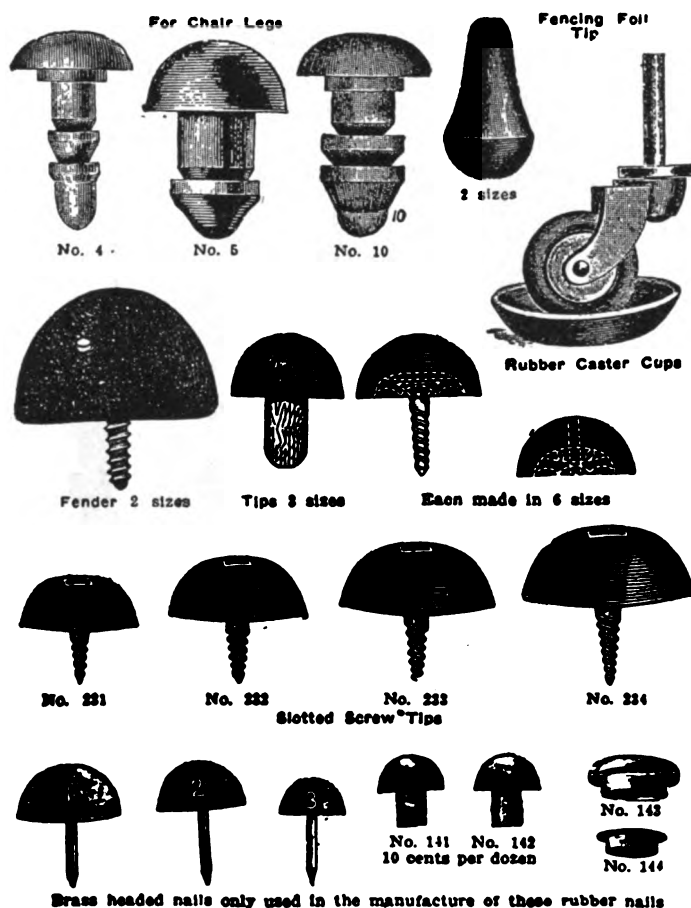
There are a few territories open for additional Hercules dealers



Hercules Dynamite is sold by Leading Dealers

Some High Grade Standard Rubber Tips and Bumpers

That ought to be in your stock

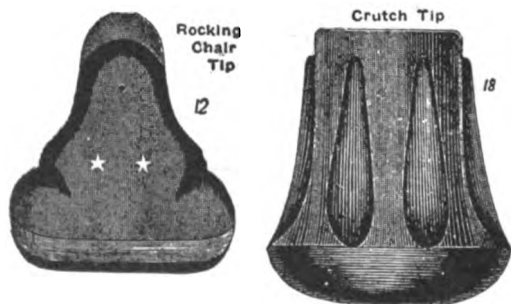


Rubber Tips and Bumpers are in big demand these days—people are beginning to realize the great advantages of their use.

But all tips are not good tips—and a bad tip prevents further sales—further business.

It is up to you, to stock the best and most varied line. Inspect some of the illustrations—there's a tip in our line for every practical tip purpose. You had better investigate—for the sake of good business.

Write today — ask for catalog, prices and terms.



THE ELASTIC TIP COMPANY

370 Atlantic Avenue.
Boston, Mass., U.S.A.

Features



DESIGN: Straight, sturdy lines that make the stove look as if built for service. Handsome in the extreme. A style that makes any woman proud to have it in her kitchen.

COLOR: Nesco Grey—just enough of greenish hue to give character. Beautiful, clean, attractive.

STOVE HOLES: Set well to the front of stove, so as to leave more shelf room at back.

BURNERS: Here's the heart of the stove. Perfect burning and perfect operation are necessary.

A blue flame, containing an inner flame, gives intense heat without smoke. Air comes in through perforated tubes and within the center of the inside tube forms gas as it is heated and rises in flame.

The burner bowl is lowered into the oil column and the oil is fed to the flame thru a stationary non-burnable wick. To extinguish, the burner bowl is simply raised up out of the oil. What oil is left in the wick burns out.

TOGGLE JOINT: The raising and lowering is done by a toggle joint, which cannot get out of order and which stays exactly where it is put. The flame cannot flare up or go out, because the burner has moved.

BOOKWEAVE WICK: A woven non-burnable wick sets stationary in the burner bowl. It does not move in the bowl. It simply serves to feed oil to the flame. It can be wiped off to clean—can be reversed and is long lasting.

NO SMOKE: As the burner bowl containing the wick is raised up out of the oil to extinguish and the oil is burned out of wick, when left standing there can be no seepage of oil onto the chimney cylinders. Such accumulation must be burned off when lighting and this causes smoke and smell. Smoke is also caused by turning the wick too high. Not so here. A faster feed gives a less economical flame, but cannot produce smoke. Chimneys are always dry—hence no smoke.

EASY TO CLEAN: All parts are easy to get at and the supply pipe line is easily opened and flushed.

Truly the Nesco Perfect Oil Cook Stove is the housewife's pride and wonder, and the retailer's profit making, quick seller.

NATIONAL ENAMELING & STAMPING CO.

St. Louis
Granite City, Ill.
New York
Milwaukee

Baltimore
Chicago
New Orleans
Philadelphia



Faultless Caster Company

PACIFIC COAST REPRESENTATIVES

CHAS. A. DOWD SALES COMPANY, 320 Market St., San Francisco, Calif.

Evansville

Indiana



Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

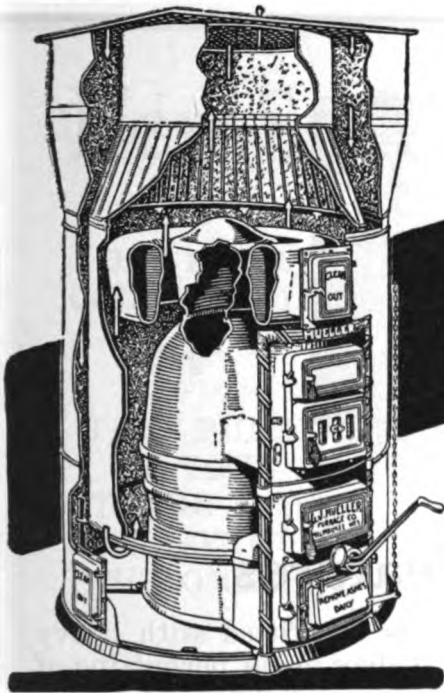
Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"



MUELLER

The "Big 3"

PIPELESS FURNACE

Why called the "Big 3"? Because three big and exclusive construction features are mainly responsible for its heating efficiency and fuel economy. Three features have established the Mueller's superiority.

The "BIG 3" Are Sales Clinchers and Business Builders for You

BURNS ANY FUEL — ECONOMICALLY

The Mueller Pipeless burns hard or soft coal, coke, wood, lignite or gas. Saves from a third to a half on any fuel used.

It is guaranteed to heat every room, upstairs and down, comfortably. Requires attention but once or twice daily. Keeps air in the rooms moist and clean

You get in the "Big 3" features of construction, basic selling arguments not found in any other pipeless furnace. Rightly used they will bring you the very cream of the pipeless furnace business in your territory—will make you the dominant furnace dealer.

We have laid the groundwork for this big trade by extensive advertising in national and farm papers covering your territory. Home owners and home builders everywhere are being educated to the efficiency and economy of the Mueller, the "Big 3" Pipeless Furnace. Thousands of Muellers are installed in every section of the country.

You will want to know more about our plans, our co-operation and specially attractive dealer proposition. Write today for the Mueller Book and full details of our agency offer.

L. J. MUELLER FURNACE CO.

Makers of Heating Systems of All Types Since 1857
233 Reed Street, Milwaukee, Wis.

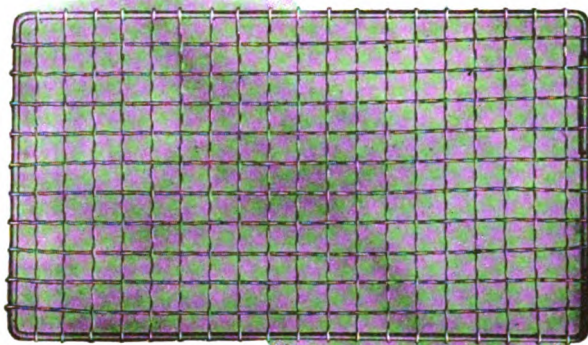
DISTRIBUTORS

The Salt Lake Hardware Company, Salt Lake City,
Utah, and Pocatello, Idaho.
Holbrook, Merrill & Stetson, San Francisco and Los
Angeles, California.

Richards & Conover Hardware Co., Kansas City,
Missouri.

The Jackson Hardware Co., Aberdeen, So. Dakota.
Lee-Coit-Andreesen Hdwe. Co., Omaha, Nebraska.

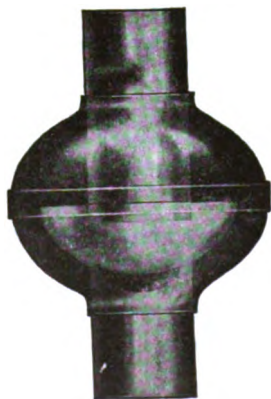
Stocks also carried at Brooklyn, Buffalo and Syracuse, N. Y.; Pittsburg, Scranton, Lancaster and Philadelphia, Pa.; Baltimore, Md.; Toledo and Cincinnati, Ohio; Nashville, Tenn.; Detroit and Grand Rapids, Mich.; Minneapolis and St. Paul, Minn.; Chicago, Ill.; Kansas City and St. Louis, Mo.; Omaha, Neb.; Aberdeen, S. D.; Seattle, Wash.



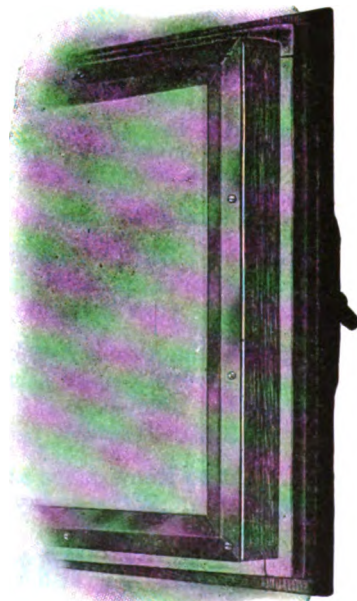
A Few Baldwin Features

Provision Shelves.—All Baldwin Refrigerators are fitted with heavy tinned woven wire shelves. These are the best shelves made, permitting of free circulation of air and being strong and easily cleaned. They are double or retinned after making and do not rust.

Elastic Packing Around Edges of Doors and Lids.—In addition to the usual laps on doors the latter are provided with elastic packing around the edges, this in combination with our lever lock making them doubly air tight. The lids of our upright styles are also fitted with this exclusive ice saving feature not found in other makes.



Castors. — We use a first-class caster, with maple or lignum vitae wheels, varying in size according to weight of refrigerator. Its chief merit lies in the fact that it can be inserted and withdrawn from the socket, but will not drop out, the shaft being gripped at top by the steel socket.



Air Tight Waste Trap.—Our new inside trap is of brass, nickel-plated, and comes apart for cleaning. Being in the bottom of storage compartment, it is more easily reached than when underneath the refrigerator. Waste pipes are also removable for cleaning.

The Baldwin Refrigerator Company, Burlington, Vt.

Stock Carried by HEYMAN-WEIL CO., San Francisco, California

New Style "ACME" Fry Pans

**ONE PIECE
COLD HANDLE**



**THEY BUILD
UP YOUR
TRADE AND
SATISFY YOUR
CUSTOMERS**



**INSIST ON THE
"GENUINE"
ACME**

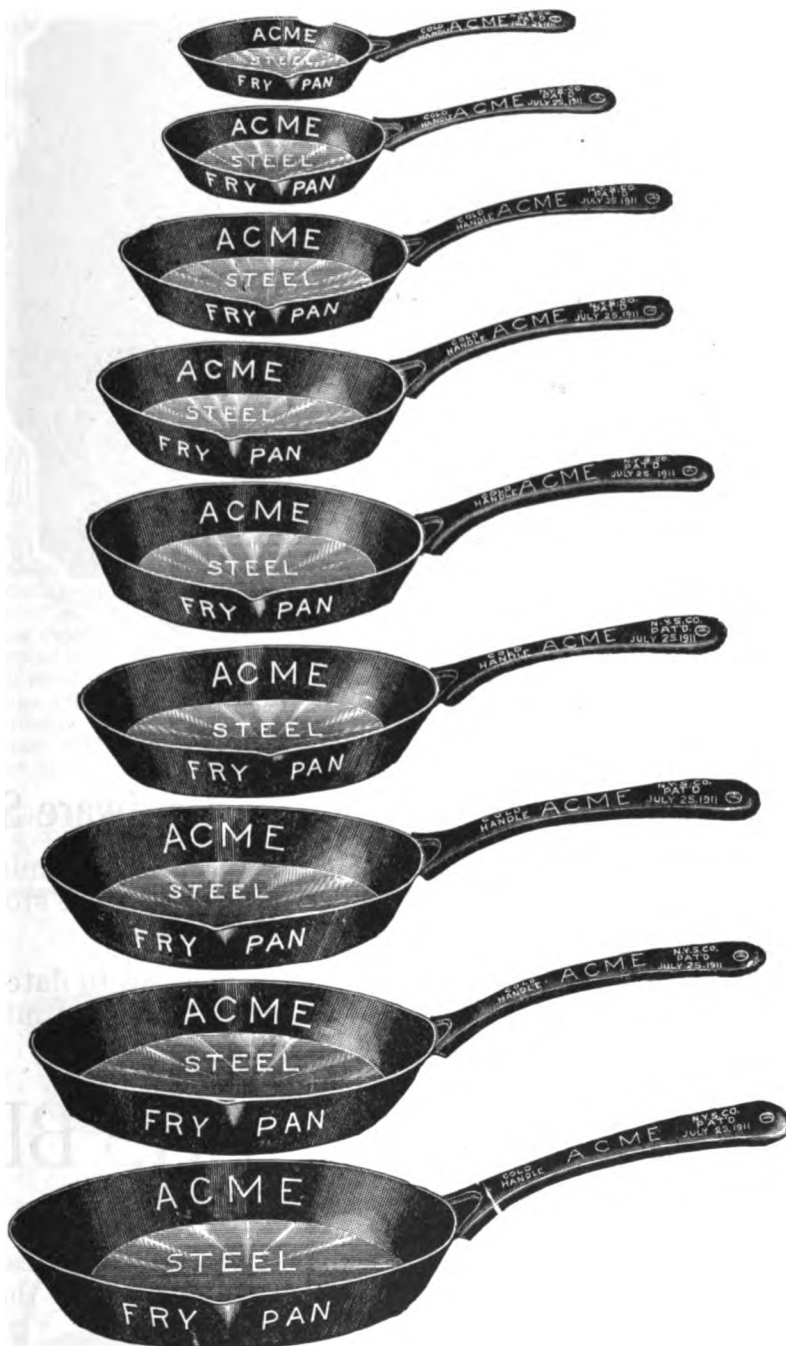


**SOLD BY ALL
FIRST - CLASS
JOBBER
THROUGHOUT
THE WEST**



**Pacific Coast
Representatives
Wm. P. Horn Co.
Rialto Bldg.
San Francisco**

**Portland
Los Angeles
Seattle**



NEW YORK STAMPING COMPANY
Brooklyn, New York



*The
Family
Plate for
Seventy
Years*

The Woman in the Hardware Store

No doubt you appreciate the value of feminine patronage. But many women still believe that a hardware store is an institution that takes care only of men's needs.

If your Silverware Department is up to date and attractive, it should serve to interest these doubters and introduce them to your store as a whole.

1847 ROGERS BROS.

SILVERWARE

is not only the best known silver plate, but it appeals to the woman who desires her silverware to harmonize with the furniture and other furnishings of her home.

INTERNATIONAL SILVER CO., Meriden, Conn.

Pacific Coast Warerooms, 150 Post Street, San Francisco

UNIVERSAL

THE TRADE MARK KNOWN IN EVERY HOME



UNIVERSAL ALUMINUM WARE

UNIVERSAL Aluminum Ware is new in design—new in quality—concepts—new in sanitary features—new in selling possibilities.

Every utensil a strictly quality product.

A Few Features of "Universal" Betterness

Bodies of pots, pans and kettles are gracefully formed, seamless and leak-proof. No sharp angles, cracks or crevices to collect dirt, grease or grime. Extra large, extra strong close fitting Beads. Handles doubly braced for double strength—made of cold rolled steel, heavily tinned. Balls stand at any angle away from the heated vessel. Ears with straight edges easy to keep clean—made of cold rolled steel. Pure Aluminum spouts welded to bodies.

Because of the prestige all "Universal" products have with householders throughout the country "Universal" Aluminum Ware has met with instant popularity and no line which we have put on the market has had a more enthusiastic reception.

Order through your "Universal" Jobber

LANDERS, FRARY & CLARK

NEW BRITAIN

CONNECTICUT

IRON HORSE!



*"Why that's the Metal Ware
they told us to get."*

ROCHESTER CAN CO.
Rochester, N.Y.

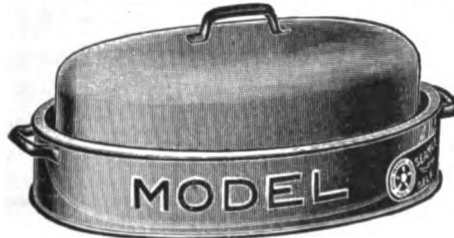
ESTABLISHED IN 1834 — THE OLDEST HOUSE IN THE BUSINESS

"MODEL" ROASTERS

The Roaster of Satisfaction

Manufactured by THE CENTRAL STAMPING COMPANY'S original process of reverse stamping whereby all unsanitary and unsavory ridges are eliminated. Made in Plain Metal, also enameled in three colors.

Seamless
Sanitary
Self-Basting
Self-Browning
Satisfactory



Best Shape and
Construction
For Efficiency

ONE PIECE BODY
(Makes Cleaning Easy)
MAKES ROASTING A
PLEASURE
(No Basting Over Hot
Oven)



HAS HOT AIR
JACKET
(Prevents Burning)
CLOSE FITTING
HANDLES
(Economy of Space)

TRADE MARK

Fish Racks can be furnished for use with the roaster, but are not included unless ordered extra.

TWO SIZES

Small Holds

- 10 Lb. Round Roast
- 8 Lb. Rib Roast
- 8 Lb. Leg of Lamb
- 1 10 Lb. Turkey or
- 2 4 Lb. Chickens

Large Holds

- 18 Lb. Round Roast
- 14 Lb. Rib Roast
- 16 Lb. Leg of Lamb
- 1 16 Lb. Turkey or
- 8 4 Lb. Chickens
- Small 10 1/4 in. x 15 1/4 in. including Handles 17 in.
- Large 11 1/4 in. x 17 1/4 in. including Handles 19 1/4 in.



Blue Glazed Enamel



Gray Mottled Enamel

Represented in California
by
BARRETT & ROSS
91 New Montgomery Street
San Francisco, Cal.

In the State of Texas
by
CHAS. A. SCHMIDT, Jr.
San Antonio, Texas



"Model" Extra Large Roaster

One Size 12 3/4 in. x 18 5/8 in., including Handles 20 3/4 in.
Two Finishes—Polished Sheet Steel and Blue Glazed Enamel.

Represented in the States
of Washington, Montana,
Idaho, Oregon, Colorado
and Utah by
FRED A. LEE
1620 Thirteenth Avenue
Seattle, Wash.

THE CENTRAL STAMPING COMPANY - NEW YORK

MAGNETIC CLOTH

The Most Complete Domestic Help Device Known

It instantly removes Grease, Burned Foods and all dirt from all kitchen ware. ALSO cleans Vegetables, New Potatoes, Sweet Potatoes, Carrots, Parsnips and such like. ALSO Tile work, Marble or Brown Stone Steps and many other things too numerous to mention. ALSO is used extensively for cleaning stained and greasy hands, for instance in machine shops, garages, etc.



These are the days of progress and efficiency. The woman in the kitchen is no longer satisfied with the old-fashioned, back-aching methods of cleaning greasy pots and pans; MAGNETIC CLOTH is now the active housemaid that saves time and labor and conserves sweetness of disposition. The kitchen sink of the modern housewife is no longer complete without a MAGNETIC CLOTH hanging on a hook.

The MAGNETIC CLOTH is as pliable as cloth, entirely as efficient as the best abrasive. Made to slip on the hand like a mitten. After using, rinse in warm water and hang up by the loop, to dry.

As a magic wonder this MAGNETIC CLOTH is demanded everywhere; its market is wide and insistent and it is a logical, inevitable profit-maker for the merchant who reads and heeds the mind of his trade.

Retails for 10 Cents



Retails for 10 Cents

Send us your jobber's name if he can't supply you with a trial gross. Packed in two dozen attractive cartons for show case display.

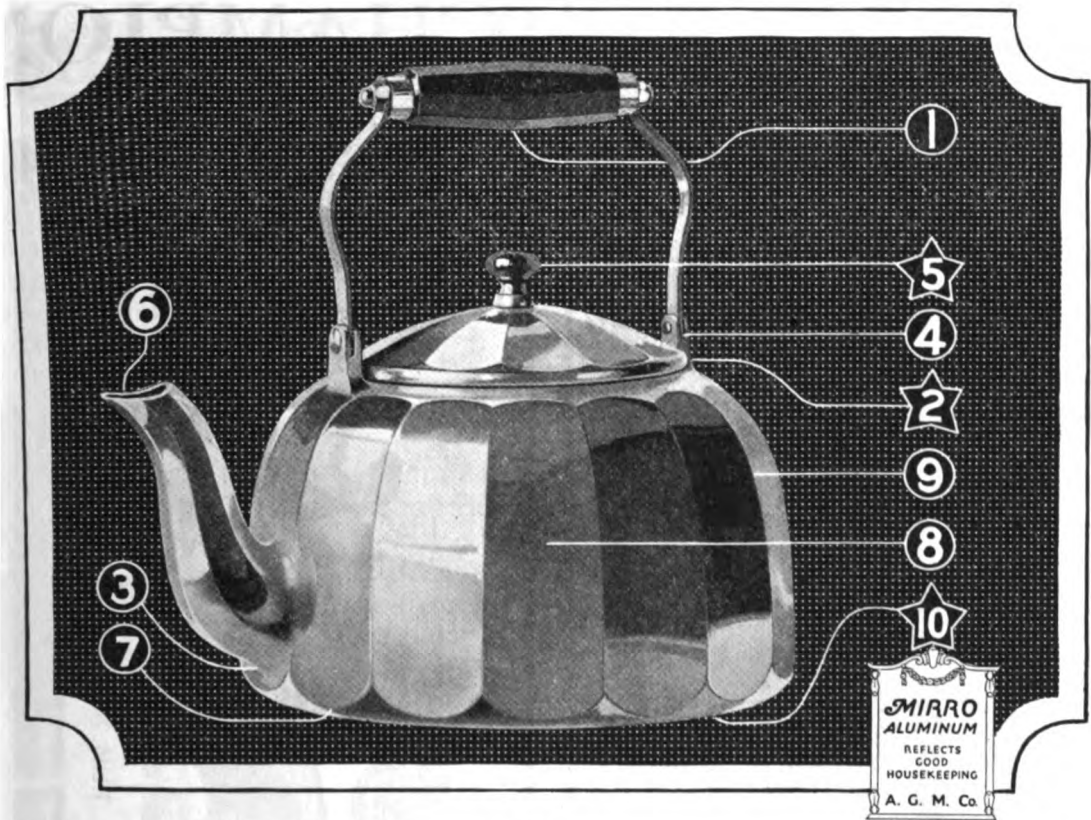
MANUFACTURED BY

JOHN W. GOTTSCHALK MFG. CO.

LEHIGH AVE. AND MASCHER ST.

PHILADELPHIA, PA.

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco



Mirro Lasts Years and Years

Into every Mirro utensil is built long life and usefulness; long life, because of the superior rolling and stamping process by which it is made; usefulness, because of the extraordinary ingenuity with which it is designed.

This Mirro Aluminum Tea Kettle, for instance. A generation from now, it will be as cheerily active in the service of an appreciative mistress as it is today. Age will not shelve it, nor Time mar its beauty.

And from the standpoint of convenience, it is truly unusual. Note the ten splendid features of convenience—features you do not find in ordinary aluminum ware:

(1) The highly ebonized, sure-grip, detachable handle. ☆(2) Handle ears are welded on—an exclusive Mirro feature. (3) Spout also welded on—no loosening—no dirt-catching joint.

(4) Slotted ears permit handle to be shifted to any desired position without coming in contact with sides of kettle. ☆(5) Rivetless, no-burn, ebonized knob.

(6) Self-filling, easy-pouring spout. (7) Unusually wide base—quick heating and fuel saving. Also prevents flame from creeping up around sides.

(8) Famous Mirro finish. (9) Beautiful Colonial design. Also made in plain round style. ☆(10) Mirro trade-mark stamped into the bottom of every piece, and your guarantee of excellence throughout.

Back of every Mirro utensil is America's foremost manufacturer of aluminum ware, and more than a quarter of a century's experience in aluminum making. At better stores everywhere. Moderately priced.

Aluminum Goods Manufacturing Company, General Offices: Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

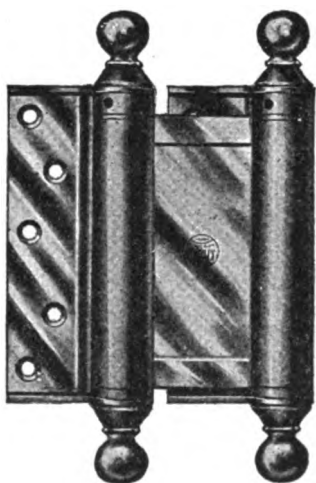
MIRRO ALUMINUM

Reflects
Good Housekeeping

The above advertisement will appear (full-page size) in the May issues of four great magazines—Woman's Home Companion, Pictorial Review, Delineator and Designer. As advertising mediums, these combined publications are a great force, and strongly influence the purchases of American women. That Mirro advertising is widely read by these women-purchasers is evidenced in daily mounting Mirro sales.

TRADE
CHICAGO
MARK
SPRING HINGES

Here is the "Triplex"—
a hinge in great demand.
Note its graceful lines and
handsome appearance.



You can safely stake your
reputation on its *quality* and
performance. It swings doors
faultlessly. Thousands in use.

Sell a product that brings sat-
isfaction and nets a good
profit. Keep well stocked.

Send for Catalogue
H-36

Chicago Spring Butt Company,
CHICAGO NEW YORK

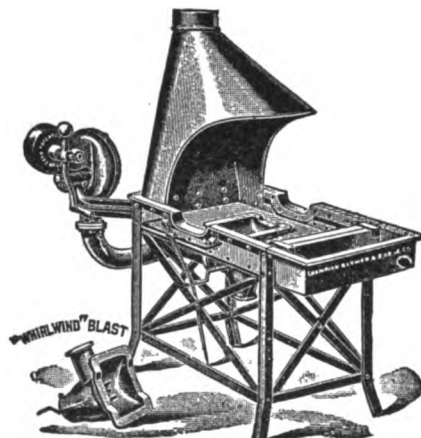
Ewing-Lewis Co., San Francisco, Los Angeles
Pacific Coast Representatives

CHAMPION

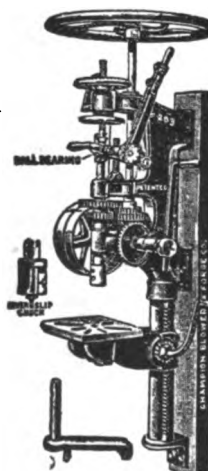
BLOWERS FORGES DRILLS



No. 400 Blower



No. 408 Forge



No. 203 Drill

CHAMPION TOOLS

Built for Service

Carried in Stock by all
Leading Jobbers

Write for 365-Page Cata-
logue

**THE
CHAMPION
BLOWER AND
FORGE CO.**

Lancaster, Pennsylvania,
U. S. A.

Stanley Tools



Stanley Extension Bit Holder

Used in connection with a Bit Brace, it will extend the Bit, enabling the user to bore through walls, floors, etc., where the ordinary Bit will not reach.

The Socket in which the Bit rests and the Shank for its entire length are of one piece of steel.

Note how the shape of the socket conforms to the Shank of the

Bit. This form of construction, together with the improved Lock Nut, makes it impossible for the Bit to work loose while boring.

Any length Holder will follow up a $\frac{3}{8}$ -inch Bit. Heavily nickel plated and highly polished. Made in six different lengths.

Manufactured by

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Every Foot of

Ludlow-Saylor "Perfect" Galvanized Hardware Cloth . . .



by reason of our thorough equipment, **extensive** experience and **established** high standards, is more than a Galvanized Hardware Cloth; it is "The Hardware Cloth that stands Hardwear" and is

"Guaranteed"

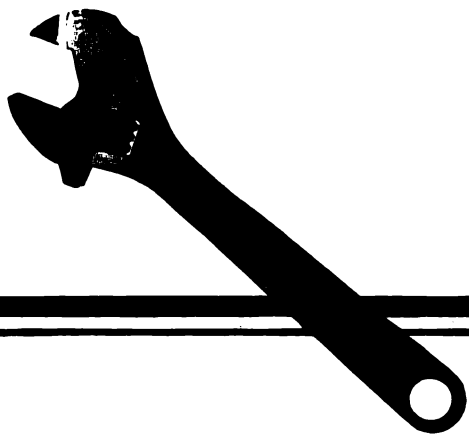
It is woven of the best steel wire, the joints are all securely soldered by a good coat of galvanizing after weaving, and measures up to the most exacting demands of critical customers.

Order your requirements through your regular jobber, also the "Perfect" Window Screen Cloth, Poultry Netting, Fly Traps, etc.

Manufactured by

The LUDLOW-SAYLOR WIRE CO.

ST. LOUIS, MO.



"The best wrench—I know of"

A dozen hardware dealers in one city were recently asked by a total stranger:

"What is the best adjustable open-end wrench on the market?"

Quick as a flash came the answer from each one:

"The Crescent Wrench—of course!"

The Crescent Wrench is characteristic of the whole "family" of Crescent tools

Send for catalog

CRESCENT TOOL CO.
Jamestown, N. Y.

Crescent
TOOLS

Remove Stock Rapidly and Smoothly ▲



"The DELTA

Is the only Line of Files from 3 to 24 inches that are made absolutely of

**CRUCIBLE
STEEL"**

This high quality material and our scientific hardening and tempering methods enable us to produce files of exceptional durability.

Delta Files are made in several shapes and sizes—there is a shape and size for your particular requirement.

Use Delta Files in your shop—you will increase your output and greatly reduce your cost of filing.



This trade mark safeguards the interests of thousands of file users everywhere. Always look for it.

DELTA FILE WORKS
PHILADELPHIA, PA.



Nos. 50, 55 and 56 Machinist's Case

PILLIOD Tool Cases

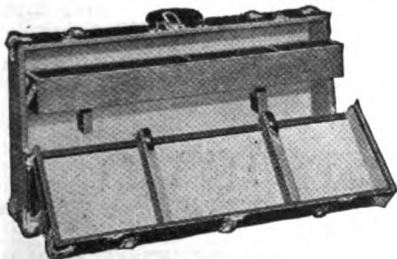
THE
BUILT FOR SERVICE
LINE

Tool Cases for every purpose, sturdy, light weight, beautifully finished quality cases for Machinists, Carpenters, Auto Owners, Auto - Repairmen, Plumbers, Household Tools and Fishing Tackle. "The line that sells and satisfies."

The Pilliod Lumber Co.
SWANTON, OHIO

Western Representative
SPRAKE SALES CO.

822 Higgins Bldg., Los Angeles, California
525 Market Street, San Francisco, California
633 Railway Exchange, Portland, Oregon
223 Kerns Bldg, Salt Lake City



No. 7 Carpenter Case

SAVAGE

**The SAVAGE
JUNIOR RIFLE**

*.22 Calibre
Gun*



Specifications: 18-inch round barrel single-shot model. Shoots .22 short and long cartridges. Bolt action modeled after best military rifles. Genuine walnut stock steel buttplate. Bead front and adjustable rear sights.

IT is a rifle worthy of your careful attention for your 1920 season. Staunch and well made, of Savage Quality throughout, it has a strong appeal to youngster and seasoned rifleman as well. To the novice, it affords at a modest price, an opportunity to learn the lure of the firearm—to the hunter it is an indispensable item in his equipment for small game and for amusement around camp.

Remember it is bolt action, a miniature army rifle, simple as a monkey wrench, and unsurpassed in accuracy.

It is low in price—it will sell in large volume. Add it to your stock this year.



SAVAGE ARMS CORPORATION
UTICA, N. Y.

SHARON, PA. DETROIT, MICH.

Executive and Export Offices
56 Church St., New York, N. Y.

THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

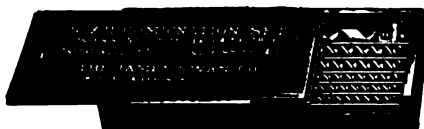
Bits
Augers



Chisels
Draw Knives



Nail Sets
Gimlets



Gouges
Screw Drivers

New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California

PHOENIX HORSE AND MULE SHOES

and BULL DOG TOE CALKS

BEST IN THE WORLD

Phoenix Shoes are Kept in Stock by the Following Houses

Boise, Idaho.....Northrop Hardware Co.
Butte, Montana.....Montana Hardware Co.
Fresno, California.....Inland Iron Co.
Hamilton, Montana....The Valley Mercantile Co.
Los Angeles, Calif.—
 W. T. McFie Supply Company
 Percival Iron Company
 Waterhouse & Lester Company
Ogden, Utah.....Geo. A. Lowe Company
Portland, Oregon—
 Northwestern Hardware & Steel Co.
 J. E. Haseltine Company

Pocatello, Idaho..Salt Lake Hardware Company
Sacramento, Calif.....Schaw-Batcher Company
San Francisco, Calif.—
 Baker, Hamilton & Pacific Company
 Scovel Iron Store Company
 Spotswood-Helfer Company
 Taylor-Spotswood Hardware Company
 Waterhouse & Lester Company
Salt Lake City, Utah....Salt Lake Hardware Co.
Seattle, Washington.....Gray Brothers
Spokane, Washington..Holley-Mason Hdwe. Co.
Tacoma, Washington.....West Coast Wagon Co.

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES

JOLIET, ILL., POUGHKEEPSIE, NEW YORK

1918



COLT'S

FIRE ARMS

First



in War in Peace

'... backed by the power, quickness, and accuracy of a Colt Automatic.'

In those hundreds of stirring accounts of bravery, where American soldiers single handed captured from six to a hundred German prisoners, the Colt Automatic Pistol was the weapon the Germans feared.

This is the gun that in 1919 shattered all previous target records for accuracy ever made by a hand gun of any model over a National Pistol Match course at the National Shoot at Caldwell, N. J.

Send for folder A-62 which describes how Lane, the great pistol expert, made a world's record with a Colt Automatic Pistol. As time goes on, it multiplies evidence to show the truth of the Colt slogan.

As Always "The Best That Money Can Buy"

COLT'S PATENT FIRE ARMS MFG. CO., HARTFORD, CONN., U. S. A.

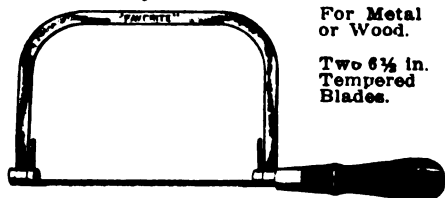
Colt's Revolvers	Colt's Automatic Rifles
Colt's (Browning) Automatic Machine Guns	Colt's (Browning) Automatic Machine Rifles



1919

THE BRIDGEPORT HDW. MFG. CORP. BRIDGEPORT, CONN.

ADJUSTABLE COPING SAWS Heavy Steel Frame

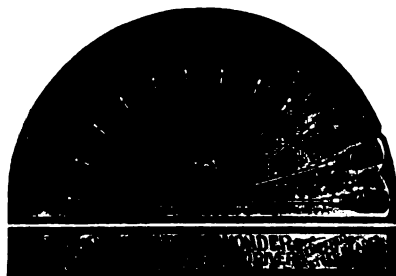


For Metal
or Wood.

Two 6½ in.
Tempered
Blades.

No. 9 "Favorite" Nickel Plated and Buffed,
Hardwood Handle, Rubberoid Finish, doz. \$9.00
No. 9 "Leadall" N. P. only, Red Varnished
Handle, doz. \$8.00
No. 29 "Leadall" Bright Finish \$7.20

"LITTLE WONDER" MIDGET SCREW DRIVER



No. 42
Sizes—

1½ in.
2 in.
3 in.

Assortment
Polished
and
Tempered

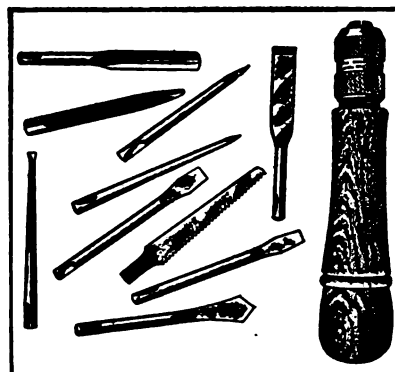
No. 30 MATCHLESS ADJUSTABLE HACK SAW FRAME



Nickel and Buffed, Rubberoid Handle, packed
one in a box with 10-in. Hard Blade.
List Price, \$12.00 Dozen.

No. 200—7½ TOOL HANDLE LIST \$15.00 DOZEN

Heavy Chuck, Hard Jaws
Hand Polished, 10 Tools, 4 Inches



C. W. GAUSE CO. Western Sales Agents

693 Mission Street

San Francisco, Cal.



Teaching American Boys to Buy Good Tools

MANUAL training courses in our schools are teaching boys and young men how to do good work with tools.

These boys, as a result, are coming to appreciate good tools more than ever. They make up a class of tool-buyers that it is distinctly worth while to cultivate.

We are telling these young amateur carpenters and wood-workers about the quality of Disston Saws and Tools.

To do this, we are using the magazines to which they look for information on mechanical subjects—"Popular Mechanics," "Popular

Science Monthly," "Scientific American," and "Industrial Arts." We send the Disston message to more than three-quarters of a million readers of magazines of this kind. The exact number of subscribers is 781,067. These boys constitute by no means a small market for sales of quality saws and tools.

Telling this market the story of Disston Saws and Tools is another instance of our thorough cultivation of all classes of buyers to increase public demand for high-grade saws and tools.

Next month we will tell you how we reach another class of tool-buyers—the "handy man around the house."

Disston Saws and Tools are constantly advertised in magazines and agricultural publications with a total circulation of 8,497,008 copies each issue.

HENRY DISSTON & SONS, Inc.

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, U. S. A.

DISSTON

SAWS AND TOOLS

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



peditions than chisel, gouge, scroll-saw, or lathe tool combined, for screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by **THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.**

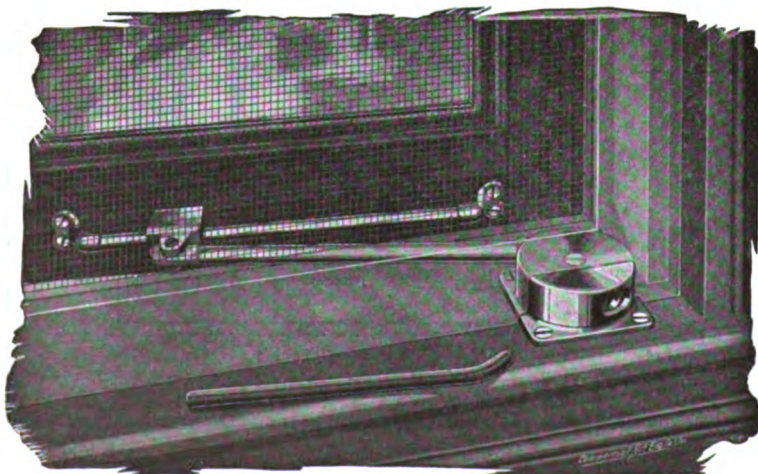
Enquire of Your Hardware Jobbers, or Write Us Direct.

Supplied in Sets

Write for Catalogue

Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more exact for core-boxes, fine and delicate patterns, veneers, etc.



Superior Casement Adjuster


For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.
136 W. Lake Street, Chicago

Handle Detached. Out show:  Hand Casement Adjuster

GENUINE "PHILADELPHIA" LAWN MOWERS

Not Afraid....

People are not afraid to trust a Lawn Mower that has a long record for service; the reason they always demand the Genuine "PHILADELPHIA."

The makers of the Genuine "PHILADELPHIA" Lawn Mower have been making a Lawn Mower that cuts grass more easily and better since 1869, and never tire of "Doing this one thing well."

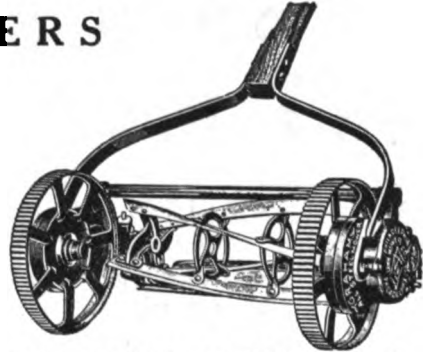
Its famous Vanadium Crucible Steel Blades, and its Bearings bored to rifle barrel accuracy; these features cause all users, as well as most jobbers and dealers, to always think of the Genuine "PHILADELPHIA" first, and

**NOW IS THE TIME TO THINK
ABOUT LAWN MOWERS FOR 1920**

To supply the constantly increasing demand we are making the Genuine "PHILADELPHIA" Lawn Mowers in 22 styles of Hand, 3 styles of Horse and 2 styles of Motor, all highest grade.

Get ready to supply them. Send for Catalog and Discounts Now

THE PHILADELPHIA LAWN MOWER COMPANY, 31st and Chestnut Streets, Philadelphia, Pa.
HAVEN & HAVEN, 508 Mission Street, San Francisco, California, Selling Agents



Styles "Graham" and "A"—All Steel Vanadium Crucible Steel Blades. Practically Indestructible



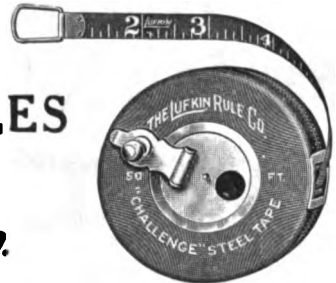
LUFKIN

TAPES AND RULES

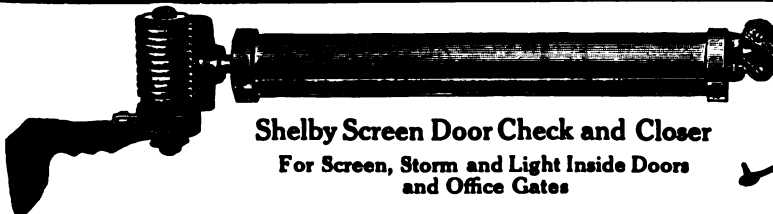
Favorably Known for Years
SELL WELL

THE LUFKIN RULE CO.

SAGINAW, MICH.
New York

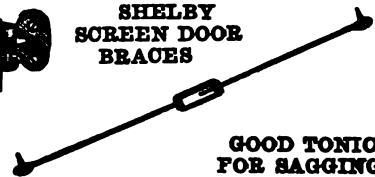


SHELBY SCREEN DOOR HARDWARE



Shelby Screen Door Check and Closer
For Screen, Storm and Light Inside Doors
and Office Gates

**SHELBY
SCREEN DOOR
BRACES**



**GOOD TONIC
FOR SAGGING
SCREEN DOORS**

THE SHELBY SPRING HINGE CO.

POND HARDWARE SPECIALTY CO., Los Angeles, Cal.

SHELBY, OHIO, U. S. A.

D. L. HERMAN, Seattle, Wash.

← Coast Representatives →

THE BRIER HILL STEEL COMPANY

YOUNGSTOWN, OHIO



MANUFACTURERS OF HIGH GRADE



OPEN HEARTH STEEL SHEETS and PLATES

BLUE ANNEALED SHEETS

1/4" to 16 Gauge

**BLACK AND GALVANIZED
SHEETS**

10 to 30 Gauge

CORRUGATED, V-CRIMP
And all kinds of Formed Roofings

SHEARED PLATES

For All Purposes

TANK—MARINE—BOILER

Still Bottom, Fire Box, etc.

7-64" to 2" in thickness
Widths ranging up to 120 inches

DISTRICT OFFICES:

359 Monadnock Bldg., San Francisco.

503 Dooly Bldg., Salt Lake City, Utah.

412 Ry Exch. Bldg., Kansas City, Mo.

204 Gibbs Bldg., San Antonio, Texas.

NEW YORK

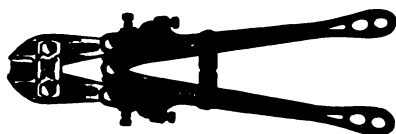
CHICAGO

PHILADELPHIA

CLEVELAND

NEW ORLEANS

PORTER'S New Easy Bolt Clippers



Are you handling the

10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives
will tell you why you should.

Address

Omer Cox Jones & Cox,
Postal Telegraph Bldg., Newhouse Bldg.,
San Francisco, Cal. Salt Lake City, Utah

Sands & Cox, Turnbull & Cox
San Fernando Bldg., Inter State Trust Bldg.,
Los Angeles, Cal. Denver, Colorado

Strimble & Cox, Strimble & Cox
L. O. Smith Bldg., Corbett Bldg.,
Seattle, Wash. Portland, Ore.

H. K. PORTER

Bolt Clipper Specialist

6 ASHLAND STREET, EVERETT, MASS.

The "PONY"

Is the very best Hand Machine that
money can buy, for setting Tubular
or Bifurcated Rivets



IT'S GUARANTEED

SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.

"THE RECOGNIZED LEADER"



ELECTRO-ZINCKED AFTER WEAVING

Order Thru Your Jobber

GALVANOID has won the pre-eminent favor of the trade because it is the most dependable zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

KEEP YOUR STOCK FILLED IN

WE ALSO MANUFACTURE
BRONZE, COPPER, PAINTED AND GALVANIZED

AMERICAN WIRE FABRICS CO.

208 So. La Salle Street, Chicago, Illinois.

FACTORIES:

Mt. Wolf, Pa. Clinton, Iowa

REPRESENTATIVES:

LEVING-LEWIS CO., San Francisco and Los Angeles, Cal.

D. L. HERMAN, Seattle, Wash.

There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

**Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers**

of all descriptions. Round and Square, Plain or Galvanized.

**Annealed Rivet Burrs Fellow Plates
Sheared and Punched Plates**

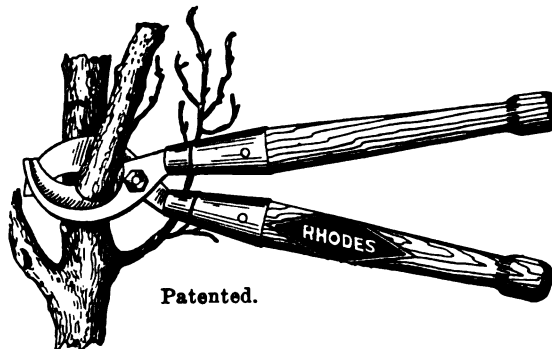
PROMPT SHIPMENTS

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Coast Representatives,
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.;
Seattle, Wash.; Denver, Colo.

RHODES DOUBLE CUT PRUNING SHEARS

IN USE THROUGHOUT THE WORLD



The finest cutting and best made pruner on the market and the only one that cuts from both sides of the limb and does not bruise the bark. Made in all styles and sizes.

They are advertised in all the leading journals throughout the country and will prove a profitable line for you to handle. All goods delivered.

Send for circular and trade discounts.

RHODES MFG. CO.
515 S. DIVISION AV., GRAND RAPIDS, MICH.



"PITTSBURGH PERFECT" WIRE NAILS

ALL
KINDS

BARBED WIRE

BALING WIRE

BALE TIES

"Pittsburgh Perfect" Electrically Welded
and
"Columbia" Hinge Joint

WIRE FENCING

AT RIGHT PRICES TO YOU

Carload shipments from Pittsburgh mills to all points on the Pacific Coast

MANUFACTURED BY

PITTSBURGH STEEL CO., SAN FRANCISCO, CAL.

A. C. RULOFSON CO., Sales Managers, 359-363 Monadnock Building

BRANCH OFFICES: 2113 L. C. Smith Bldg., Seattle, Wash.
1446 Malvern Ave., Los Angeles, Cal.

Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing:

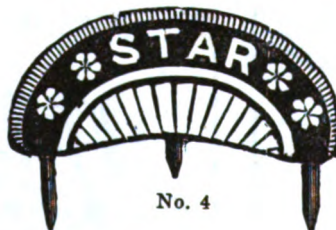
Dunham, Carrigan & Hayden Co.,
San Francisco, Cal.
Northern California and Nevada.Whiton Hardware Company,
Seattle, Wash.
Washington and Eastern Oregon.

COBBLER SETS



LEADER
The Right Kind for You to
Handle

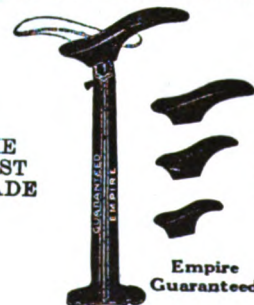
STAR HEEL PLATES



No. 4

FAST SELLERS
MADE IN 7 SIZES

SHOE STANDS & LASTS

THE
BEST
MADEOUR
PRICES
ARE
RIGHT,
TOO

Empire
Guaranteed

WRITE FOR CATALOG NO. 15

STAR HEEL PLATE CO. (Louis Sacks, Inc.), 357 Wilson Ave., Newark, N. J.

Pacific Coast Representatives—J. J. Wirtner, W. F. Building, Room 605, 2d and Mission Streets, San Francisco, Cal. Utah and Idaho—E. C. Coffin & Co., 503 Dooly Building, Salt Lake City, Utah.



WAGNER Door Hangers and Tracks

Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade.

Write for catalog showing entire line.



Roller Bearings

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa.

From Your Viewpoint

Do you remember the first catalog you ever saw, with those grotesque wood cut prints and ridiculously exaggerated descriptions—everything presented from the maker's standpoint? In those days service had not entered the mind of the manufacturer. He made his goods his way, and sold them for his own benefit.

What a contrast in impressions and frank presentation obtains in the Richards-Wilcox new catalog on

Distinctive Garage Door Hardware

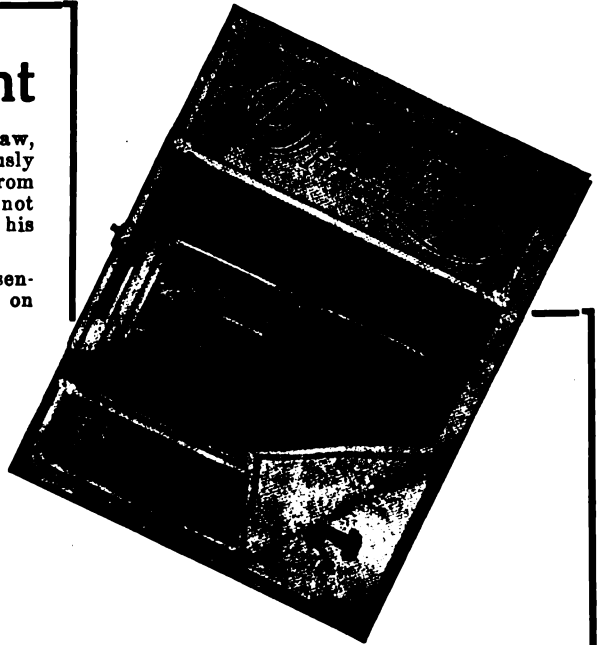
Beginning with the front cover, handsomely displayed in full color, this catalog is built to accommodate the convenience of the person interested in garage door hardware.

Not a garage doorway condition is left unprovided for—not a personal taste overlooked.

Here are displayed hundreds of sets of distinctive fixtures for doors, which operate inside and outside of the doorway—suitable for every conceivable condition—and all so lucidly and completely compiled, so simply illustrated and so plainly detailed that the reader may select unerringly the exact set suited for his garage, his taste and his purse.

A copy of this beautiful book will be mailed to anyone interested in garage door hardware on request

Ask for Catalog H A -22



Richards-Wilcox Mfg. Co.

CHICAGO ST. LOUIS LOS ANGELES PHILADELPHIA — LONDON, ONT. — BOSTON NEW YORK MINNEAPOLIS SAN FRANCISCO

"LENOX"

HACK SAWS

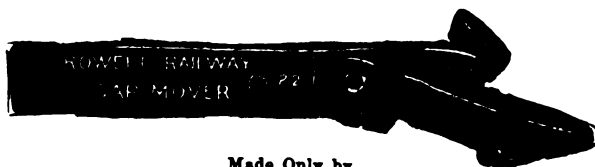


BAND SAWS



AMERICAN SAW & MANUFACTURING CO.
SPRINGFIELD, MASSACHUSETTS U.S.A.

**Sold by All
Leading Jobbing and Supply Houses**



Made Only by

G. D. ROWELL & SON, Appleton, Wisconsin

Mayrant Conner, 693 Mission St., San Francisco, Pacific Coast Representative

**Buy a
SAMSON or ROWELL**

Railway Car Mover

And Have a
**LITTLE SWITCH ENGINE
OF
YOUR OWN**

PRICE EACH, \$5.00

Built for Service

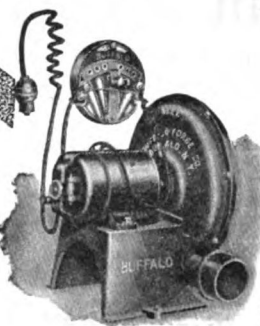
Blacksmiths and garagemen are determined to have the best that may be had in tools—their work today demands it.

Buffalo Forges, Drills, Blowers, Punches and Shears are backed by the critical test of over forty years. Each machine is designed to meet specific requirements. Dealers find the Buffalo line profitable sellers.

Write Dept. 37 for Complete Catalog

BUFFALO FORGE COMPANY
BUFFALO, NEW YORK

“Buffalo”



“STAR” Expansion Bolts

ALL THE NAME IMPLIES

Also: Sebco Screw Anchors
Sebco Toggle Bolts
Sebco Concrete Inserts
Sebco Star Drills
Sebco Cold Chisels
Sebco Cable Clamps

STAR EXPANSION BOLT CO.

Trade “SEBCO” Mark

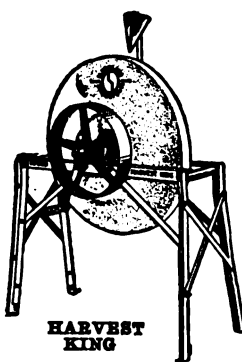
STOCKS AT

147 Cedar Street
New York

120 West Lake Street
Chicago

CLEVELAND GRINDSTONES

MEET YOUR NEEDS



**THE CLEVELAND
STONE COMPANY**

Union Bldg. Cleveland, Ohio

BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For **QUALITY MOP WRINGERS**, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS,
122-124 N. Curtis St.,
Chicago, Illinois



SAGER CHEMICAL PROCESS AXES

AND

BULL DOG LOGGING TOOLS

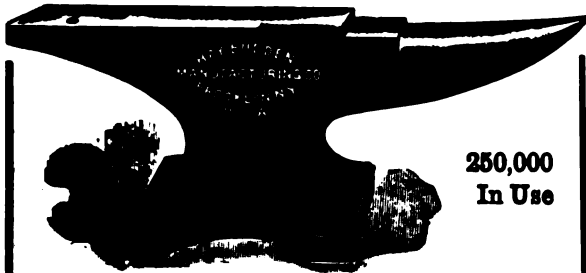
Recognized all over the
United States as the
BEST money and skill
can produce

WRITE FOR CATALOGUE



WARREN AXE & TOOL CO, WARREN, PA. U.S.A.
DAILY CAPACITY 3500 AXES AND LOGGING TOOLS

HAY-BUDDEN Sold Forged ANVILS



250,000
In Use

Entire top being in one piece of high-grade forged steel, makes a loose face impossible.

For over a quarter of a century, the name of "Hay-Budden" in connection with anvils has stood for perfection. The first Wrought Anvil Makers in America. Anvils made from the best American wrought iron and steel and sold by all the leading hardware jobbers.

WESTERN SALES REPRESENTATIVES

Omer Cox, Postal Telegraph Bldg., San Francisco, Cal.
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Jones & Cox, Newhouse Building, Salt Lake City, Utah
Turnbull & Cox, Inter State Trust Building, Denver, Col.

"Son, It's A Great Saw"

"You Bet, We
Used Them
Over There"



SIMONDS SAW

(PRONOUNCED - SIMONDS)

A Leader in France Pacemaker at Home

Our boys over there knew a good saw and they speak right up for the Simonds.

They demanded Hand Saws that were Mechanically Right and, of course, they specified the Simonds Saw. They wanted saws that would cut right and hold their cutting edge, so they selected Simonds goods.

These same saws which Uncle Sam called for are the kind that will satisfy your customers. They excel in quality and lead all others in profit to dealer and value to customers.

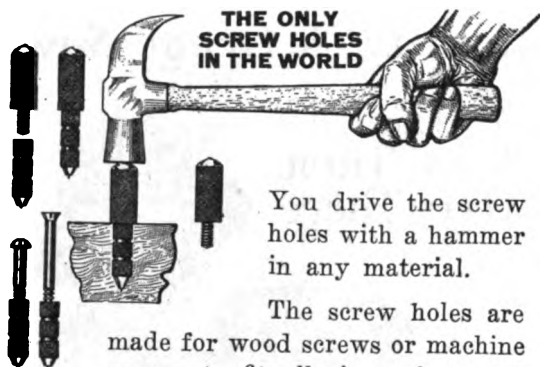
Write for Catalog and Terms

Simonds Manufacturing Company

"The Saw Makers"

Portland, Oregon
San Francisco, Calif.

Seattle, Wash.
Vancouver, B. C.



**THE ONLY
SCREW HOLES
IN THE WORLD**

You drive the screw holes with a hammer in any material.

The screw holes are made for wood screws or machine screws to fit all sizes of screws. The head is removed and you leave a permanent screw hole.

The Stine Screw Holes Co.

Manufacturers

WATERBURY, CONN., U. S. A.

**ONCE A SCREW
HOLE, ALWAYS
A SCREW HOLE**

Department 46

**THE BIGGEST
LITTLE THING
IN THE WORLD**

Write at once for our handsome Color Card showing screw holes in various materials, which will be sent on request, together with samples and price list.

Hits the Nail On the Head!

The nail-set that you have looked for. Square head prevents rolling—patented knurled grip. It won't slip or mar your work no matter how oily your hands may be.

MAYHEW^{made} TOOLS ARE RIGHT

When you buy them you have the satisfaction of knowing that you own the best. Hand-forged, electrically - tempered steel—made for men who know tools.

Mayhew Steel Products, Inc.
291 Broadway, New York City
508 Mission St., San Francisco, Cal.



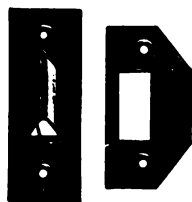
No. 435
Square Head
Nail Set



"Every Blow of
the Hammer
Refines the Steel"

THE BRAINERD LINE

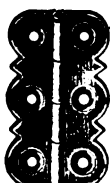
MOST COMPLETE LINE OF CABINET
HARDWARE ON THE MARKET



No. 699



No. 698

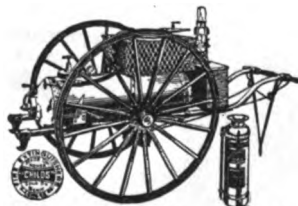


No. 1170

THE BRAINERD MFG. CO., East Rochester, N. Y., U. S. A.

LET US
HAVE
YOUR
ORDERS

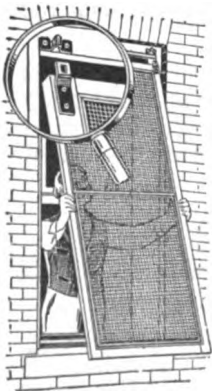
HARDWARE AGENTS WANTED



We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus.
O. J. CHILDS CO., Utica, N. Y.

Give Them PHENIX QUALITY

In Screen and Storm Sash Hangers and Fasteners



Phenix Storm Sash Hangers and Fasteners are simplest, handiest, easiest applied, most efficient—that's why they sell best. New improvements put them in a class of their own. Write today for Catalog showing full Phenix line. Samples free.

Sold by all leading jobbers of the Northwest



K



No. 30 Fastener



AAAA

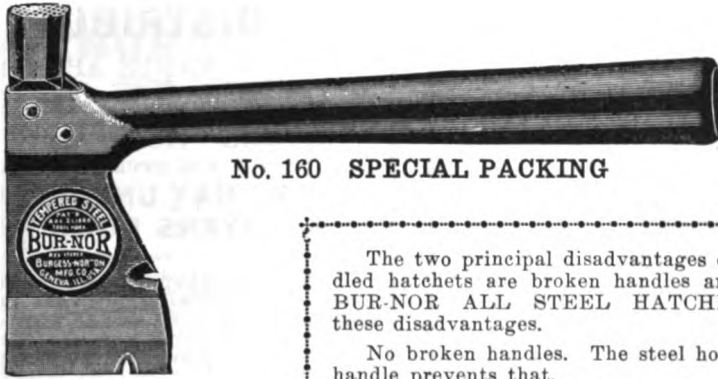


BBB

PHENIX MFG. CO., 038 Center St., Milwaukee, Wis. No. 114 Hanger

SELL BUR-NOR HATCHETS

Cheaper
than a
Wooden
Handled
Hatchet



**They
Give
Service**

No. 160 SPECIAL PACKING

MADE IN 21 STYLES



The two principal disadvantages of wooden handled hatchets are broken handles and loose heads. BUR-NOR ALL STEEL HATCHETS overcome these disadvantages.

No broken handles. The steel hollow reinforced handle prevents that.

The heads can't loosen or come off because they are riveted fast under high pressure.

Here is the line of hatchets that command attention because they are sturdily made and GIVE SERVICE. Sold under guarantee.

Ask your jobber to supply you.

BURGESS-NORTON MFG. CO.

1603 L. C. Smith Bldg. Seattle

GENEVA, ILL., U. S. A.



GILSON GARDEN TOOLS

GILSON WEEDER—LIBERTY CULTIVATOR

The Gilson Line offers a profit-making opportunity to the dealer and jobber who appreciate modern garden tools of unquestioned quality—tools that have made good—including Hand and Wheel Cultivators, Weeders, Lawn Edge Trimmers, Dandelion Diggers, etc.

Write for Samples and Booklet.

J. E. GILSON CO., Port Washington, Wisconsin

JOHN KEGLEY,
Western Representative,
Lankershim, Cal.

THOS. M. GARDINER,
Oregon and Washington
Representative, P. O. Box
299, San Francisco.



OHLEN - BISHOP

CIRCULAR
CROSSCUT
BAND

SAWS

HAND
COMPASS
BUTCHER

TOOLS AND TROWELS

—Made by—

THE OHLEN-BISHOP CO.

The Master Saw Makers

Lawrenceburg, Ind. Columbus, Ohio, U. S. A.

Western Trade Supplied Thru Branches at
San Francisco, Cal. Portland, Ore.

The Only Wrought Iron Anvil Manufactured in the United States



The body is made of wrought iron, the face of highest grade crucible cast steel.

The COLUMBUS ANVIL & FORGING CO.
Columbus, Ohio

9902 N. C. SLAYMAKER R.F.D. PADLOCK



(With chain—No. 9902)

**THE ORIGINAL R. F. D. PADLOCK
FIRST MADE BY SLAYMAKER—CARRIED
BY MOST JOBBERS**

When you order Mail Box Locks, insist on the
genuine 9902 or 9902 N. C.

SLAYMAKER LOCK CO.
Lancaster, Pa.

A. C. RIDDELL, Western Sales Manager,
818 Higgins Building, Los Angeles, Calif.

TAKE OFF YOUR HAT TO THE

MYERS DISTRIBUTORS

WHOSE NAMES APPEAR BELOW

And call on them to supply you with

MYERS "Honor-Bilt" PUMPS

FOR EVERY PURPOSE

**MYERS HAY UNLOADING TOOLS
and MYERS DOOR HANGERS**

**PACIFIC COAST AND WESTERN JOBBERS
WHO DISTRIBUTE MYERS PRODUCTS**

Mitchell, Lewis & Staver Co., Portland and Spokane.
Baker, Hamilton & Pacific Co. (full line), San Francisco
Pacific Pump & Sup. Co. (Power Pumps), San Francisco
Thomson Diggs Co. (full line), Sacramento, Calif.
Union Hardware & Metal Co., Los Angeles, Calif.
Arnott & Co., Los Angeles, Calif.
California Hardware Co., Los Angeles, Calif.
Hoffman Hardware Co., Los Angeles, Calif.
Harper & Reynolds Co., Los Angeles, Calif.
Western Metal & Supply Co., San Diego, Calif.
Consolidated Wagon & Machine Co., Salt Lake City and
Branches.

The M. J. O'Fallon Supply Co., Denver and Albuquerque
Pratt-Gilbert Co., Phoenix, Ariz.

Ezra W. Thayer, Phoenix, Ariz.

Albert Steinfeld & Co., Tucson, Ariz.

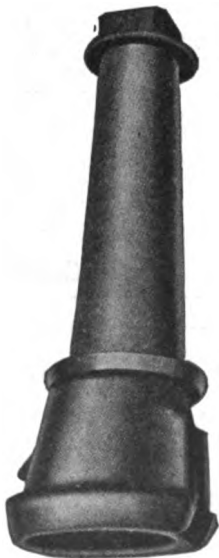
The F. Ronstadt Co., Tucson, Ariz.

Crane & Ordway Co., Great Falls and Billings

And Numerous Others Throughout the West

F. E. MYERS & BRO., ASHLAND, OHIO
Ashland Pump and Hay Tool Works

Gray Iron Castings



Capacity production enables us to supply the Hardware Trade with a full and complete line of Farm Wagon and D V Skeins, in all sizes.

Can also furnish reach plates, rub irons, brake shoes and other gray cast iron parts.

All orders cared for promptly.

Specifications and quotations on request.

Kentucky Wagon Mfg. Co.
Incorporated

Louisville, Kentucky

"EASY EMPTYING" Grass Catchers

"Favorably known the world over" now made with

**Re-Inforced
Non-Slipping
Bottom**

**Rigid Light
Durable**

Many exclusive patented features and strong selling points explained in Catalog No. 20.

Write for it



SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.

Union Hardware & Metal

Co.

Hoffman Hdwe. Co.

Harper & Reynolds Co.

Failing-McCalman Co.

Marshall-Wells Hdwe. Co.

Holley-Mason Hdwe. Co.

Dunham, Carrigan & Haydon Co.

Baker, Hamilton & Pacific

Co.

Honeyman Hdwe. Co.

Jensen, King, Bird & Co.

The Schaw-Batcher Co.

Schwabacher Hdwe. Co.

Seattle Hardware Co.

The Thomson-Diggs Co.

THE SPECIALTY MFG. CO., St. Paul, Minn., U.S.A.

More Than a Million in Use The Demand Still Growing



NORCROSS Hand Cultivators

are favorite tools.

In the three sizes—they fill practically every need in cultivating and weeding.

There is a Distinctiveness of Quality—Class—and Finish in a Norcross Tool, that stands out boldly and pulls easy sales. Well made—Durable—Handsome in appearance—they sell readily—at a good profit—and you can confidently recommend them.



ASK YOUR JOBBER ABOUT THIS PROFITABLE LINE

C. S. NORCROSS & SONS, Mfr's.
BUSHNELL, ILL., U. S. A.

Sell Utility Sprayers

There is a satisfaction in selling a "No Trouble" line. It is reflected in the profits that eventually follow.

THE UTILITY LINE

Is that kind of a line and comprises
"A Sprayer for Every Purpose"



No. 40, PORTABLE OUTFIT

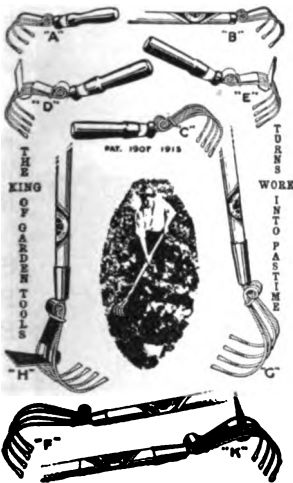
Furnished with or without pressure tank as desired. Supply tank of heavy galvanized iron holds 18 gallons. Easily handled. Suited for spraying of any kind, for applying whitewash, cold water paints, or heavy creosote disinfectant. All valves brass ball type. Cylinder and plunger are brass. 10 ft. of $\frac{1}{2}$ -in. 5 ply hose; 4 ft. of $\frac{1}{4}$ -in. pipe.

Manufactured by

ALBERT LEA SPRAYER CO.
ALBERT LEA, MINN., U. S. A.

REICHARD'S Combination Spring-Tooth Magic Weeder Hoes

SAVE TIME AND STRENGTH



Strong in construction, light in weight. Quick sales.

Styles and sizes for every requirement.

There is satisfaction and profit in handling the acknowledged "King of Garden Tools."

Send for Booklet and Prices.

Manufactured by
THE F. C. REICHARD MFG. CO.
Bangor, Pa., U. S. A.

He's Ready To Buy An Auto-Wheel.



Our consumer advertising sold him—and there are more than a million fellows like this boy, all of whom are ready to buy an

Auto-Wheel Coaster
or an

Auto-Wheel Roadster

Our advertisements appear in sixteen boys papers, general magazines and farm papers each month.

Thousands of dealers have "cashed in" on our consumer advertising. Many help the boys organize Auto-Wheel Clubs and with each new member added sell another Auto-Wheel wagon. Write for our plan of selling Auto-Wheels for you.

BUFFALO SLED CO.
Dept. A, N. Tonawanda, N.Y.
Factories, N. Tonawanda, N. Y. In Canada, Preston, Ont.
New York Office, 108 Chambers St. Seattle Office, 214 Maritime Bldg.





Sell the Car Mover That Moves

- that Moves the Cars Easily.
- that Moves off Your Hands Quickly.

NEW BADGER
SLIP-PROOF SAFETY SPURS

CAR MOVER

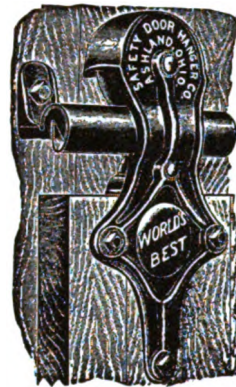
sells on sight—we allow you to sell it on a no-money-in-advance, try-out basis that breeds confidence, gets the order and rarely comes back.

ASK ABOUT OUR SELLING PLAN

—It's framed to sell the Goods for you—to keep you selling more.

Something you want Write Today

ADVANCE CAR MOVER CO.
Appleton, Wis.
Pacific Coast Representative
M. G. HAINES
950 Mission St
San Francisco



YOU ARE RIGHT IN RECOMMENDING
"WORLD'S BEST"
IN NAME AND FACT

World's Best Tubular Track
Barn, Factory and Warehouse Door Hanger

EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the Easiest Running Hanger on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you we will.

THE TOPPING MFG. CO.

For 18 Years Safety Door Hanger Co.

ASHLAND, OHIO, U. S. A.

P
O
P
U
P
L
A
W
N
S
P
R
I
N
K
L
E
R



Pop Up—Automatic Lawn Sprinkler In Operation On the Grounds of the

UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Made for half-inch connections. Has 25'-0" distribution with 75 pounds pressure. Made of non-corrosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill.

PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

or

AUTOMATIC LAWN SPRINKLER CO.

209 Scott Bldg., Salt Lake City, Utah



Closed



Open

P
O
P
U
P
L
A
W
N
S
P
R
I
N
K
L
E
R



MANUFACTURERS

WOOD SCREWS

MACHINE SCREWS

CAP SCREWS

SET SCREWS

STOVE BOLTS

RIVETS

BURRS

NUTS

REED & PRINCE MFG. CO.

WORCESTER, MASS., U. S. A.

Parker Sash Chain

—AS GOOD
OR BETTER
THAN THE BEST

Make it a point to get our proposition—directly after inventory. It's worth looking into—



PARKER SUPPLY CO.,
MANUFACTURERS

783 EAST 135TH ST., NEW YORK

The Friend of Dealer and User

The simplicity, brilliance and economy of Coleman Quick-Lite lanterns and lamps have made friends for them all over the world. More than 15,000 dealers are enthusiastic sellers of Quick-Lites because they are so easily sold on merit, at good profit, and because they know their sale means satisfied customers.

The

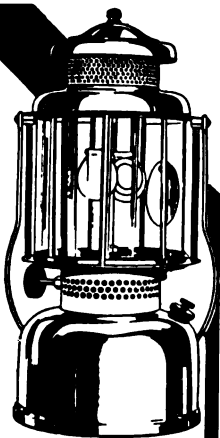
Coleman Quick-Lite

"Most Brilliant Light in the World"

—makes and burns its own gas from common gasoline. No dirt, grease, smoke, soot or bother with wick-trimming or globe-washing. Light with matches. Both lantern and lamp operate on same principle. Favorite of more than one million users in the United States alone. Write nearest office for information. Some very attractive propositions for wide-awake dealers.

The COLEMAN LAMP COMPANY

Largest manufacturers of Portable Lamps in the world
WICHITA ST. PAUL TOLEDO DALLAS
LOS ANGELES CHICAGO



Easier Sales and More Profits



THE predominant features of Sturges Steel Churns are apparent on first examination. You don't have to "talk" this churn to sell it. It sells itself. It takes the eye of the churn buyer with its attractive outside finish in red and blue enamel and heavily tinned, smooth interior. No corners or crevices to retain dirt. Easy to clean and keep pure and sweet. Drawn steel barrel will not soak up and retain the moisture. No staves to warp. Lighter and easier to operate. Gives a lifetime of efficient service. Made in four sizes; you can meet the requirements of every churn buyer in your territory.

If you are not selling Sturges Steel Churns you are missing profits that should be yours. Write for more information about Sturges line and ask for Circular No. 35X.

Sturges & Burn Mfg. Co.
Makers of Sturges Guaranteed Capacity Milk Cans
Chicago, Illinois

Sturges Steel Churns

McCAFFREY
FILE CO.
Philadelphia



Established 1863

"Highest Award (Medal of Honor) for FILES and R A S P S, Panama-Pacific International Exposition, San Francisco."

The Sharpening Depot

of your city might as well be located in your hardware store. You sell safety razor blades as well as knives and scissors. Why not get the \$5 to \$12 a day spent on sharpening these articles? You can do it and can increase your cutlery business if you install a

Hatfield Complete Sharpening Machine

No other machine sharpens blades so satisfactorily. The lateral motion gives a hair-splitting edge to any blade while an auxiliary attachment sharpens knives and scissors.

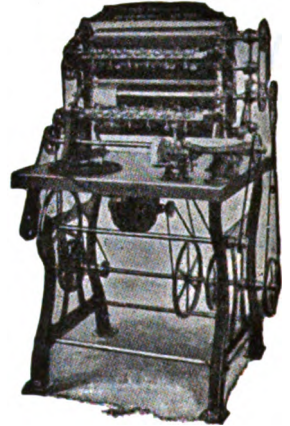
A dozen blades every five minutes with a 12 blade machine (illustrated here).

It's no particular town that brings results. Most every man shaves—most shavers use safety razors—millions of blades are sold every year in the United States—Thrifty demands that they be resharpened.

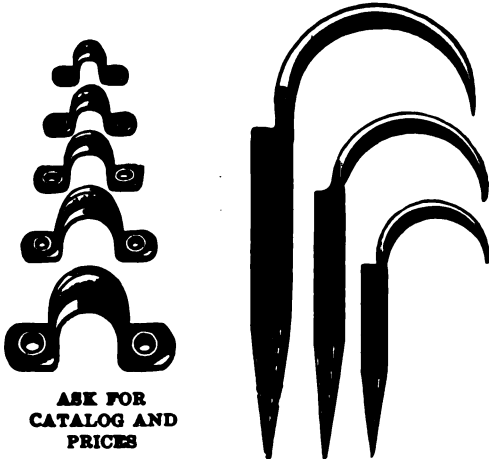
"Evidence" that you can get the business and money is yours for the asking.

Hyfield Mfg. Company

21 Walker Street
New York City



Gas Pipe Straps, Soil Pipe Hooks, Gas Pipe and Plumbers' Hooks



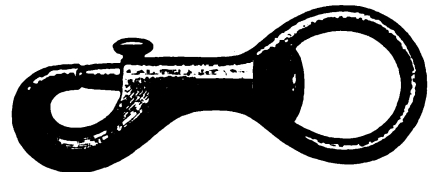
ASK FOR
CATALOG AND
PRICES

BERGER BROS. CO.

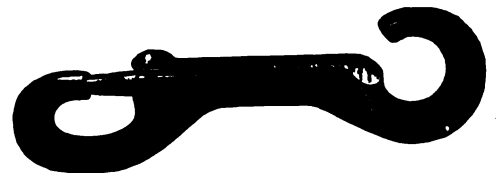
Office, 229-231 Arch Street
Store, 237 Arch Street.
Warerooms and Factory 100 to 114 Broad Street
PHILADELPHIA

S N A P S

FOR THE HARDWARE MAN
FROM THE BEST LINE MANUFACTURED



NO. 50 SWIVEL SNAPS
In All Regular Sizes from $\frac{3}{8}$ to $1\frac{1}{2}$ inches

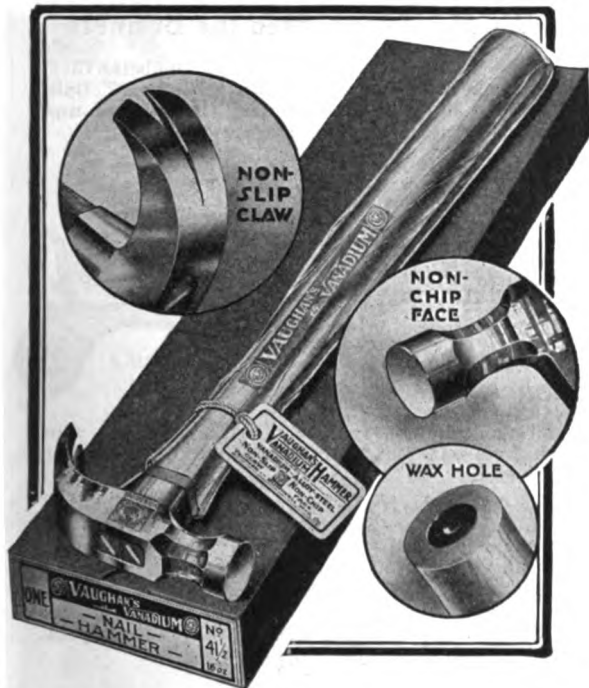


TROJAN OPEN EYE SNAP
Nos. 520 Bit, 521 Chain, 522 Trace

Sold by All Jobbers

COVERT MFG. CO.
TROY, N. Y.

Vaughan's Vanadium Nail Hammers



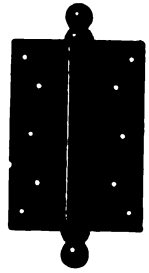
No. 41, 20 oz.; 41½, 16 oz.; 42, 13 oz.; 42½, 10 oz.
VAUGHAN & BUSHNELL MFG. CO., CHICAGO

ONLY BOMMER

DOUBLE ACTING SPRING BUTT HINGES



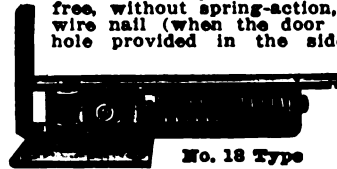
have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.



Bommer Floor Surface Spring Hinge

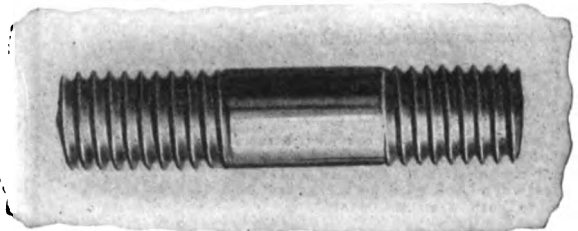
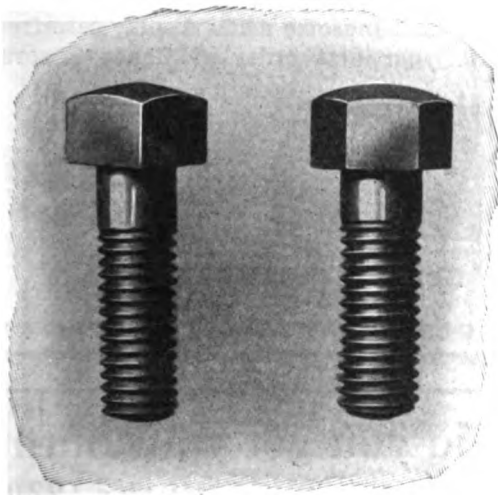
Has Release and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



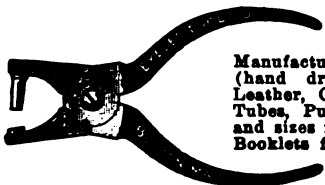
No. 18 Type

BOMMER SPRING HINGE COMPANY, Mfrs. - Brooklyn, N. Y.



WM. H. OTTEMILLER CO.
 YORK, PA.

**Manufacturers of Cap and Set Screws
 Screw Machine Work**



EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1888.

40 Lincoln Street
BOSTON - MASS.

SAND'S PLUMBS AND LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

YOUR JOBBER CARRIES THEM

J. SAND & SONS - Detroit, Michigan



3 OZS. PRICE 30¢

PYRAMID SOLVENT

Pyramid Solvent removes all residue of fouling smokeless powder or black powder. Cleanses barrel thoroughly.

Pyramid Solvent is not a lubricant nor will it take the place of 3-in-One Oil in preventing rust. Be sure to apply 3-in-One before putting arms away.

THREE-IN-ONE OIL COMPANY
NEW YORK, N. Y.

PROFIT

**PYRAMID SALES
PYRAMID PROFITS**

Pyramid Solvent is a sales builder because

- it cleans firearms without danger of damage.
- it saves elbow grease—reduces use of brass brush.
- it is convenient—sold in 30¢, 3-oz. flat can that fits pocket or shooting kit.
- it repeats, because it satisfies.
- we recommend using 3-in-One after Pyramid Solvent—making two sales and two profits grow for you where one grew before.

Pyramid Your Profits. Order from your Jobber today
If he can't supply you, we will
Three-in-One Oil Co., 165 KZG, Broadway, New York
C214B

Goods Made by  are Made to Please

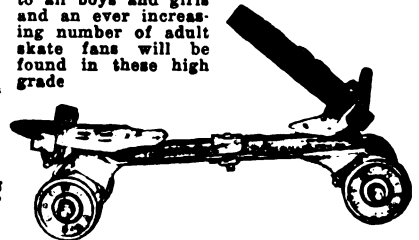
We Have Purchased the Business

of the Brown Spring Ice Skate Co., Webster City, Ia., makers of the well-known "Brownie" Ball-Bearing Roller Skates, Spring Ice Skates and Ball-Bearing Scooters for the kiddies.

A Universal Appeal →

to all boys and girls and an ever increasing number of adult skate fans will be found in these high grade

Brownie Ball-Bearing Skates



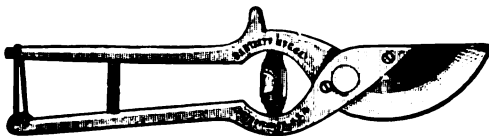
A sure seller that doesn't gather moss on your shelves, but puts profits tinkling in your cash register.

Did you ever see a better list of mechanical points? Bridge-like extension truss, easily adjustable from 6½ to 11 inches; built to support the heaviest adult skater. Anti-friction ball bearings carried in a double race—give twice the ease of motion—are self-contained—no chance for inquisitive youngsters to take them apart.

Write Dept. 50.

F.D. Kees Mfg. Co. Beatrice, Nebr.

No. 999 SECATEUR



This hand pruner is modeled after a French tool. The handles are drop forged from open hearth steel and the blade stamped from crucible tool steel.

Its worth and quality are guaranteed to give satisfaction to both user and dealer.

BARTLETT MANUFACTURING CO.

36 E. Lafayette Ave., Detroit, Michigan

San Francisco Office: A. RANNIE, Agt., 693 Mission St.

Are you selling enough razors? We send you this handsome metal display case free with your first order of Genco Razors.

Write Today



Genco
RAZORS

GENEVA CUTLERY COMPANY

167 Gates Ave., Geneva, N. Y.

Largest manufacturers in the world of high grade razors

SAMSON SPOT SASH CORD

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

Sash Cord	Shade Cord
Clothes Lines	Masons' Lines
Solid Braided Rope	Chalk Lines

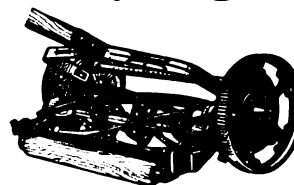
Send for catalogue and samples

SAMSON CORDAGE WORKS - Boston, Mass.

JOHN T. BOWNTREE, INC.

San Francisco, Los Angeles, Seattle,
Denver, Salt Lake City

Did you get your outfit



of the 1920
"PENNSYLVANIA"
Quality Lawn
Mowers sales
helps? Send
for them.

PENNSYLVANIA LAWN MOWER WORKS

Incorporated

JOHN BRAUN & SONS

Founded 1877

PHILADELPHIA

Peters Cartridges

THE announcement by the United States Revolver Association of the winners of the Outdoor Pistol and Revolver Championships, again points to the leadership of Peters' Cartridges.

The World's Record, by Dr. Snook, a record by a wide margin, and the excellent scores made by T. K. Lee are added to the evidence of former years and demonstrate the genuine quality of Peters Semi-Smokeless Cartridges, which have for years been used by many winners of the U. S. R. A. and N. R. A. matches.

Users of the **P** Brand Won Three Out of Four of the 1919 Outdoor Championships of the United States Revolver Association.

Match "A" (Revolver Championship of America), T. K. Lee, Birmingham, Ala., 463x500.

Match "B" (Pistol Championship of America), T. K. Lee, Birmingham, Ala., 472x500.

Match "C" (Individual Military Championship of America), Dr. J. H. Snook, Columbus, Ohio, 651x750. World's Record.

THE PETERS CARTRIDGE COMPANY - - Cincinnati, Ohio

BRANCHES: NEW YORK—SAN FRANCISCO

PACIFIC COAST BRANCH—585-87 HOWARD STREET, SAN FRANCISCO

MARSHALL-WELLS COMPANY, Portland-Spokane-Duluth-Winnipeg-Edmonton
HIBBARD, SPENCER, BARTLETT & CO., Chicago, Ill. SLOSS & BRITAIN, Inc., San Francisco

IT'S "SOME GUN"
OUT SELLS
OUT SHOOTS
OUTLASTS

All Others

Stock this National Advertised Gun today. Sales compelling placard on request.

WRITE

BENJAMIN AIR RIFLE MFG. CO.

611 N. Broadway

ST. LOUIS - MISSOURI

"THE BENJAMIN"

A REAL AIR RIFLE

This is the air rifle which is so much in demand by boys and men. It has the power, accuracy and reliability which makes an air rifle popular for target practice and small game hunting.

SALES

PROFITS

SATISFACTION

Order a sample gun today and give it a "tryout." Its shooting qualities will surprise you. If not satisfactory in every way return at our expense.

Pacific Coast Representatives: McDonald & Linforth, Call Bldg., San Francisco.



GENUINE

Hildebrandt Spinners

Fish Catchers for 20 years.
Your customers want the genuine. A size, shape or finish for any game fish. Send for catalog.

THE JOHN J. HILDEBRANDT CO.,
Logansport, Indiana.



We make

**TUCKER
PEERLESS
TUCKER**

COTS AND CAMP FURNITURE, MOPS
Tents, Awnings, Covers, Leggins, Carpenters' Aprons

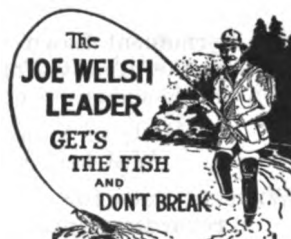
4 Factories. Write for Prices. Prompt Shipments.
TUCKER DUCK & RUBBER COMPANY - Ft. Smith, Ark.

**A Size for
Every Fish**

Made in 3, 6 and 9-foot lengths

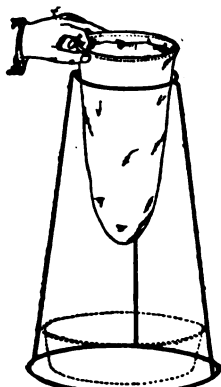
Sold Everywhere

**Beware of
Japanese
Imitations**



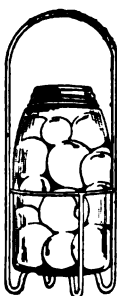
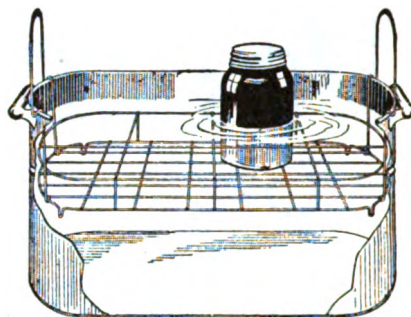
JOE WELSH
PASADENA, - CALIFORNIA

Exclusive Agent U. S. and Canada



745 Jelly Strainer

Send for
Catalogue No. 32

737 Quarts
738 1/2 Gal.

746 Cooker Tray

J. B. TIMBERLAKE & SONS, Mfrs.
JACKSON, MICH.

**POCKET KNIVES
BUTCHER KNIVES
PARING KNIVES
RAZORS
RAZOR STROPS**



California Stock Pattern

We specialize in Stock and Ranch Knives for the Western trade.

WESTERN STATES OUTLERY & MFG. CO.

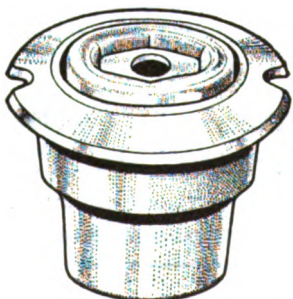
Write for Samples and Prices

Mfrs. of Cutlery and Cutlery Products

BOULDER, COLO.

**SHEARS
SCISSORS
MANICURE GOODS
FLASHLIGHTS
FISHING TACKLE**

Thompson Adjustable Sprinkler Heads



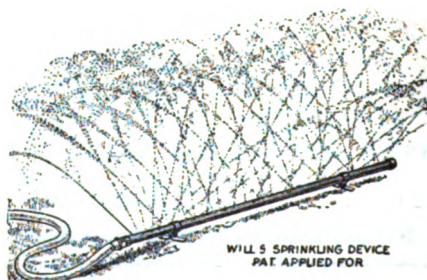
For Permanent Lawn Sprinkling systems embody the utmost simplicity in construction and efficiency in operation.

Made of brass and zinc,
Will last a lifetime

Write at once for folder or information
regarding sprinkling systems.

Thompson Manufacturing Company
East Eighth and Santa Fe Avenue,
LOS ANGELES

Will's Scientific Sprinkler FOR LAWNS AND GARDENS

WILL'S SPRINKLING DEVICE
PAT. APPLIED FOR

"There's a Reason Why This Business
Increased 100 Per Cent in 1919."

Three Superior Qualities
Durability—Efficiency—Cheapness

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid Standards—securely attached. No bending or breaking. Hose connection BEST made. The Spray is distributed equally, covering every space and corner.

Made in all Lengths, and to suit any pressure. Guaranteed for 10 years' service if properly cared for. Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO.
607 CROCKER ST. LOS ANGELES, CAL.

AS LONG AS "MONEY TALKS" and QUALITY SELLS

there'll be satisfied users and new prospects for Gem Razors and Blades

Selling Safety Razors is a whole lot like selling real estate—you have to chase up your prospects and convince them that your product is right, all the way through. Shaving, like other personal matters, is something that many men permit to go along very unsatisfactorily, simply because they think it is a necessary evil that has been wished onto the male sex.

However, there isn't a man anywhere that isn't really interested in getting a better shave. He will listen to your shaving arguments, because he is interested in securing the greatest possible satisfaction and utility out of a razor. He wants, at the same time, to be economical, and get a razor whose upkeep is small, a blade with a long life of usefulness.

Such prospects are found everywhere. To sell them Gem Razors and Blades is easy, because there are millions who testify voluntarily that the GEM is their safety razor, because it leaves the smoothest face, that velvety and fresh after-feeding that men enjoy, and because Gem Razors are always easy to get, both from the standpoint of price and place.

And here's the thing that should interest you: You do make a good profit; you are protecting your own good will; you are building up a profitable accessory business. All you need to do is put the Gem Safety Razor on display and WATCH IT.

If you aren't selling as many Gems as there are prospects for your store, better stock up and take advantage of some deal price, and then follow up the live prospects—there are millions of them.



GEM
SAFETY RAZOR
CORPORATION
CHICAGO, ILL.

DI-MEL-INE PAINTS • STAINS • ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. **RETAILS 25 CENTS**—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

Dealer's Assortment (30 Dcs.).....\$54.00
Jobber's Assortment (12 Dcs.).....21.60
Open Stock, all colors, per gross.....21.60

2% Freight allowance, F.O.B., N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MORTAUX PAINT Mfg. Co.

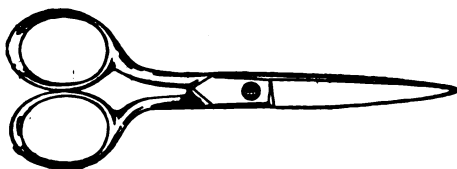
169-173 Second Ave., BROOKLYN—NEW YORK
Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

"ATLAS" Shears and Scissors

SHOULD BE IN THE STOCK OF
EVERY JOBBER IN AMERICA

The wonderful Atlas Brands are the best values in popular priced cutlery. Years of experience, with improved machinery and methods, now enable us to offer the wholesale trade a wonderfully complete and up-to-date line of Shears and Scissors in all styles and sizes.

Our Counter Display Carded Assortments
sell Scissors for dealers very quickly.



Send for No. 18B Catalog.

We are prepared to make prompt shipments.

THE ATLAS SHEAR COMPANY

250 North Av., Bridgeport, Conn.

Represented by
JOHN T. ROWNTREE, Inc.
San Francisco, Los Angeles, Seattle, Salt Lake City and
Denver.

HOPPE'S NITRO POWDER SOLVENT No. 9



For Cleaning High Power Rifles, Shot Guns and Fire Arms of all kinds. It will remove and prevent Rust in any climate. It will neutralize acid residue of smokeless powder and prevent corroding. Used by Army and Navy riflemen. Sold by Hardware and Sporting Goods Dealers.

FRANK A. HOPPE

2314 No. 8th St.

Philadelphia, Pa.

DO NOT DELAY

Placing Orders for **SPRING** and **SUMMER** Requirements

for if you do, you will be disappointed and lose many opportunities for **PROFIT MAKING**

We can give you **SERVICE** on Every Item in the **Hardware Line**

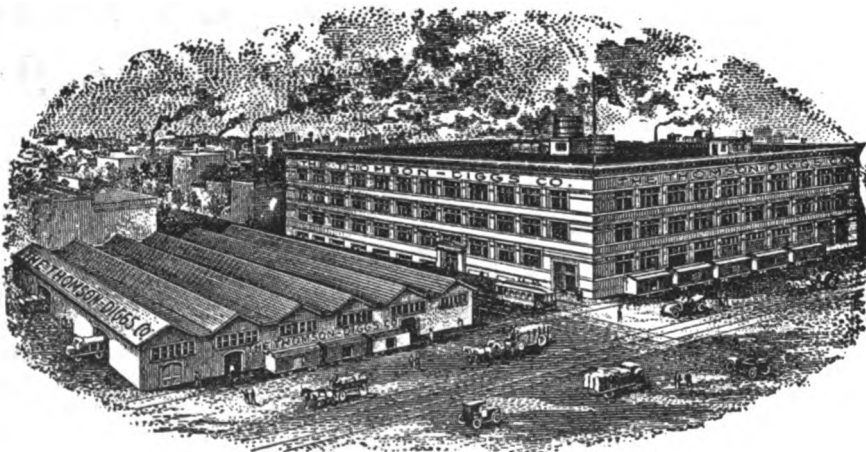
Our Stock of **Automotive Equipment** comprises everything used in the Up-to-Date Accessory Department or in the Garage

All of Our Merchandise is Dependable Quality and Priced Right

SALT LAKE CITY, UTAH *The Salt Lake* **Hardware Co.** **POCATELLO, IDAHO**

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

TOOLS

Pexto
Stanley
Lufkin
Klein
Marshalltown
Maydole
Disston
Yankee
Walden



Gathered to Give Service to Retail Dealers

Strevell-Paterson Hardware Co.
SALT LAKE CITY, UTAH

Wholesale only.

H-W-2

HONEYMAN Hardware Company

Park and Glisan Sts.

Fourth and Alder Sts.

PORTLAND, OREGON

Garden Tools

Goldsmith
Sporting Goods

Fishing Tackle

Heavy and Shelf
Hardware

A. M. HOLTER Hardware Company

Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

HOLTER Hardware Company

Spokane, Wash.

WHOLESALE

*High Grade Auto
Accessories*

Acme Paints
Monarch Ranges
Schuttler Wagons
Mill, Mining and
Logging Supplies

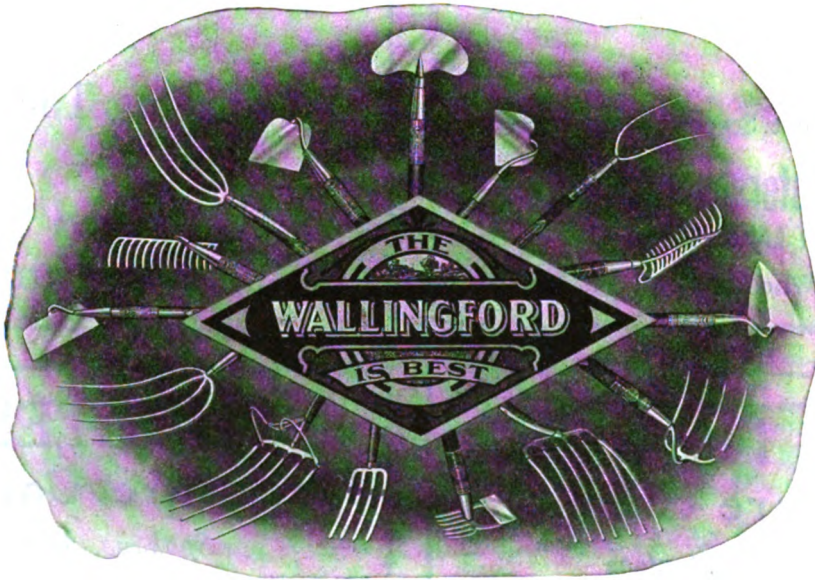
Sargent Hardware
Peninsular
Stoves
and Ranges
Diamond Tires

Prompt — Courteous Service



FARM AND GARDEN TOOLS

They Stand Back of the Label



**HIGH
QUALITY
TOOL STEEL**

**CAREFULLY
TEMPERED AND TESTED**

**SELECTED
NORTHERN
ASH HANDLES**

Be Prepared for Large Crops

There is a very heavy demand this Spring for Farm and Garden Tools.

We are Rocky Mountain Distributors for the Celebrated WALLINGFORD line, and maintain a complete assortment for immediate shipment.

FRANK A. BARE
President

The Tritch Hardware Company

Jobbers in Hardware and Sporting Goods

1648 to 1654 Arapahoe Street

O. E. BARE
Vice Pres.

DENVER

COLORADO

CABLE ADDRESS
"DUNHAM"

ALL STANDARD
CODES

Dunham, Carrigan & Hayden Co.

General Catalogue

No. 66



1849

DUNHAM, CARRIGAN & HAYDEN CO.

1920

Wholesale Dealers
Importers and Exporters

ESTABLISHED 1849

San Francisco, California, U. S. A.

CATALOGUES NOW BEING
DISTRIBUTED

NEW YORK, 127 DUANE STREET

A Good Rope— Seaport Manila



MOST so-called Hardware grades of Manila Rope omit the word "Manila," manufacturers well knowing that this particular grade is composed largely of colored Sisal fiber. The appellation of "Hardware Rope" has been misused and abused. It is unfair to a fraternity having a higher sense of quality in rope than any other class because larger distributors.

SEAPORT MANILA is 100% Abaca Fiber. A good rope, well made and quoted at as low a price as any Pure Manila Rope can be consistently offered. Has no equal in anything in a second grade on the market and a trial will be convincing. It is a departure in rope manufacture that will be appreciated by dealers and consumers where a less expensive Pure Manila Rope is wanted.



MANUFACTURED BY

The Portland Cordage Company
Portland, Oregon Seattle, Washington

GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY



INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.
539 Mission Street Nos. 61, 63, 65, 67 Fourth St. & Pine St.
SAN FRANCISCO, CAL. PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

BOTTLES THAT ARE

LOCKPORT MILK BOTTLES THE HIGHEST QUALITY MILK BOTTLES MADE

"H" SHAPE**"X" SHAPE****"Z" SHAPE**

Clear, transparent glass. It costs thousands of extra dollars each year to follow the chemists' requirements so as to get and keep this snap and brilliancy of glass and so prevent your milk from looking dull and watery.

Observe the uniform thickness of the glass. Special automatic machinery makes these bottles equally strong at every point.

Observe the head. Its thickness and blow-resisting curves, which prevent chipping. Head seam is placed where it is least likely to be hit. The Lockport bottle is extra thick and strong, the glass is uniformly distributed. It is so formed as to resist the tendency to smash from rough handling which all milk bottles are bound to get.

Lockport cap seats are round and so constructed that they aid materially in capping.

Lockport bottle bottoms are smooth. No dirt catching grooves or crevices.

Ordinary milk bottles are often easily broken for no reason which the eye can detect.

A special annealing process prevents hidden strains and guarantees the **MOST NEARLY UNBREAKABLE MILK BOTTLE ON THE MARKET AT ANY PRICE.**

Test Lockport Quality Bottles against any other makes; or, better yet, order a sample shipment and note your **DECREASED BREAKAGE.**

New automatic machinery enables us to make Lockport bottles uniformly accurate in capacity. In this important respect they are unexcelled.

Note the beauty and design of the Lockport bottle—not squatty, not top heavy, but with a neck so shaped as to show a full, generous cream line, which adds to the salability of your milk.

Round, Without Lip



**We Carry a Full Line of
MILK BOTTLE CAPS
BOTTLE FILLERS AND
CAPPERS
MILK DELIVERY CASES**

**All Supplies and Sundries for the
Dairy or Milk and Cheese
Factory**

**With Lip in Center,
40-Point Thickness**



BAKER, HAMILTON & PACIFIC CO. Seventh, Townsend and King Streets San Francisco

Quality Lines, Universally Known



Alaska Refrigerators

Seamless Porcelain and Enameled Lined

Herrick Refrigerators

Spruce and Enameled Lined

White Mountain Freezers

Duplex Fireless Stoves

Mando Kerogas Oil Cook Stoves

WHOLESALE ONLY

MANGRUM & OTTER, Inc.

San Francisco

NEW HAVEN SLUMBER STOPPER

ONE DAY ALARM

With Radium Dial and Hands

The radium material used on the dial and hands is of the highest quality and is guaranteed to last several years.



Height....5 1/4 inches
Dial.....3 1/4 inches

Bowed Glass.

Case is seamless brass, and with all outside fittings is highly polished and nickel plated.

3 1/4 inch bell metal gong on back.

Has silent switch on top for use when alarm is not wanted.

A RELIABLE ALARM CLOCK

MORGAN & ALLEN CO.

150 Post Street, San Francisco, California

ATLAS

10 Cent Fly Swatter

This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best every sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

NEW HAVEN, CONN.

HUGHSON & MERTON
Pacific Coast Agents
San Francisco, Los Angeles



H. Roth & Sons Company

SPECIALTY HARDWARE JOBBER

942-44-46 Mission Street
San Francisco
California



*We carry factory brands only under factory
labels and numbers*

WHOLESALE ONLY

TRADE
Stovoll
MARK



Makes Stoves Look Like New
Kills rust; prevents rusting; Cleans
and Polishes—all in one operation.
Guaranty on each bottle

RECOMMENDED AND USED
by 80 per cent of the gas companies.
Write for wholesale prices

SUPERIOR LABORATORIES
General Offices, Dept. 26, Grand Rapids,
Mich.

GENERAL SALES CORPORATION
Pacific Coast Representatives.
718 Mission St., 737 Terminal St.,
San Francisco Los Angeles
Seattle, Wash.

The Schaw-Batcher Co.

SACRAMENTO, CAL.

WHOLESALE HARDWARE

Pipe and Fittings
Canton Steel
Ammunition
Sporting Goods

Sargent & Co.
Builders' Hardware
Mill and Mining
Supplies
Blacksmith Supplies

TRINER "LIBERTY" PARCEL POST SCALE



With indicator showing amount of postage in the regular stamps and a additional amount required in war stamps.

Saves work and prevents inaccuracy in counting postage required by new war Revenue Bill

Made only in 20-pound capacity.

Furnished in black enamel finish, glass front, steel top.

Same style, tile top.

Blue enamel finish, glass front, tile top.

Insist on the Triner. Your jobber can supply you.

TRINER SCALE & MFG. CO.

West Twenty-First Street Chicago, Illinois

W. P. Horn & Co.
Pacific Coast Representatives
Rialto Building, San Francisco, Cal.
Los Angeles, Cal. Portland, Oregon

New Ladd's Discount Book No. 3

A new and enlarged edition of this standard work, comprising the most comprehensive collection of discounts ever printed, as well as many other valuable computations for commercial purposes, is now ready, after months of preparation by the compiler and editor, William J. Ladd.

Is one of the greatest time and labor-saving productions of the age. The net of any amount at any discount can be obtained in a second. The calculations have all been carefully checked. No proving is necessary. It is invaluable for pricing and checking invoices, figuring inventory, making prices, figuring profit, etc. Note the equivalent discounts. Are they worth anything to you?

It contains more than 300,000 Computations including New Discounts and Combinations which have come into use within the last few years. Nearly 600 pages, all double indexed.

60, 10, 10, 7½ & 2½.

Same as 55, 20, 10, 7½ & 2½. 40, 20, 10, 7½ & 2½. 30, 20, 10, 7½ & 2½. 20, 20, 10, 7½ & 2½. 10, 20, 10, 7½ & 2½. 50, 20, 10, 7½ & 2½. 40, 20, 10, 7½ & 2½. 30, 20, 10, 7½ & 2½. 20, 20, 10, 7½ & 2½. 10, 20, 10, 7½ & 2½.

100.2922	1103.2143	2108.1364	3109.0584	4111.9805	5114.9026	6117.8247	7120.7467	8123.6688	9126.5909
200.5844	1203.5065	2206.4286	3209.3506	4212.2727	5215.1948	6218.1169	7221.0389	8223.9610	9226.8831
300.8766	1303.7987	2306.7208	3309.6428	4312.5649	5315.4870	6318.4091	7321.3311	8324.2532	9327.1753
401.1688	1404.0909	2407.0130	3409.9351	4412.8571	5415.7792	6418.7013	7421.6233	8424.5454	9427.4675
501.4610	1504.3831	2507.3052	3510.2273	4513.1493	5516.0714	6518.9935	7521.9155	8524.8376	9527.7597
601.7532	1604.6753	2607.5974	3610.5195	4613.4415	5616.3636	6619.2857	7622.2077	8625.1298	9628.0519
702.0455	1704.9675	2707.8896	3710.8117	4713.7338	5716.6558	6719.5779	7722.4999	8725.4220	9728.3441
802.3377	1805.2597	2808.1818	3811.1039	4814.0260	5816.9480	6819.8701	7822.7921	8825.7142	9828.6363
902.6299	1905.5519	2908.4740	3911.3961	4914.3182	5917.2402	6920.1623	7923.0843	8926.0064	9928.9285
1002.9221	2005.8441	3008.7662	4011.6883	5014.6104	6017.5324	7020.4545	8023.3766	9026.2987	9929.2207

60, 10, 10, 7½ & 5.

Same as 55, 20, 10, 7½ & 5. 40, 20, 10, 7½ & 5. 30, 20, 10, 7½ & 5. 20, 20, 10, 7½ & 5. 10, 20, 10, 7½ & 5. 50, 20, 10, 7½ & 5. 40, 20, 10, 7½ & 5. 30, 20, 10, 7½ & 5. 20, 20, 10, 7½ & 5. 10, 20, 10, 7½ & 5.

100.2847	1103.1319	2105.9790	3108.8262	4111.6733	5114.5205	6117.3676	7120.2148	8123.0619	9125.9091
200.5694	1203.4166	2206.2637	3209.1109	4211.9580	5214.8052	6217.6523	7220.4995	8223.3466	9226.1938

The section above shows a part of a page of the book. There are six tables on a page. Put your finger right on the net the hand shows: The net of 73 cents is 21 cents, \$7.30 is \$2.13, \$73.00 is \$21.33, \$730.00 is \$213.31, \$7,300.00 is \$2,133.11.

OTHER USEFUL TABLES

Net of One Dollar showing all discounts arranged numerically, with different ways given for their application.

Per Cent Profit. Tables for adding percentage, affording an accurate and rapid way of making prices with profit added.

U.S. Money Into Foreign Money and Reversed. Pounds, marks, francs, kronen, etc.

Numerical Arrangement of Figured Nets brings the different nets together numerically and increases the value of the other tables.

Twelfths of a Dozen or Gross. These tables, arranged on the plan of the Discount Tables, give the price of fractional parts of a dozen or gross.

600 Pages. Double Indexed. Size, 8 x 11 inches. Cloth. Price, \$10.00, Including a Full Year's Subscription to the **HARDWARE WORLD**.

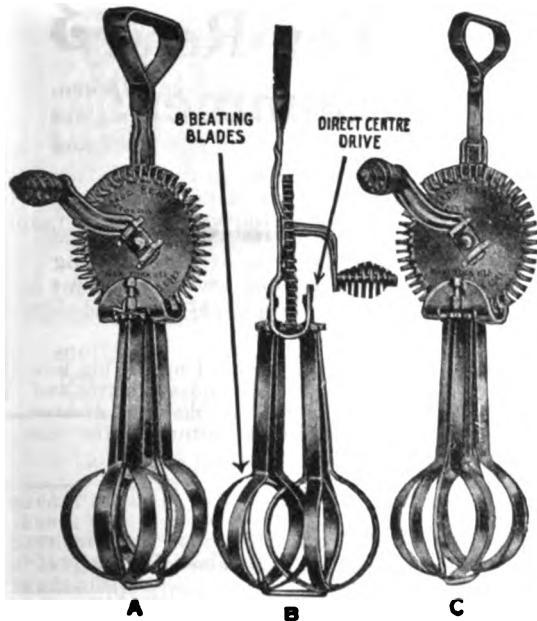
ADDRESS NEAREST OFFICE:

Phelan Building,
San Francisco, Calif.
507 Pioneer Building,
Seattle, Wash.

Hardware World

333 Taylor St., corner Tenth,
Portland, Oregon.
204-207 Scott Building,
Salt Lake City, Utah.

BOATMEN'S BANK BUILDING, ST. LOUIS, MO.

**WESTERN SALES REPRESENTATIVES**

Omer Cox, Postal Teleg'h Bldg., San Francisco, Cal.
 Sands & Cox, San Fernando Bldg., Los Angeles, Cal.
 Strimble & Cox, L. O. Smith Bldg., Seattle, Wash.
 Jones & Cox, Newhouse Bldg., Salt Lake City, Utah
 Turnbull & Cox, Inter State Trust Bldg., Denver, Col.
 Strimble & Cox, Corbett Bldg., Portland, Oregon

Ladd All-Steel Beaters**3 Sizes**

To Every Store Handling Housewares: You ALL carry these goods and want them ALWAYS IN STOCK. We shall take care of you. Steel, glass and materials are very hard to get, but we expect our money, persistence and perseverance to get them. Some delays: thus PLEASE HELP US BY ORDERING WELL IN ADVANCE and continue to SPECIALIZE on these STRONG STAPLES of QUALITY, for PROFITS and SATISFACTION.

JOBBERs the world over and US.

United Royalties Corporation
 1133 Broadway, New York



LADD
Mixer-Churns



SATURN
Clothes-Line
Reels

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware

El-an-Ge Enameled Ware

and

Pearl-Agate

Turquoise Enameled Ware

New York

Chicago

Boston

San Francisco

DUPLEX

FIRELESS STOVE



Write for the new Duplex Folder

Are You Ready for Summer?

Summer brings a sense of drudgery to the housewife who must spend hours each day in an overheated kitchen. Because Duplex Fireless Stoves free the housewife from these conditions, thousands will be sold. Millions of women throughout the country are reading the advertising on Duplex Fireless Stoves, and are seeking the Duplex dealer's store.

This national advertising, backed by the big live store displays, moving picture slides, electros and every possible selling aid, is making greater profits and more satisfied customers for the Duplex dealer.

Are you getting your share?

Write today—get your address on the Duplex Dealers' list—know the facts about Duplex profits in your business!

DURHAM MFG. CO.
MUNCIE, IND.

NEW YORK OFFICE: 108 CHAMBERS STREET
LOS ANGELES OFFICE: 1643 FIFTH AVENUE

WHITE MOUNTAIN REFRIGERATORS



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

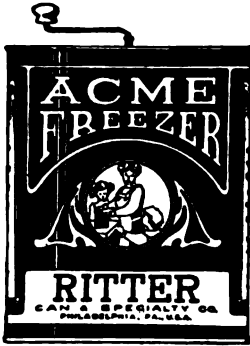
Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A.

BRANCH OFFICES:
New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo. Melbourne, Aus.
PACIFIC COAST DISTRIBUTORS
San Francisco.....Dunham, Carrigan & Hayden Co. Los Angeles.....California Hardware Co.
Sacramento.....Miller-Bowright Co. Seattle.....Schwabacher Hardware Co.
Portland.....Honeyman Hardware Co.



THERE'S A FREEZER CALLED THE "ACME"

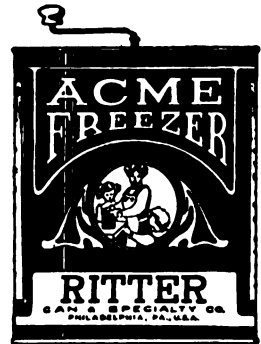
It retails for \$1.50, two-quart size. Will make the finest velvety Ice Cream in 10 minutes. Most compact and convenient Ice Cream Freezer made. Has no heavy wooden tub. It weighs only 2½ lbs. and may be kept on the pantry shelf. It can be placed in an ordinary refrigerator after the cream is frozen.

The "ACME" FREEZER has been a dandy selling line for 10 years. This coming season it will be even more popular. Don't fail to have a quantity on hand for 1920, using them as an advertising leader.

Delivery guaranteed from April to August, your option, on "ACME" FREEZERS. Write for quotation, providing your order not already booked. Or ask your Hardware Jobber's salesman.

Made by Ritter Can & Specialty Co. Philadelphia

Factory Selling Agents: BEH & CO.
106 Franklin Street, New York



CLARK JEWEL

Oil Stoves

Have many strong selling points. Your customers at once realize the high quality of these splendid stoves when they see them on your sales floor.

Beautiful Olive Green Enamel finish.

High Speed, low consumption burners, short and close to the top.

Large cooking surfaces.

Strong, high shelves.

Smooth cast iron legs.

Handsome heavy glass tank.

When you sell a Clark Jewel Oil Stove, you are assured of a satisfied customer.

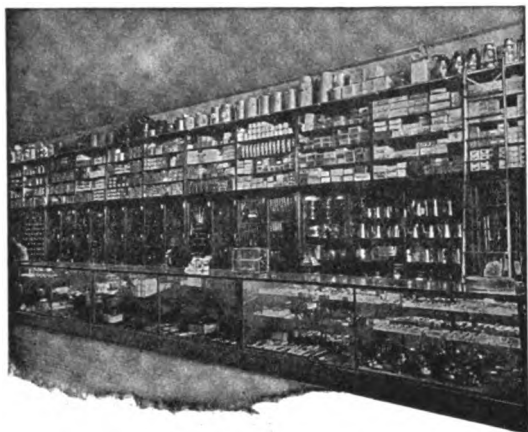
GEORGE M. CLARK & COMPANY

Division American Stove Company

CHICAGO

HOLBROOK, MERRILL & STETSON, of San Francisco and Los Angeles, Jobbing Agents for California

Hidden Hardware Won't Sell Itself



Don't keep your hardware out of sight, in odd shapes and sizes of boxes. Get it out where people can see it. If you do this you will sell more, because your customers will then be reminded of their needs.

Put "Duluth" Hardware fixtures to work for you, and they will pay for themselves in extra sales made.

DULUTH SHOW CASE CO.
DULUTH, MINNESOTA

RUTEMBER ELECTRIC TABLE STOVE
Model 206

Is one of the Jobber's or Dealer's quick, sure sellers.

Square cooking surface, seven by seven inches.

Furnished complete with all the necessary cooking utensils. Full nickel finished.

We manufacture a full line of Household Appliances.

Write for our complete Catalog and Trade Discounts.

RUTEMBER ELECTRIC CO.
Marion, Ind., U. S. A.



Everybody knows of "QUICK MEAL" Stoves. But do you know we make a new Oil Stove? And that it will be a winner?

Quick Meal Stove Company

Division American Stove Co., St. Louis

C. H. SCHIECK

Pacific Coast Agent

715 Indiana Street, near 19th Street, San Francisco, Cal.

TIME TO ORDER FREEZERS

All of the three, **LIGHTNING**, **GEM** or **BLIZZARD**, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

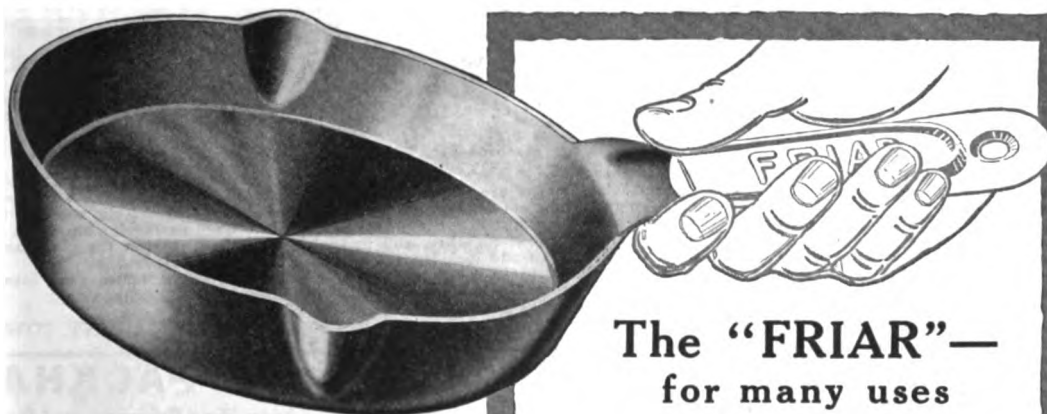
They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.



The **Blizzard**, being simpler in construction and cheaper in price, makes it a good running mate with either the **Lightning** or **Gem**. They sell themselves and stay sold! No comebacks or complaints. This means easy, net profits for you.

YOUR JOBBER CAN SUPPLY

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



*The heaviest
sheet steel
frying pan*

**The "FRIAR"—
for many uses**

This is the housewife's favorite frying pan—a sturdy general purpose utensil with enough weight to insure an even cooking temperature. The friar is made of extra heavy gauge sheet steel, highly polished, and has a cold handle. It is convenient to use and is unbreakable. Made in five sizes, from nine to thirteen inches, numbered from seven to eleven.

WHITAKER-GLESSNER CO.
Wheeling Corrugating Dept. - WHEELING, W. VA.



THE *Royal* Self Heating Iron

Over 1,000,000 Sales Prove its Worth and Merit. Gives You Good Profit. Satisfies Your Trade.

FREE TO ROYAL DEALERS

Royal Lithographed Window Trim.
Royal Lithographed Counter Displays.
Royal Lithographed Movie Slides.
Cuts for Newspaper Advertising.
Circulars for Store Use.
Book—Royal Salesmanship (32 pages).

Above Selling Helps will be mailed promptly to any Royal Iron Dealer on request

ROYAL SELF-HEATING IRON CO.

575 WAYNE ST.

BIG PRAIRIE, OHIO

Distributors

M. Sells
& Co.,
Portland, Or.
Seattle, Wn.
Spokane, Wn.

The Colorado
Utah Hdw.
Co.
Grand Junction,
Colo.

American
Hdw. & Sup-
ply Co.,
Pittsburgh,
Pa.

Eph Feig
Grand Central
Palace
New York
City, N. Y.

Prescott & Co.
Boston, Mass.

H. E. Hessler
Co.
Syracuse, N. Y.



YOST ECONOMY

Many leading Hardware and House Furnishing Stores give the YOST GEARLESS MOTOR WASHER their preference. It satisfies particular buyers. Yost Sales Helps will increase your profits. May we serve you either direct or through one of these distributors?

The Yost Gearless Motor Company
Springfield, Ohio

SAFETY INTERLOCKING STOVE AND FURNACE PIPES

Fire
Preventing



Home
Protecting

Ambrose P. McGuirk's Patent

Our Asbestos-Covered Interlocking Furnace Pipes, Interlocking Stove Pipes, Interlocking Asbestos-Covered Flue Thimble, Interlined Interlocking Ring Flue Caps and Interlocking Elbows are not luxuries nor needless accessories. They are necessary where stoves and furnaces are used. By fastening and cementing the Flue Thimble in the Flue Hole, and putting in and turning the pipe joint and locking it firmly therein, it can't pull out or be pushed in too far. Each successive pipe link is locked to the receding one, until the whole pipe is firmly locked together, and to the Stove Collar, so that the pipe can't fall down. When the pipe is taken down put in the Flue Cap and lock it, making the flue hole fire safe. Every home and factory owner is morally liable for impending fires on his property, and as fast as flames reap losses will our dealers reap profits on our Fire Safe, Rust Proof, Interlocking Pipes, Flue Thimbles, Caps and Elbows.

Send for Price List and Descriptive Statement.

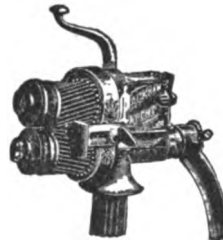
SAFETY INTERLOCKING STOVE PIPE CO.,

MT. PLEASANT, IOWA



Pack's Pineapple Eyesnip

is the best eyesnip on the market. All housewives want it. A big seller. Prices on request. Ask about THE MARVEL POTATO EYER ALSO. Order Now
Christian Schlicker Mfg. Co.
12 Bloomingdale Street
Rochester, N. Y.



THE PACKHAM Stove Pipe Crimper and Beader

MADE BY

THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO

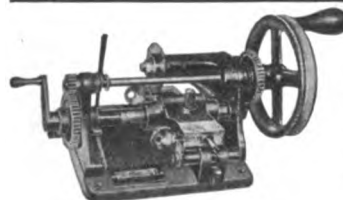
If Your Jobber Does Not
Carry It, Write Us



Jimmy Weeders

Root out Dandelions, Plantains, Russian Thistle, Sour Grass, etc. Pulls top, root and all, without disturbing sod. Patented Spring Fulcrum makes weeds jump. Retains at 35¢ each. Write for sample and wholesale prices.

TAYLOR MFG. CO., Cooke Ave., Canton, Ohio



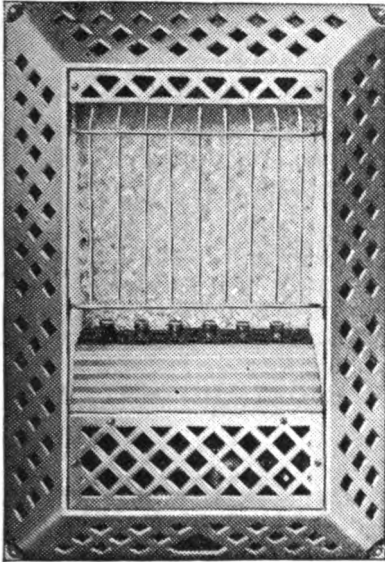
With the— Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office 338 Hamilton Avenue, Allentown, Pa.

Ironton Bunsen Gas Heaters

ARE THE PROFIT BUILDERS



IRONTON BUNSEN HEATERS are made in a great variety of sizes and styles suitable for all sorts of rooms, and at prices to suit the demand of all classes of gas consumers.

The line is so complete that a dealer can confine his entire gas heater efforts to it, and by doing so he is assured of a growing and profitable stove business.

No competition, no stove like it, none so efficient, none so perfectly odorless and sanitary and none so generally satisfactory for all kinds of gas heating.

Write now for a catalog and handle the best selling stove in the market.

The Ironton Stove & Manufacturing Company
IRONTON, OHIO

AMERICAN SEAL PAINTS and CEMENTS

"MAKE GOOD"

WITH YOU AND YOUR CUSTOMERS

STAND FOR
QUALITY and DURABILITY



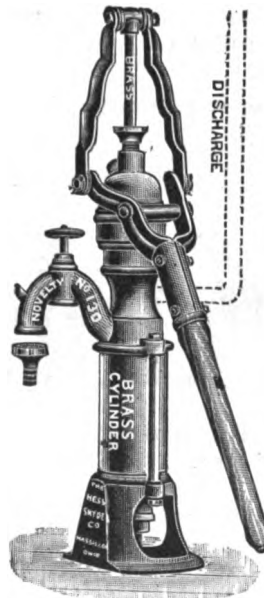
WRITE US FOR DEALER'S PROPOSITION

MANUFACTURED BY

The Wm. Connors Paint Mfg. Co.
1852 TROY, N. Y. 1920

GET A SUPPLY OF NOVELTY FORCE PUMPS

And treat your customers to the best



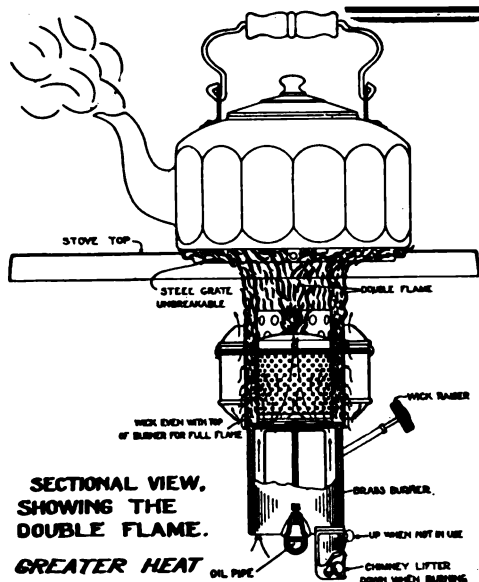
No. 130

We are the manufacturers of the original 'Novelty' Pump for WELLS and CISTERNS. Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

THE HESS-SNYDER CO., Massillon, Ohio



LADY ELGIN

Oil Cook Stoves

have scientifically constructed burners which produce a clean blue flame like gas.

Operation is simple and affords perfect control at low, medium and high flame. Automatic wick stop at high flame prevents smoking.

You can personally guarantee the LADY ELGIN to your customers, for we back this guarantee—just as we have done for many years with ELGIN BAKE OVENS.

ASK YOUR JOBBER

ORDER ELGIN COOKS AND OVENS NOW

Get Benefit of our Spring Terms

ELGIN STOVE & OVEN CO. - Elgin, Illinois

BEH & CO., Eastern Distributors, 106 Franklin St., New York
Warehouses: New York, Philadelphia, Boston, Syracuse.

The Ontario Knife Company, Franklinville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.



**BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE**

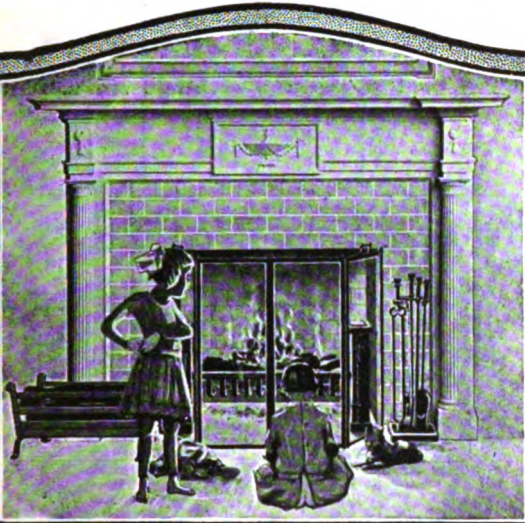
KNIVES

**KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE**

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.



The Most Beautiful Fireplace

Is incomplete without a

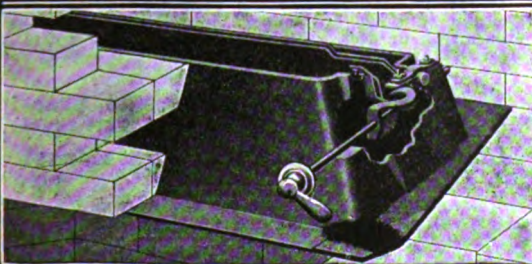
PEERLESS DOME DAMPER

You can sell a Peerless Dome Damper for every Fireplace now under construction in your city by explaining its advantages to the owner or contractor.

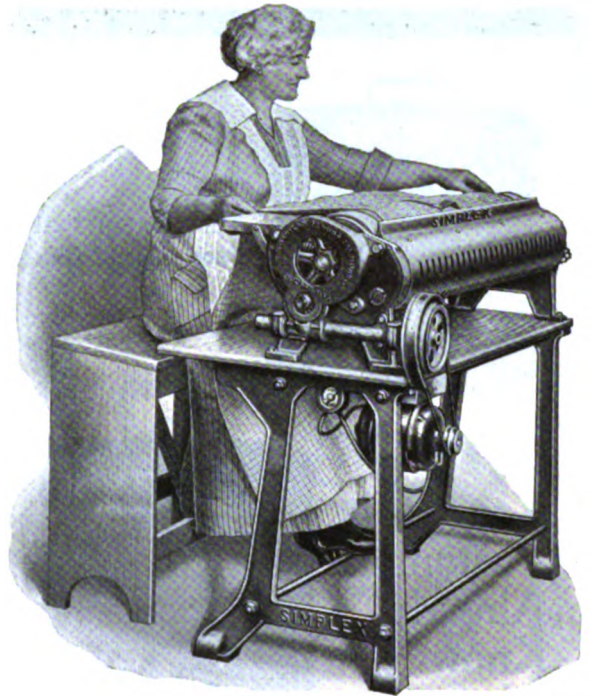
It saves fuel. Regulates draft. Increases heating capacity. Keeps temperature uniform. Prevents back drafts and dirt from blowing into the room. Reflects the warmth and glow from an open fire into the room instead of sucking it up the chimney.

Start today—tell your contractor friends and prospective home builders about Peerless Dome Dampers, Ash Traps, Ash Doors and Peerless Fireplace Furniture. The profits from Peerless sales pay you well. Write today for Catalog "F."

PEERLESS MANUFACTURING CO.
INCORPORATED
 Makers of Fireplace Furniture
 LOUISVILLE, KY.



There is a Peerless Dome Damper for every fireplace. Unique features of operation. Cannot get out of order. Blueprints furnished.



Assured Profits by Selling the

SIMPLEX IRONER

"THE BEST IRONER"

Comfort and ease at what is otherwise very tiring work is a unique feature enjoyed by women who use the Simplex Ironer. This is possible because of the extreme simplicity of the Simplex, with its wonderful automatic feed control.

Women to whom you sell a Simplex can sit down and iron. That is a big selling point which is attracting many profitable sales to Simplex dealers everywhere.

The household appliance department selling the Simplex can do so with the satisfaction of offering customers the leader in the field.

We co-operate in training your sales force in specialty selling. The SIMPLEX Sales Plan for dealers is far-reaching. It provides new practical suggestions for the building up of your entire Household Labor-Saving Appliance Department.

Write Today for Further Particulars

The American Ironing Machine Company

431 Sutter St., San Francisco, Cal.

Home Office: 168 N. Michigan Ave., Chicago
 3-6-20



Three sizes of Pail
Four sizes of Can

Your Best
Customers
Already
Know
About
This Can
and Pail



In the leading magazines for years we have been showing them why Witt's Can and Pail outlast two ordinary cans; why they are 29 times stronger than plain steel; why the dog-proof lid keeps odors in, keeps dogs out.

The market is ready for Witt's Cans and Pails. Display the product in your store and quick sales are sure.

THE WITT CORNICE CO.
CINCINNATI, OHIO

For Sale on Pacific Coast by

Baker, Hamilton & Pacific Co.	San Francisco
Dohrmann Commercial Co.	San Francisco
Dunham, Carrigan & Hayden Co.	San Francisco
Heyman-Well Co.	San Francisco
Holbrook, Merrill & Stetson, Inc.	San Francisco
Mangrum & Otter, Inc.	San Francisco
Seller Bros. & Co.	San Francisco
Thomson-Diggs Co.	Sacramento, Cal.
M. S. Sells & Co.	Portland, Seattle, Spokane
Whitton Hardware Co.	Seattle
Honeyman Hardware Co.	Portland

**WITT'S CAN and
PAIL**



MADE IN OHIO, U. S. A.

ALUMINUM "Real Solid"

ANNOUNCEMENT

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of "REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidity and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS—Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

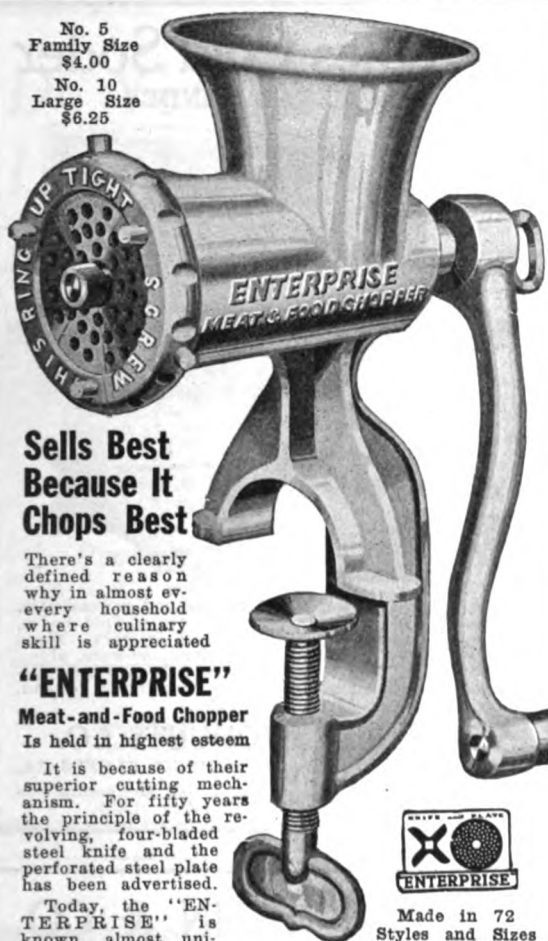
INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market

Write Today and get our New Catalog just off the Press.

The Buckoyo Aluminum Company
WOOSTER, OHIO

No. 5
Family Size
\$4.00
No. 10
Large Size
\$6.25



Sells Best Because It Chops Best

There's a clearly defined reason why in almost every household where culinary skill is appreciated

"ENTERPRISE"

Meat-and-Food Chopper
Is held in highest esteem

It is because of their superior cutting mechanism. For fifty years the principle of the revolving, four-bladed steel knife and the perforated steel plate has been advertised.

Today, the "ENTERPRISE" is known, almost universally, as the one machine having the true slicing motion that chops, even the most tough and stringy meat, into tiny bits without tearing or mangleing it and without squeezing from it the nourishing juices.

It's this knowledge that your customers have of the "ENTERPRISE" that makes them so profitable for you to handle. They sell readily, requiring little argument on your part. And their unending usefulness assures a pleased and satisfied customer, whose good-will no far-sighted hardware merchant would care to lose. Write your jobber today.

Enterprise Sales Helps Free on Request

THE ENTERPRISE MFG. CO. OF PA., Philadelphia, U. S. A.
29 Murray St., New York 9 Main St., San Francisco



Made in 72
Styles and Sizes



GENUINE HUNTER'S SIFTER

The Standard for a
Quarter-Century

Sectional View
Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO.

Bender Street

Hamilton, Ohio

CHATILLON CUTLERY

CARRY
CHATILLON

Ice Tools

Chatillon Ice Tools have been developed for handling ice easily. They are not tools from other lines, sold to ice dealers as ice tools. They are exclusively ice tools—the best we can make from the wide experience gained in our eighty-five years' experience as cutlery and scale makers.



The Chatillon Ice Balance, Pick, Cutter and tongs il-

lustrated are a few of the most popular models. There is a Chatillon Ice Tool for every ice purpose.

Made of good quality steel, of ample strength where strain is greatest, light as possible where there is no strain. Chatillon Ice Tools are balanced to permit long handling with least exertion.



Your jobber can tell you about the Chatillon Line of Ice Tools



JOHN CHATILLON & SONS
New York U.S.A.



Another Summer Coming

And With That Summer Comes Opportunity
for You Through

"GOLD MEDAL" Folding Furniture For Camp, Porch or Lawn

A line in a class by itself—sightly—comfortable
in use—built strong and durable to withstand
rough usage—folds into small space—convenient
and compact to ship, carry or store away.



"Gold Medal" Cot
No. 1—"The Cot
of Many Uses."

Sold only through Jobbers and Dealers.
Write for 1920 Catalog.

GOLD MEDAL CAMP FURNITURE MFG. CO.
1705 Packard Ave., Racine, Wis.

Hercules Cold Soder

THE METAL MENDER



Mends any leak in any metal quickly and permanently,
without heat or acid. Just apply Hercules Cold Soder,
a semi-liquid, from tube, covering hole or crack. Fixes
household utensils, brass, granite, aluminum-ware, pipes,
gasoline tanks, auto radiators or cylinders. Finds popu-
lar sale. National advertising is intensifying demand.
Ask your jobber. Write for booklet.

HERCULES PRODUCTS CO.

Dept. A COUNCIL BLUFFS, IA.
NOWMAN COWAN CO., Pacific Coast Representatives
445 Rialto Bldg., San Francisco, Calif.

Rogers Wire Works, Inc.

MANUFACTURERS

ROGERS BRAND

WINDOW SCREEN WIRE CLOTH
BLACK, GALVANIZED AND COPPER

Main Office and Works, Belleville, N. J.

SALES AGENTS:

Caldwell Sales Co... 320 Market St., San Francisco, Cal.
E. G. Grant Co... 7902 Sycamore St., New Orleans, La.
Clifford H. Adams..... 18 Drayton St., Savannah, Ga.
B. H. Vogel..... Orlando, Fla.

Sells to Every Belt User

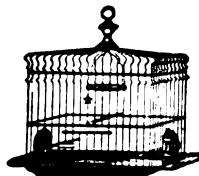


THE JOBBER'S MFG. CO. 327 S. LA SALLE ST.
CHICAGO, ILL.

Your market
for Blue Ribbon
Belt Dressing is lim-
ited only by the number
of belt users in your vicin-
ity. The quality of the Dressing
is high enough to suit the most dis-
criminating purchaser. Ask your whole-
saler for it or write for prices and samples.

O. LINDEMANN & CO.

35 and 37 Wooster St., New York Established 1863



Manufacturers of JAPANNED, BRASS and
TINNED WIRE

Bird Cages and Cage Sundries

A. I. Conger Co., 731 Market Street, San Francisco, Cal.
Representative for California
T. D. McLean, L. C. Smith Building, Seattle Wash.,
Representative for Washington, Oregon, Idaho,
Utah, Montana and British Columbia

Do You Realize the Profits Live Merchants are Making in Handling Phonographs?

Wives and daughters make your sales.
No comebacks and no service.
One sale makes many prospects.
Follow up with profits on records.
Prompt shipments of samples assured.

"Let Us Tell You How You Can Profit"



Model 95

*"The Perfect Tone for
Every Home."*

OPEROLLO PHONOGRAPH COMPANY

54 W. LAFAYETTE BOULEVARD, DETROIT, MICHIGAN

ROCK-A-BYE NURSERY SPECIALTIES

The universal appeal of the many items in the Rock-a-Bye line has developed nation-wide sales. Advertising has created a demand among the families *right in your trade.*

The Rock-a-Bye items that you see in your territory have probably been purchased from us direct. For many mothers write in for Rock-a-Bye products when they see our advertisements in national publications.

We prefer for our dealers to make these sales. You can reap the profit of this fast-selling line by tying up with our advertising — by displaying Rock-a-Bye Specialties in your windows, and letting your trade know that you carry them. *See Your Jobber or Write Us.*

PERFECTION MFG. CO.,

Dept. W Leffingwell and Montgomery Sts.,
ST. LOUIS, MO.



EASY Vacuum Washer



FOUR VERY IMPORTANT 'EASY' FEATURES

The "Easy" is the biggest machine—holds more clothes; 10 sheets or 14 lbs. of dry wash.

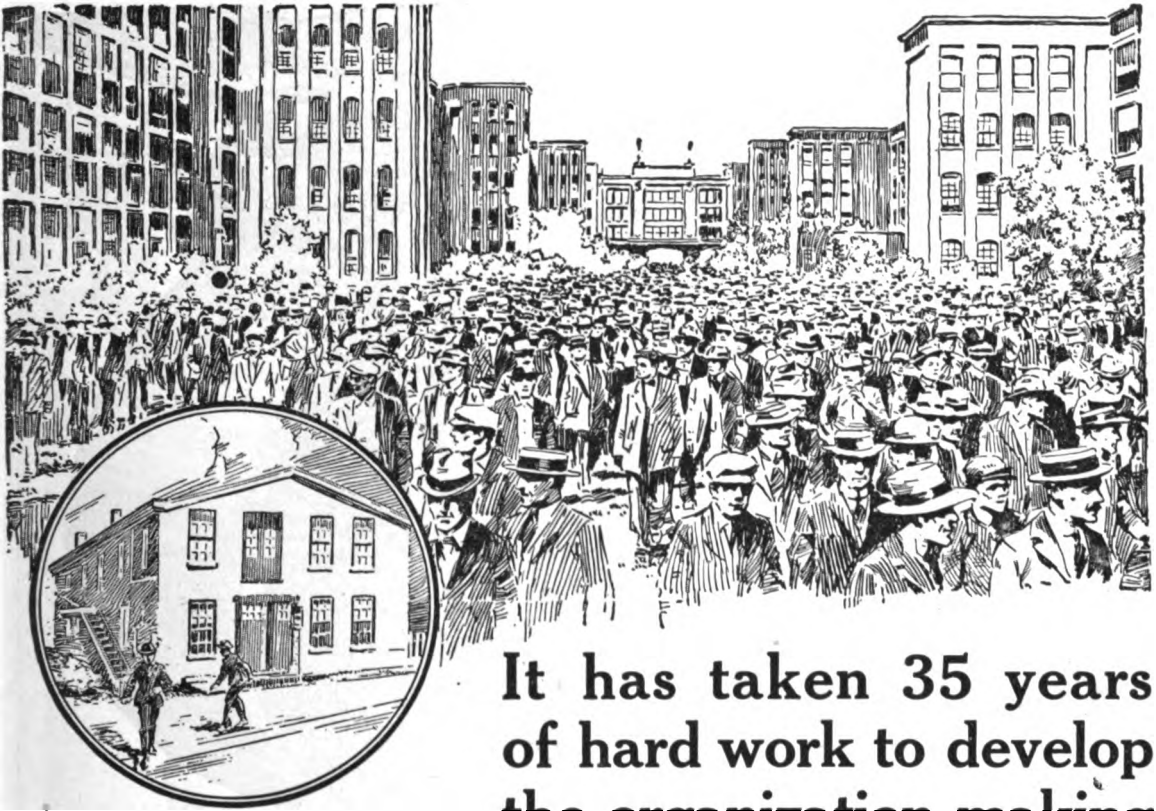
Easiest—Because of the "Easy" vacuum system.

Cheapest—Because it makes 50 per cent less wear and tear on the clothes.

Steams as It Cleans—Mammoth gas burner attached does the work.

H·J·GUTE & CO.

PACIFIC COAST
FACTORY REPRESENTATIVES
150 POST ST.
SAN FRANCISCO
CALIFORNIA



It has taken 35 years of hard work to develop the organization making National Cash Registers

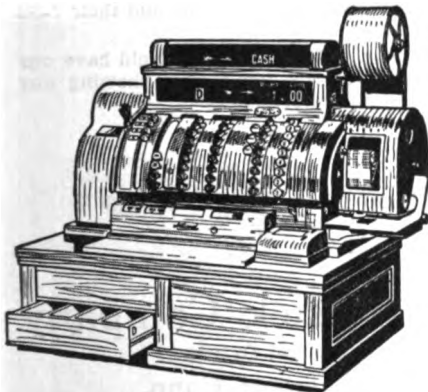
STARTING with two employees in one little room, The National Cash Register Company now has a making organization of over 7,000 people working in 21 big buildings.

It has taken 35 years to develop this tremendous organization.

Many obstacles had to be overcome in those years. Money, time, and energy were thrown into the enterprise by large-visioned men who believed that cash registers were a necessity in stores of all kinds.

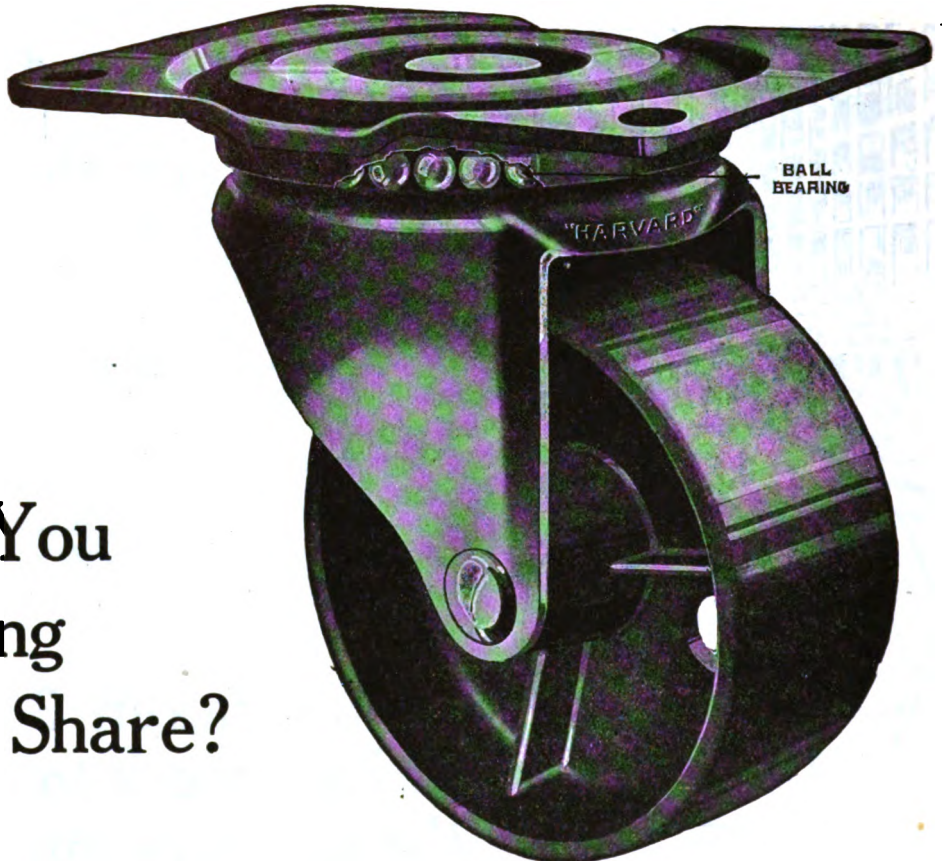
Slowly, but surely the business grew. Building after building sprang up to house the expanding organization.

The National Cash Register factory of today is the result. It is built on a foundation of faith in the cash register as a business necessity. It is dedicated to the making of a labor-saving machine that helps merchants, clerks and customers.



The National Cash Register Company
Dayton, Ohio
Offices in all the principal cities of the world

Are You Getting Your Share?



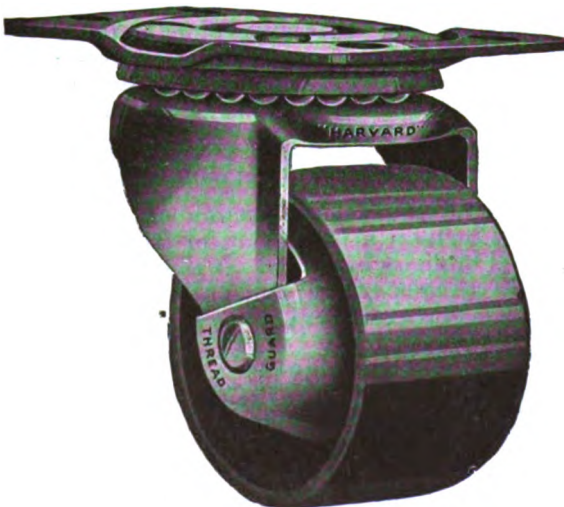
Hardware World Dealers all over the country are "cashing in" on the new "Harvard" Ball Bearing Truck Caster. Are you one of them or have you overlooked this opportunity to increase your sales?

The new "Harvard" Ball Bearing Truck Caster is constructed of extra heavy gauge steel. The axle is also made of extra heavy steel. The wheel is cast iron. This caster is much lighter than ordinary iron casters yet is practically indestructible. It is unequalled for strength and dur-

ability. The large 5-16 inch ball bearings make them easy running and turning.

Our new "Harvard" Ball Bearing Thread Guard Caster shown below has proved a big seller to shoe factories and mills where lint and threads from the floor are apt to twist around the wheels and prevent free action. Their big feature is the steel guard which prevents this and their 7-32 inch ball bearings.

Every Hardware World dealer should have our descriptive circular No. 105 H. W., showing our complete line. Write for one.



The Bassick Company

General Offices
Bridgeport, Conn.

The M. B. Schenck Co.
Division

Universal Caster & Foundry
Works Division

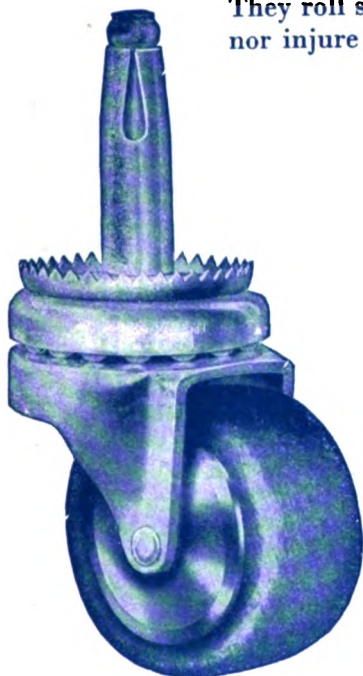
The Burns & Bassick Company Division
Address all inquiries to Bridgeport, Conn.

FELTOLD

REGISTERED JULY 13th, 1919

The demand for the well-known *SCHENCK LINE* of CASTERS is *already created*. It is now only necessary to show them to sell them.

Because modern homes have polished or varnished hardwood floors, these Casters are made especially for hardwood floors. They roll silently—never leave the slightest mark nor injure the finest rugs or floor coverings.



"Feltoids" are the only Caster Wheels that are made with a hard body, yet with a soft silken tread.

The popular *Schenck Line* of "Feltoid" Casters is now made in all standard styles. They are so strong, so well constructed, so easy to put on and so easy "on everything" that customers prefer them to all other casters.

They not only sell readily and steadily, but they please everybody, help business and pay dealers a worth-while profit.

We have Specialized in Casters for 30 years.

Ask your Jobber to supply you. Write to us direct for Descriptive Circulars and Prices.

THE BASSICK COMPANY
GENERAL OFFICES
BRIDGEPORT, CONN.

ALSO MAKERS OF BALL BEARING FURNITURE, PIANO AND METALLIC BED CASTERS
GEM FURNITURE CASTERS

SOLE MANUFACTURERS OF "FELTOLD" CASTERS

THE M. B. SCHENCK COMPANY
DIVISION

UNIVERSAL CASTER & FOUNDRY WORKS
DIVISION

THE BURNS & BASSICK COMPANY
DIVISION



New Counter Display

FOR DOMES of SILENCE

THIS new counter display will sell more slides for you than you have ever sold before.

Domes of Silence are made of case hardened steel, simple in construction and wear indefinitely.

Your customers know about these efficient little steel slides either through actual use or through our extensive national advertising.

ORDER FROM YOUR JOBBER TO-DAY

Special Assortment B 2 consisting of $\frac{1}{4}$ gross each
of the following fast selling sizes $\frac{7}{8}$ " $\frac{3}{4}$ " $\frac{5}{8}$ " $\frac{1}{2}$ "

Henry W. Peabody Co. :: :: 17 State St., New York

How 10¢ Saves \$10.00

Half Million Mendets Sold Every Week



**Don't
Throw it
Away.
Mend it with
MENDETS**

TRADE MARK REG. U.S. PAT. OFF. **A PATENT PATCH**

Half Million a Week Sold

HERE'S the most interesting little, big profit producer ever announced in this publication. It is Mendets, a patented patch for graniteware, aluminum, copper, tin, and iron cooking utensils and washboilers, etc. It mends hot-water bags and all rubber goods.

Mendets go on with a twist, require no heat, solder, cement, or rivet. They fit any angle, stand any heat, and stay watertight.

Stores all over the country and in foreign countries are selling over half a million Mendets every week, and each sale nets the retailer a satisfactory profit.

Mendets retail at 10c and 25c the package

Your jobber can supply you with Mendets in the Silent Salesman Counter Carton at an attractive price. Ask him, or write us for the name of a nearby jobber selling Mendets.

Order them by name—Mendets

COLLETTE MANUFACTURING CO., Amsterdam, N. Y.





The Popular Priced Line

Aluminum is a superior metal for cooking utensils for three reasons: it does not chip nor crack, it is light in weight, and it is tough and durable.

Most women who are buying kitchen equipment today prefer aluminum. Naturally they want good aluminum ware. Now, not only does Viko fill this demand for good aluminum ware, but it can be sold with profit at a popular price.

Dealers who handle the Viko line will tell you it's a wonderful line to merchandise. No mark-downs, no left-overs, but a steady, rapid and profitable seller the whole year 'round. For full information about Viko—

Ask Your Jobber

Aluminum Goods Manufacturing Co.

General Offices: Manitowoc, Wis., U.S.A.

Makers of Everything in Aluminum

VIKO

The Popular Aluminum

THE SATURDAY EVENING POST

Explaining Public Confidence in Keen Kutter Tools

The reproduction of skilled workmen who use Keen Kutter tools, is particularly due to the fact that these tools represent more than fifty years of effort by master craftsmen.

In another way, these thorough tests of development of the most designed materials ever used in Keen Kutter by production.

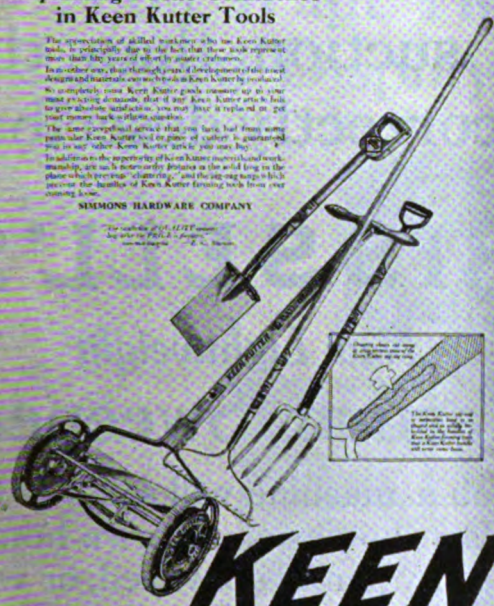
So completely does Keen Kutter goods measure up to the most exacting demands that if any Keen Kutter article fails to give absolute satisfaction, you may have it replaced or get your money back in full.

The same careful service that you have had from some particular Keen Kutter tool or piece of cutlery is guaranteed you in any other Keen Kutter article you may buy.

Insistence on the superiority of Keen Kutter materials and workmanship, are such a matter-of-fact as the solid iron in the plate which prevents "clattering," and the zig-zag shape which prevents the handles of Keen Kutter forcing back from over working knees.


SIMMONS HARDWARE COMPANY

The Keen Kutter #11 "KUTTER" is the most popular of all Keen Kutter tools.



KEEN

THE SATURDAY EVENING POST



KUTTER

Before Millions of People



Big, double page spreads in the Saturday Evening Post, such as that illustrated above, carry the story of Keen Kutter superiority to every class of tool and cutlery user in the United States, from the skilled mechanic to the housewife.



Dominating space in farm papers, which go into more than a million and a half homes, make an additional, special appeal to the farmer.

The skilled workman, too, is reached again—very intimately—through striking, full page Keen Kutter advertisements in every issue of his favorite paper—The Carpenter.

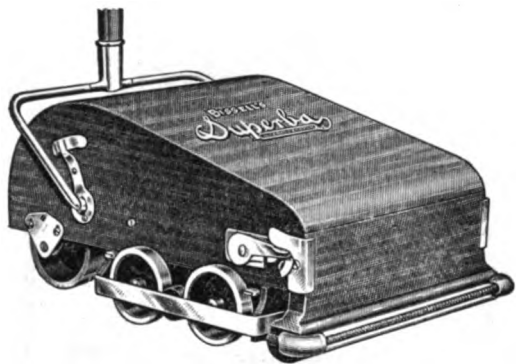
This intensive campaign is moving Keen Kutter goods even faster than usual. Tie up to the big selling effort and get your share of the profits.

Put the Saturday Evening Post pages in your window with special Keen Kutter displays—make yours the Keen Kutter store in your city.

SIMMONS HARDWARE COMPANY

KEEN KUTTER

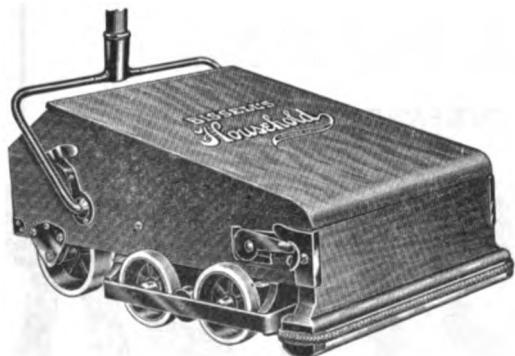
Lighter, smaller, really easy to run and with greater cleaning suction than the average electric—this correctly describes



Real Mahogany veneer, oil rubbed finish, Rubber Corner Cushions, Nickered Fittings



Gumwood veneer, Brown Mahogany, oil rubbed finish, with Rubber Corner Cushions Nickered Fittings



Gumwood veneer, Reddish Mahogany finish japanned fittings

BISSELL'S

New Lightweight Vacuum Sweepers

Such a machine will sell readily to farm homes, small town homes and city homes not wired, or who count the cost---these homes are in the great majority.

These new "vacs" make an excellent demonstration. They retail at \$9.00 to \$13.50, depending upon model and locality.

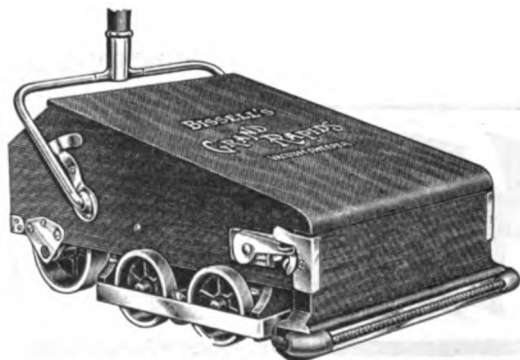
Bissell's "Cyco" Ball Bearing Carpet Sweepers are still the universal *sweeping* device for everyday use.

BISSELL CARPET SWEEPER CO.

Oldest and Largest Sweeper Makers
GRAND RAPIDS, MICH.

New York (25 Warren St.)

Niagara Falls, Ont. (Factory)



Do You Want This New, Bright Spring Colored Display for Your Window?

IT'S FREE WITH BISSELL SWEEPERS



BISSELL'S "BLUEBIRD" DISPLAY

This new Spring Display is as pretty, as cheery and as attractive as our "Peerless" display of last fall was imposing. It will surely make a bright, attention-compelling spot of a merchandise window, after the grayness of winter. It will arouse visions of Spring, with thoughts of home refitting and renovating. It will handsomely tone up a window of home furnishings, home labor saving utilities, paints, etc.

The Display consists of a three panel background piece, 26 inches high by 42 inches wide, a top panel, 15 by 26 inches, to attach to a sweeper handle, and suspended from this top panel by cords is a cutout of a little girl in a swing. The element of motion so valuable in a window display can be secured by concealing an electric fan behind a piece of merchandise a little distance in front of the display, so as to keep the girl aswing. The display is beautifully lithographed in eight colors on ten ply cardboard.

The "Bluebird" Display is offered during the Spring Season with factory shipments of one dozen or more Bissell carpet sweepers, vacuum sweepers or assorted.

Write for a Copy of Bissell's Spring Offer Announcement and New Price List

BISSELL CARPET SWEEPER CO.

Oldest and Largest Sweeper Makers

New York (25 Warren St.)

Grand Rapids, Mich.

Niagara Falls, Ont. (Factory)

Digitized by Google

Smashing Special Offer



No. 6050

To Introduce the New

STERNO TWINs

Pure Aluminum
Stoves

60% PROFIT



No. 5001

Sterno Offer No. 1225 **FREE**

With 24 Cans of Sterno Canned Heat

CONSISTING OF THREE PHENOMENALLY
ALL-YEAR SELLERS

	Retail	Costs	Receipts
12—(6050) Pure Aluminum Stoves.....	\$2.00	\$16.00	\$24.00
12—(5001) Pure Aluminum Stoves.....	1.00	8.00	12.00
24—(4006) Sterno Canned Heat, Free		FREE	2.40
		\$24.00	\$38.40

You Buy at \$24.00 You Sell at \$38.40
You Bank \$14.40, and You Get
24 Cans Sterno Canned Heat—FREE

PROFIT 60%. ABOVE OFFER IS LIMITED TO 60 DAYS

Window Displays Free. 25 Cash Prizes for Best Windows



STERNO CORPORATION
NEW YORK

SPECIAL 60 DAY OFFER COUPON

Sterno Corporation, New York:

Please enter my order for.....Sterno Special Offer No. 1225, with 24 Cans Canned Heat Free.

*Also send me.....Gross Cans Sterno Canned Heat No. 4006, at \$10.80 per gross.

Dealer's Name

Address

Jobber's Name

Address

* Every sale of Sterno Stoves means steady customers for refills of Canned Heat.

Order a liberal supply of Canned Heat now.

Hardware World

(Copyright 1920 by the HARDWARE WORLD. All rights reserved)

Volume XV

APRIL :: 1920

Number 4

NO EDISON IF AN EIGHT-HOUR DAY WAS THEN IN VOGUE

Mr. Edison, the world's greatest inventor, was with difficulty persuaded to take a half day off from his work, that he, or rather, his neighbors, might celebrate the day which brought him to the age of 73.

He took this occasion to give papers a statement of his views about work and the modern tendency towards "slacker principles." His ideas may sound old-fashioned today, but Mr. Edison says:

"Today, I am wondering what would have happened to me by now if fifty years ago some fluent talker had converted me to the theory of the eight-hour day and convinced me that it was not fair to my fellow workers to put forth my best efforts in my work.

"I am glad that the eight-hour day had not been invented when I was a young man. If my life had been made up of eight-hour days I don't believe I could have accomplished a great deal.

"This country would not amount to as much as it does if the young men of fifty years ago had been afraid that they might earn more money than they were paid. There were shirkers in those days, to be sure, but they didn't boast of it. The shirker tried to conceal or excuse his shiftlessness and lack of ambition.

"I am not against the eight-hour day, or any other thing that protects labor from exploitation at the hands of ruthless employers, but it makes me sad to see young Americans shackle their abilities by blindly conforming to rules which force the industrious to keep in step with the shirker. If these rules are carried to their logical conclusion it would seem that they are likely to establish a rigid system of vocational classes which will make it difficult for a working man to improve by his own efforts.

"I have always felt that one of the principal reasons for American progress in the past has been that every man had a chance to become whatever he wanted to be. It used to be fashionable to be ambitious. The employee planned

to become an employer; the unskilled man sought to become more skilled. A young man was not well thought of if he was not striving for a higher place in life.

"There appears to have been a change in recent years. The present disposition is seemingly to say, in effect: 'I am what I am and so I shall remain. I aspire to nothing better than my present job. I ask for nothing, except larger wages and shorter hours.'

"Of course I realize that the leaders of union labor have their political problems and that they must appeal to the collective intelligence of their followers, which is lower than the average intelligence of the same men; but there ought to be some labor leader strong enough and wise enough to make trade unions a means of fitting their members for better jobs and greater responsibilities."

Though the world despise and taunt
You without reason, without rhyme,
Though misfortune jar and haunt
You with audacity sublime,
Though the skies be dark and glowering
And no rosy hopes reach flowering—
Remember, every morning the sun
Comes up on time.

WEBSTER COULD SAY NO BETTER IF HE LIVED TODAY

You are prosperous, you are happy, you are grateful. The fire of liberty burns brightly in your hearts, while duty and the law restrain it from bursting forth in wild and destructive conflagration. Cherish liberty, as you love it, cherish its securities, as you wish to preserve it. Maintain the Constitution which we labored so painfully to establish and which has been to you such a source of inestimable blessings. Be true to God, to your country, to your state. Do your duty. Then shall that Almighty Power which so graciously protected us, and which now protects you, shower its everlasting blessings upon you and your posterity!

—Daniel Webster.

THE "INHERENT RIGHT" TO STRIKE

Do citizens of this democracy possess a constitutional, inalienable, inherent, unquestionable right to strike? Is there any higher constitutional, unquestionable right common to citizens of this country that under certain conditions might justly deny the exercise of lesser rights? Does a right admittedly common to all transcend even that right itself when it is exercised by a few to the great harm and disadvantage of the whole body of citizenship?

Various answers to these pertinent questions have been given recently, ranging from the extreme views of organized labor leaders to the equally extreme views of some who are considering our problems academically. Somewhere between these extremes lie reason and common sense.

The point is undebatable that a right common to all of the people may not be abridged or withheld, or amplified, or restricted or exercised by less than a majority of all the people. And the right to strike must be determined by this rock-bed principle of democracy.

The claim of an inherent right to strike in any circumstance and under any conceivable condition has as little basis in justice as the denial of that right in any circumstance and under any conceivable condition. No citizen has an inherent right to injure any other citizen, and when the exercise of the asserted right to strike works injury to others, no matter how great or how small may be the number of those others, we may most emphatically deny in such circumstances that there is a right to strike.

Chancellor Kirkland, of Vanderbilt University, says that "when a man strikes, his right ends where the nose of the public begins." He may have the right to strike, but as soon as the exercise of that right is opposed to the greater rights of the public, he remains on strike in defiance of that greater right and without constitutional justification.

When we boil this question of rights down to its essence we shall find that the only unquestionable right we possess is a negative one—no one has the right to work injury to another. The right to strike is no exception, no matter what efforts, legislative or otherwise may be made to treat it as a thing apart.

Do not be ready to give up for the mere point of seeming amiable. Stick to your own ideas until you are convinced they are wrong—then quit them willingly and gladly once you have seen the better way. If you would convince another, do not argue but merely produce facts and leave the verdict to the reason of the other one.

"He that complies against his will,
Is of his own opinion still."

"PRICE MARKED IN PLAIN FIGURES"

The price of success is always marked in plain figures. Of course, it varies in price, but then we must remember there are many kinds of success, deserved and undeserved, temporary and eternal. Naturally the one kind costs more than the other. Then, of course, as in trade, competition affects the price of success as well as vegetables. And even the law of supply and demand keeps the cost fluctuating. And before looking up the present market price of success don't waste time looking for bargains—there are none.

One half the price of success, which is a fixed amount, is character, and ambition; the other half, a variable amount, is time and effort.

You must have character to deserve success, ambition to win it, time and effort to achieve it.

Your character is up to you. The ambition is up to you. Time is in the laps of the Gods, but nine times out of ten you will have it. Effort again is up to you.

Three-fourths of the necessary requisites for success therefore are up to you and the other fourth you can count on without much worry.

EARNING VS. MAKING MONEY

After all, the inventory and your annual balance sheet shows that you came out pretty well last year.

Wouldn't it be a pretty good idea to carefully analyze this balance sheet and profit account with this thought in mind:

"Did I merely make this money, or did I earn it? Did I earn the money by being absolute master of my own business; operating my business independent of all competitors? Did I earn this money by giving my customers better service and a better deal all around than they could have secured from anyone else? Or, did I merely make this money by pursuing various policies which I know do not meet with general public approval and which I fear may be illegal? Is my business record, my business policies absolutely clear and clean? What would be my standing in this community if all my business policies were written up on the front page of the local paper? Would such a story bring me new trade and new customers, or the reverse?"

Think it over, Mr. Retail Hardware and Implement Merchant, there is a great difference between making money and earning it.

What sort of a lamp are your feet being guided by? Perhaps one reason that your business success is not greater is that the dimmers are on, or the light itself is poor. It was Patrick Henry who said, "I have but one lamp by which my feet are guided, and that is the lamp of experience. I know no way of judging of the future, but by the past."

COST MARK LAW—MONTANA JUDGE DECIDES ACT UNCONSTITUTIONAL

Judge Bourquin of the United States District Court at Helena, Mont., has enjoined the Montana Trade Commission from enforcing its order requiring the tradesmen of the state to mark the cost as well as the selling price upon all goods offered for sale by them.

In rendering this decision, the court said that the act giving the Trade Commission such power was unconstitutional. The suit was brought by the Montana Development Association, composed largely of merchants. It was fought by the attorney-general of Montana, who on receiving the court's decree, announced that the state would appeal. Pending hearing on the appeal, the Trade Commission is powerless to enforce its absurd and unjust order.

The court declared it was inconceivable that "this all-embracing act could be sustained as essential for public health, peace and safety, for it ranges from the street corner vendor of popcorn and bananas to the merchant prince, from coal to diamonds, from the babe's first swaddling band and cradle to the coffin and grave of the dead. Trifles, necessities, luxuries, all are within its scope."

The court further said that while there is legislative power to regulate and fix prices and wages in businesses such as public utilities, grain storage, insurance, etc., ordinary mercantile business and common vocations are not of this public interest and consequence, hence the reason for legislative regulation does not apply. "The act," said the court, "would reverse the whole system of business economics that has prevailed since the foundation of the nation."

Business men everywhere have declared from the first that the law empowering the commission to compel merchants to disclose their costs was unconstitutional. From every section of the country Montana merchants were urged to seek an immediate test, which they have done, with the gratifying result reported.

One reason that so many intelligent people fail in what they undertake to do, is because they take too much for granted. They are ready to guess in place of actually knowing. Some day a surprise party awaits them and they cannot get over their astonishment at the predicament in which their easy-going acceptance of what they hoped to be true, has led them. Conditions which are sound and right will bear thorough investigation, and those which are not, should be tested for what they are worth.

Everybody whom we meet comes to bring us something or to get something from us. It is one of the most interesting games in the world to discover which.

FREQUENT TURNOVER AT A PROFIT THE OBJECT OF ALL BUSINESS

Turnover means investment of dollars in goods, sale of those goods, re-investment, resale, and so on, and the process must be repeated often and at a profit.

This is the goal of every business, large or small—whether the amount involved is one thousand dollars or one million—and the merchant will fail to score when not shooting at this target.

The profit made out of a business does not depend upon the amount of capital tied up in stock. On the contrary net earnings hinge upon the frequency of buying and selling—the speed with which dollars are made to produce.

The retailer's ability to superintend dollars, to keep them employed so that they are bringing in other dollars, determines the degree of success attained as a storekeeper.

The purpose of the retail business is buying merchandise, selling that merchandise for more than was paid for it, then re-investing and repeating the process.

Intelligent selling is therefore the kernel of the turnover proposition.

If a dealer bought a piece of merchandise for a dollar and never sold it, he would simply lose his dollar; if he sold it for no more than a dollar, he would not make a cent, in fact would be out his operating expense; and even if he sold it for a dollar fifty, but took six months to do it, he would not be serving the true purpose of merchandising, which is frequent turnover of invested capital at a profit.

When money is invested in goods, the merchant must, first, sell the goods; second, sell them at a profit; third, sell them quickly.

Always remember that money has earning power. You could put your funds in securities and make an average of six per cent any time, without doing a lick of work yourself. You get that return because somebody else is making your money work. If it became idle, you would not receive your dividend.

When goods move slowly, when it takes a long time to turn them into money they are simply wasting the earning power of the dollars invested in them; and when they are sold merely on an even basis, the earning power of working capital is likewise squandered.

Many a bustling community has changed into a Jackrabbit's playground because its Business Men refused to advertise. A city only advances as far as the business interests advance. If the business men draw up in their shells the town does also. Advertising is the medium of communication that lets each citizen gauge the enterprise of the commercial district and respond according to its degree of enthusiasm and progress.

The Trend Towards Bolshevism

A THOUGHT-provoking book, by Leslie M. Shaw, former Secretary of the U. S. Treasury, who views with alarm certain tendencies in American life. Mr. Shaw's highly successful private career, coupled with his conspicuously honorable public service, will insure him a hearing on the big questions that today confront the American people.

Make the World Safe FROM Democracy

Mr. Shaw speaks with a frankness that is at times startling. He calls a spade a spade. The gist of his argument is to make the world safe from democracy, meaning, of course, Bolshevism, I. W. W.ism, Socialism and all other isms that today stalk in the land. He sees in the modern or so-called progressive tendency to adopt measures that in his judgment contravene the Constitution, the ultimate decay, or at least undermining of republican institutions.

He throws down the gauntlet to those who would overthrow the Constitution, which established representative government, and charges that direct legislation and the recall of judges and judicial decisions are direct attempts to undermine the Constitution and as such should be looked upon askance by all those Americans who believe in a republican form of government as opposed to a democracy.

Bolsheviks and Socialists All Clamor for Democracy

His main idea is thus stated: "The Fathers created a republic and not a democracy. Before you dismiss the thought examine your dictionaries again and settle once and forever that a republic is a government where the sovereignty resides in the citizens, and is exercised through representatives chosen by the citizens; while a democracy is a government where the sovereignty resides in the citizens but is exercised directly, without intervention of representatives. . . . Every Bolshevik in Russia and America, every member of the I. W. W. in the United States, as well as Socialists everywhere, clamor for democracy. . . . Every true American is satisfied with representative government, and that is exactly what the term republic means."

The principles laid down are: "First—Representative government was the correct principle when established, and therefore is correct now and will be correct to the end of time. Second—The government was originally correct in granting liberty of action to the citizens and in limiting its own activities to strictly governmental functions. Third—Each and every departure from correct principles or wise policies has led by one pathway or another in the direction of Bolshevism.

"No one can read socialistic literature without recognizing that political, social, industrial and financial democracy is the goal of its endeavor. When the supreme conflict comes between organized government, organized liberty, organized justice and Bolshevism under whatever garb it may choose to masquerade, I do not intend anyone shall 'shake his gory head' at me and say that I helped popularize their universal slogan and international shibboleth. Unless we speedily give heed we shall be fighting to make America unsafe for democracy. Then we may have difficulty in explaining that we have meant all these years a very different thing than our language has expressed."

The Way We Are Drifting

He described the "democracy" toward which we are drifting in these words: "The kind of 'democracy' which the socialist and anarchist demand, confessedly hobbles the fleet, hamstring the athletic and removes all incentive to efficiency. The keystone of representative government is rewards according to merit, and the buttresses that support the arch are freedom of action on one side and justice according to law on the other.

"Republics keep a one-price store. Whoever pays the price, gets the goods. Democracy on the contrary, expects voluntary toil, popular sacrifices and then proposes to distribute the resultant good either pro rata or indiscriminately."

Beware of Socialistic Professors and Politicians

As clearly indicative of the author's views, this paragraph is quoted: "Socialists, near-socialists, Bolsheviks, anarchists, I. W. W.'s, non-partisan leaguers, single-taxers and all the infernal bunch of disturbers and propagandists of class hatred, unintentionally led and reinforced by a large per cent of the teachers of political economy and sociology in our colleges and universities, seem bent upon nothing less than a revolution in both our form of government and our policy of government. Unless something be speedily done to counteract, there surely will be precipitated in America what France experienced, and what Russia is now suffering."

TYPICAL OF DEMOCRACY

Eugene V. Debs, serving a twenty-year sentence in the federal prison at Atlanta on conviction of a charge of sedition, was unanimously indorsed for president of the United States by socialists of Oklahoma, who style themselves as the true democracy. Kate Richard O'Hare, now in the Missouri state penitentiary, was indorsed for vice president.

WE FIDDLE AND FIDDLE WHILE ROME BURNS!

(By John S. Capper)

The world is hungry for the things we eat, wear and use. Stark hungry! The cupboard is bare as a bone. Prices amount to staggering figures and the cry of our worker is—more pay; shorter hours—and then a shortage shoots the price of things up another notch! Again the cry—more pay; less hours.

Ye gods! Must the vicious circle continue? Shall we never see that it is more hours we need, that to reduce the cost of the things we use, we must produce not less but more?

I just received a cablegram from my brother in London, reading, "Market bare, prices awful, hopeless, sailing home. Oh, if Americans would grasp their opportunity."

Prices had gotten so high in this country and merchandise so scarce, we sent two of our firm abroad, hoping to find what we needed and at lower prices. The cable message is the answer! Merchandise is even shorter on the other side than here. They have nothing to sell and their shelves are bare. They want to buy, to buy from America—to buy the things that Americans make—and the answer of our workers is—reduce our hours—44 hours a week instead of 60—a cut in production of 25 per cent. The writer sympathizes with those who work. He understands what hard work, privation and the struggle of life is—he has lived it. He has walked eight miles a day to earn fifty cents, carrying water for the workers who built the town of Pullman. He has gotten out of bed at 3 o'clock to milk 15 cows on a winter's morning. He has put in 15 hours a day in a store. He is not a natural born plutocrat; rather—he is the son of a steel worker. He feels that he knows the needs of those who struggle, but anyone would be indeed foolish who failed to see that the waste of time of workers raised the price of the very clothes that he himself wore, and everything used by him or his fellow worker.

Short hours in the city has made the farm worker restless; he, too, wants short hours and increased pay. May kind Providence preserve us if farm workers ever insist on 44 hours per week, or an eight-hour day. You and I, my friend, will go hungry. I farm 800 acres and I know what short hours in the city are doing for the farm.

We may keep high wages, we may keep our present scale, and still reduce the cost of living by a simple remedy—work—good, hard, honest, faithful service—not 8 hours, rather 10 and then some—Let us for one year, at least, resolve to work, and work in earnest.

Like attracts like in friends and business associates, as well as in scientific fact.

THE ONLY SAFE FOUNDATION

Every intelligent business man who wants to see long years of prosperity bless our land and create permanency of employment for labor and for capital, should take heed to the dangers which attend the high profits of the hour.

Business men must realize that the thought which finds expression, "Get all you can, while the getting is good," is dishonest in spirit and destructive in its effect. We know that it is very difficult to resist piling on the prices when people are ready to buy anything and everything, from a silk shirt to a ton of iron, at any price named; we know that the law of supply and demand cannot be set aside by man's whims for any great length of time, and that only through measured production, which spells prosperity, or decreased consumption, which opens the gate to the land of poverty, can the upward trend of prices be permanently halted. Nevertheless, many manufacturers and dealers are doing their utmost to demand unholy profits, and are thus boosting prices beyond all reason and endangering their own and the country's continued prosperity. The sensible men of sound judgment should do their utmost to counteract this condition, even at the expense of smaller profits now.

The world's demand for many things, the world inflammation which was inevitable as an outcome of the war, more than cutting the dollar's purchasing power in half; our unwise income excess profits tax, our permanently high cost of food, all combine to lift prices to a new and higher level which must continue for years.

Despite these facts we must try to curb these influences rather than stimulate them. We must seek to save the producer of the golden eggs instead of ripping wide open the goose, hoping to get a basketful at one sweep. Let the conservative influences of the country, the sober leaders of America's trade and industry, discredit every profiteer who by exorbitant profits robs his customers and his country, robs himself of his own self-respect, whether he be the small or the big business leader, the billionaire corporation executive or the proprietor of the small country sawmill, the millionaire store or the little corner grocery.

It behooves everyone to realize that unless he can honestly say that he has treated every customer, every employe and every competitor exactly as he would wish they would treat him, he is not honest at heart nor is he following the only rule ever given to mankind which would insure permanent peace and prosperity.

The golden rule is the only safe foundation on which to build character or business or nations. In proportion to its observance is there peace and prosperity or chaos in life and in business.

Birds do not smile but then they sing.

Value of Getting in Touch with "New Comers" First

IF community populations were stable—if you could have the same people to deal with this year and next year that you had last year—your business of selling would be a great deal simpler than it is.

But community populations are constantly changing. Old customers—men on whom you could rely for valuable patronage—leave. New residents come in. They have trade affiliations yet to form. Potentially, they are as much your competitor's customers as they are yours. That makes one of the situations that constantly enliven the battle for trade maintenance.

General Forrest once remarked that the best way to win a battle was to "git thar fustest with the mostest men."

Much of the same principle applies to the battle for the trade of new arrivals in a community. Success generally goes to the dealer who gets to the newcomers first with the most reasons why his service is of most value.

One dealer accomplishes this mainly as the result of an arrangement with the leading real estate men of his town.

Through this arrangement the dealer gets advance information in regard to prospective new farmers. He gets acquainted with them on their first trip to look over their prospective purchases; takes them through his store and explains the goods generally used in the community, and loads them up with the manufacturers' literature describing these goods.

By the time the deals for the farms have been completed, this dealer has usually succeeded in making a buying visit to his store the next number on the program of the newcomers.

To the advantage of advance information through his real estate allies and to his aggressiveness in making the most offered, this dealer attributes an especially big increase in his sales this spring.

It so happened that a number of "back-to-the-landers" were attracted to the community and that a number of the farms in prospect for them were owned by men who had been steady customers of the dealer's competitors.

In the situation, the dealer saw two big opportunities. One was to supply steadily in the future farms that his competitors had supplied before. The other was to get big immediate sales; for "back-to-the-landers" usually have to buy complete outfits of new implements and machinery.

So the dealer took as big an interest in these farm-buying prospects as did the real estate men themselves. He secured special data on

each of the farms in prospect—the soil conditions, the most suitable crops, the acreage of tillable land, etc. Then, for each farm he arranged a list of goods best suited to meet the conditions.

He interfered in no way with the progress of the deals developed by his real estate friends, but he was "among those present" at most of the conferences. And when the deals were completed, he began where the real estate men left off.

He had something worth while to tell each of the new farm owners. They appreciated the information. They had to have equipment, and here was a dealer in equipment who had taken special pains to find out for them just what they needed and who had in various other ways merited their business friendship.

Some of them bought outright from the aggressive dealer. Others waited until they had "looked around a bit"; but by the time the farming season began, practically all of them had bought from the dealer who had reached them first and had taken special pains to help them. Remember, too, that many veteran farmers, in preparing to move from one farming community to another, frequently sell much of their equipment at public sales, expecting to buy new equipment to meet changed conditions on their new farm. They present an opportunity for trade aggressiveness on your part second only to that of the back-to-the-landers. And other opportunities come from the farmer's sons in your community, who branch out suddenly "on their own hook" and are in the market for new equipment.

Keep "listening posts" out for the changes that come in your community.

TYPICAL OF MOST GOVERNMENT OFFICES

Judge Gary, arguing against government ownership, said, to support his contention:

"People don't work for the government the same as they work for an individual employer.

"I know a man who has to call daily at a certain government office. He says the hours are 10 to 4, and the way the employees loaf is scandalous.

"He says that one employee, every afternoon when the clock strikes three, puts down his newspaper, gets up out of his armchair, yawns and remarks:

"'Fifty-nine minutes to four—only a question of minutes—I may as well light out.'

"And out he lights."

The Good Clerk One of Your Biggest Assets

(By H. M. Rallsback)



THE clerk in the retail store is a mighty important cog in the world's selling mechanism. It is through him that sales ideas or methods either succeed or fail.

He represents the direct contact of the merchandising business with the buying public.

He has the best chance in the world to get intimately acquainted with the various aspects of human nature that manifest themselves when prospects approach that important point of separating themselves from hard-earned money for a needed article.

He may, or he may not know the formal rules of theoretical psychology that are supposed to govern human action, but he practices real, selling psychology in the store every day.

That is why so many of the better selling ideas and methods that are standard today can be traced back to live clerks, whose big ambition in life was to sell better than anyone else.

If all retail clerks were chips off the same block, and if there were never any variation in the attitudes of the different prospects who come into the store, the selling rules that clerks have evolved in the past would be all that the modern clerk would need for guidance.

Varied Personality

Varied personality, however, cuts a big figure. Some mighty good clerks, for instance, don't have the naturally jolly disposition which produces the spontaneous straight-from-the-heart smile and other evidences of cordiality that are rightly adjudged to be valuable factors in effective salesmanship. In spite of this deficiency, they get results through unusual earnestness, or some other characteristic.

Prospects also differ widely as to disposition. No two of them are exactly alike. The method that is best in selling to one may be entirely wrong in selling to another. It is up to the individual clerk to learn by experience how he can handle to best advantage the different types of prospects.

Field Open for Originality

Furthermore, local conditions sometimes make advisable the use of an exception to a standard selling rule rather than the rule itself.

There is far from being anything cut and dried about the job of the retail clerk. The field is wide open for originality. There are numerous possible new variations of old ideas and methods. "Brand new" ideas are being born every day. And there are countless numbers of them yet unborn.

So far as general rules go, these two, given by a man who is a successful merchant today

largely because he learned merchandising thoroughly as a successful clerk, are worth noting.

1. When a prospect needs to be sold on an article, demonstrate the article thoroughly.

2. When a prospect comes in who has already been sold through advertising or some other of the store's selling forces, follow the law of least resistance, cater to the buyer, watch closely for the proper time to close the sale and—close it.

The first rule is important because seeing the advantages of an article demonstrated is always more effective than simply hearing someone describe the advantages, or reading about them in an advertisement.

Of practically every article for sale, there is some feature that can be demonstrated so that the prospect will understand the selling point far more readily and more convincingly than is possible when only mere words are used.

Real Business Tragedy

The second rule is equally important. A real business tragedy takes place when the desire to buy, that caused the prospect to come to the store, fails to develop into an actual sale, through some error of omission or commission on the part of the clerk.

Many a live prospect has been lost through unnecessary sales efforts. A good instance is the often-told story of the clerk in a piano store who failed to let well enough alone. A farmer and his wife came into the store to buy a piano. Before coming, they had made up their mind to buy a certain make that the store was selling, provided they could exchange an old organ as part payment. Their proposal being satisfactory to the store management, the transaction was closed. After giving directions about sending out the new piano, the farmer and his wife started to leave the store. Just then the clerk sat down at the organ and played an old melody, hoping that the music would please the old couple. Instead, it reminded them that their daughter, who had died recently, used to play the same piece on the organ, and they decided to keep it. That decision spoiled the sale of the new piano.

Continued Good Will Important

Working for the continued good will of a customer is regarded by good clerks as just as important as making the immediate sale.

A good illustration of the effect that clerks have on the patronage of a store, by failing to work for good will, is given by the result of an investigation conducted by a middle west store.

The manager had noted that a number of customers had quit coming to the store. He felt

sure that it wasn't because of poor goods, for the greater part of his stock was composed of trade-marked, nationally-advertised articles, manufactured and backed by long-established firms. Faulty service seemed the more plausible reason. Just to make sure, he sent out 200 letters of inquiry. He received 198 replies. And the results, so far as the clerks affected them, checked up as follows:

Indifference of clerk, 47; attempts at substitution by clerks, 24; tricky methods, 18; over-insistence by clerks, 16; insolence of clerks, 16; tactless policies by clerks, 11; ignorance of goods, 6. Of 198 former customers, 138 had quit coming to the store because some of the clerks had failed to work for good will.

The clerk who works for good will does his best to make friends readily. He strengthens his faculty of remembering names, faces and localities. No other acquirement is of more value to him and to the store than the personal friendship that gives him the right to call each customer by his first name, and the ability to locate the customer instantly and to conduct the conversation on a personal basis right from the start.

Reason for Success Talk

A conversation recently overheard in a small store illustrates this value of friendship.

A group of customers and the merchant were discussing a news story in the local paper concerning the merchandising achievements of a man who had once been a clerk in the merchant's store.

"Yes," commented the merchant, "I always knew that Charley would get along all right. He could make real-honest-to-goodness friendship quicker and better than anybody else that I have ever known. He even knew the name and rabbit chasing qualifications of every farmer's dog within fifteen miles of town. Lots of customers used to wait their turn just to get to talk with Charley while he waited on them."

The matter of teaching your clerk to be a better salesman is of great importance to you. He'll usually prove to be a better clerk if you take him into your confidence. Impress upon him the importance of keeping a well arranged store, and tell him why a seasonable display is good business practice. Have him give each prospect a circular describing the article he is interested in if he doesn't close a sale. Then impress upon him the advisability of keeping track of that prospect. In short, try to make a merchant out of him—in the same way that you have made one out of yourself.

Do you lack endurance—staying qualities, steadfastness and persistence? If you do you are never likely to reach the goal, for "endurance is the crowning quality."

YOU CANNOT STAND STILL

(Copyright by John Blake)

When the ship's propeller stops revolving, the ship drifts with the tide or wind or current. Unless lashed to a dock or frozen in the ice, no ship ever stands still.

Life is a wind we must breast or a current we must stem. We must either go forward or back.

Going forward is difficult, at first. Time and study must be spent in learning the dreary commonplaces that are necessary to progress. It is not so very hard to keep abreast of the general procession. But the general procession does not move very fast.

Compared to the progress of the thinking, ambitious man, its speed is about as that of a glacier compared to that of a river.

Your life will amount to little if you do not pull a little faster than the great majority of your companions. And pulling ahead, even a little, means very hard work.

But hard work is not injurious. Done intelligently, it is even enjoyable. Once get the habit of hard work, and you will prefer it to easy work. And you will find, furthermore, that it will bring results, and accomplishing results is about all that is worth doing in this existence.

Beware of standing still. It is a sorry, a pathetic business. At first you see your friends, one by one, passing you. Younger men—men not as well equipped—gain positions that are closed to you.

Soon comes the day when you realize that you are actually losing ground. The job you are holding becomes more irksome. You find yourself neglecting its duties.

And some morning you walk into the office and discover that another man is sitting at your desk. After that, unless you are a seven-fold wonder, there is no hope for you. You slip back and back till you are glad of any employment that will keep bread in your mouth.

This is a dismal picture, but it is worth looking at—now. If you do not want it to resemble your future, keep going ahead. Keep your mind and body exercised by taking on new and more difficult duties. Don't be afraid of work. It becomes easier as you get better acquainted with it. Do your resting in your vacation time. You can afford to stand still then. The relief will do you good. But when you are back in the stream set your propellers churning faster than ever, and you will escape the horror that comes to every man when he discovers too late that he is going in the wrong direction.

There isn't much use giving instructions to other people unless we are in authority and actually see to it that our instructions are carried out.

A CONVENIENT FORM OF BANK CHECK

Here's a form of a bank check which every merchant should keep on his desk for the convenience of customers in paying bills. Instead of having checks on various banks, since in one community checks on half a dozen or more banks might be needed, merchants will find this check can easily be drawn on any bank. It is inconvenient to cross out the name and then write in a new one on usual bank checks, and this form saves time and is more convenient.

It is the most convenient we have yet seen devised.

Name of Bank.....

Location of Bank.....192.....

Pay to the Order of JOHNSON HARDWARE COMPANY \$.....

Dollars

FORGET TOMORROW

This Is the New Day

Miss the way yesterday? Try again today. If you failed yesterday you have a brand new chance to succeed today.

This is a different world today than it was yesterday, altogether different. When you awoke this morning, you awoke in a new world and then, a lot of people have done what you felt like doing yesterday, thrown up their hands, surrendered. They are quitters. There always are and will be quitters. Every time one of them steps out there is a good chance for you to step in.

Yesterday is ancient history. This is a new day today, with new opportunities.

Yesterday you felt discouraged, everything seemed to go against you. You fought with your back to the wall. You thought you had failed. Well, you hadn't. You were just merely being slowed up a bit. This morning you have a new chance. There is a new point of view. You learned something yesterday. Use that knowledge today. It is your tryout, your test. It is no crime to make a mistake. Everybody has done that. But it is a crime to keep continually making the same mistakes day after day.

HATS OFF TO THE SALESMAN

He is a creator. Many a time no order would come if he were not there to show the buyer where his real need lies. Give him credit. Although the temptation is always before him to unload on the buyer who trusts him, your own experience proves that very few of the gentlemen who call on you have ever given you anything but a square deal and their heartiest co-operation in making your business successful.

ENTHUSIASTIC THOROUGHNESS

"He has the habit of enthusiastic thoroughness," was recently said of a young man. That was a great compliment.

Enthusiastic thoroughness means that a man will see in a business that which others do not see, and he talks so enthusiastically about it that he just naturally sells everyone he comes in contact with. His enthusiastic thoroughness and knowledge of his business, means that he usually receives a salary out of the business which others would never get.

Many people ask, "How does it happen that this man draws such a large compensation?" The answer is easy, "Enthusiasm, thoroughness, coupled with knowledge and action, are the prime qualities." His organization builds up and goes ahead every day.

Any individual who combines the above qualities is a sure winner.

IF YOU

Talk about your ill health, it will make you less healthy.

Worry about your work, it will make you less capable.

Imagine you are disliked, it will make you less likeable.

Find fault with others, it will make them faultier.

Anticipate evils, you will be sure to bring them upon you.

Talk much of what you are going to do, you will never do it.

Sit bemoaning the past, you will never get on in the future.

Complain of lack of opportunities, you'll miss what you have.

Wail bitterly that it is an unjust world and life is not worth living, you'll find it come true for sure, in your own case at least.

The Evolution of the Washing Machine

PRECEDENT or custom has always been the governing factor in the lives of all women. In the early days of this country no woman could have a greater honor conferred upon her than to have the reputation of being the best housekeeper and household manager in the community. In contrast to those days, consider the period just preceding the war.

Women resented doing such irksome tasks as washing, ironing and sweeping. They would not permit their neighbors to see them hanging out their own clothes. Horrors! It was a reflection upon husbands—it indicated a lack of consideration and support.

But the days of idleness and indolence are past. If women are not actively engaged themselves in performing the various household tasks, they take serious interest in how it is accomplished. Formerly labor was more plentiful than money, and for a small sum it was easy to employ help. Today the distribution of money is so plentiful that our former laundresses and char-women have graduated from their usual tasks and can only be secured at advanced sums of money.

The truth of the matter is that the tasks are not worth the money asked, and intelligent women are casting about for ways and means for the correct weapon to eliminate exorbitant charges. How many weeks do you think it will require for housewives to go on a strike—should another advance be imposed upon them?

Demand for Labor Saving Appliances

Thousands and thousands of women throughout the country through advertising, through praise of friends and through necessity, are purchasing labor-saving devices that simplify and make easy the necessary tasks. Ten years ago the electric washer was even more rare than an automobile. In the past two years the output has not been great enough to supply the demand.

Women everywhere have become frantic in striving to keep down expenses, procure efficient laundresses and have sufficient clean linens. Disappointment on wash days, rushing down in the laundry and rubbing out the necessary articles to tide over, has been the last straw and the dependable maid—the one that will wash all day without asking overtime and

without grumbling is the answer—the electric washer and electric ironer.

Every Home a Prospect

The women who are physically unable to perform these tasks or the wealthy who would not take the time to do it or feel so inclined, the electric washer appeals to them also. Due to the fact that there is a great shortage of labor, it behooves them to install devices that will enable the curtailed help to do efficiently all of the work in half of the time. For these reasons every home in the land is a prospective buyer.

"A woman's work is never done" is rapidly becoming a fact of the past. With the aid of the power washer, the power ironer and sweeper, the enterprising woman can reduce duties to a twenty-eight hour week!

The expression "Is your washing on the line at nine?" is not merely a catch phrase—it has become a reality. Hosts of women are eager to give you testimonials, exclaiming that their electric washer and ironer are the most valued possessions in the home—that the washing can be accomplished in one hour and the ironing in another.

Do women read advertising? Statistics have been gathered together in an endeavor to learn which medium has the greater influence upon women in their purchases. Results were that they find women trace their purchases almost wholly to the education and information they derive through National Advertising.

Demand Waiting to Be Filled

Knowing this the merchant has to announce himself as headquarters for washers, refrigerators, electrical devices and appliances—he need not worry about distribution, as the demand is merely waiting to be filled; the desire backed up by necessity has already been created.

Do not allow yourself to merchandise, however, in a hap-hazard manner. Be the doctor and prescribe just how many you can dispose of in your community. Study conditions well set the goal sufficiently high, and then go out after it.

Take electric washers and electric ironers, for instance, one to sell for \$125 and the other to sell for \$160. Set aside 4 per cent of the selling price for advertising—that means \$5 per



MABEL HENNESSEY

the wide-awake advertising manager of the Bunting Hardware Co., Kansas City, who again favors the readers of the **HARDWARE WORLD** with an account of the way she and her principals are successfully handling washing machines.

Since this article was written, Miss Hennessey has resigned her position and accepted one with the Winchester Repeating Arms Co.

Bunting Hardware Co.

Wash-Day Turned Into Wash-Hour

We are demonstrating that the "One Minute" Electric Washer will wash clean within less time than you could ever believe possible. The One-Minute tub keeps the water hot—you will not find that it has lost all of its heat after the first wash. The adjustable electric wringer is one of the good features.

\$10 Cash Payment
\$10 Monthly Payments

Always appealing to the wife and mother and home instinct in advertising household appliances like washing machines.

machine and \$6.40 per ironer. If you aim to sell 20 machines and 10 ironers that month, start right in and advertise to the tune of \$100 for one and \$64 for the other that month. (In large cities the goal will be much higher.)

If the first week you sell only three machines, do not get cold feet and discontinue the balance of the campaign—you'll find beyond doubt that you will sell the other seventeen the last three days of the month. You will also find that where you will sell twenty machines on this amount of advertising, you will obtain names of prospective purchasers in much greater number. It will be up to you to follow

Bunting Hardware Co.

Demonstration of Washing Electrically

The "One Minute" electric washer is nationally known as the "expert" washer of clothes—will absolutely get all of the dirt out of children's clothes and neck-bands of shirts.

We will demonstrate this week how this Washer will give pleasure and save money, worry and clothes if installed at once.

**\$10 Cash Payment,
\$10 Monthly Payments**

Advertising price, terms, and a public demonstration, and at the same time paving a way to a sale, with a domestic atmosphere for the washing machine.

these up, by letter, by telephone and the personal call. A demonstration can be arranged in your store and the "waiting list" can all be invited to attend.

Keep in Touch with Customers

It is indeed the wise merchant that writes



What is worth doing at all is worth doing thoroughly, says Mabel Hennessy, advertising manager of the Bunting Hardware Co., Kansas City. When she displays washing machines, she devotes a whole big window to them this way, and they cannot help but attract attention, arouse the housewife's interest, and take her to the second floor for a demonstration. One washer jammed in the confusion of a tool window would produce nothing but confusion and distraction on the passerby.

the purchaser of an electric washer or ironer not later than one month after delivery, asking their opinion as to the merits, what percentage of labor and expense it has saved them, etc. You will be surprised at the number of testimonials you will obtain. You will also receive a few cases of necessary adjustments, for there are in this world a few people who can never operate anything according to directions.

For the first time in history efficiency and scientific management has entered into American homes. Skilled mechanical devices have replaced unskilled, overpaid servants of former days, and the installation of such conveniences should mean hundreds of dollars in real profit to the live-wire house-furnishings merchants.

When you go on another man's note, you assume the responsibility for his follies, his mistakes and his ill fortune.

FORGET IT

When with troubles you're beset,
Don't waste time in deep regret,
Just forget it.
What matter if you're feeling blue,
Even though the Spanish "flu"
Is lurking near to snatch at you,
Just forget it.

Don't keep grumbling every day,
Though the deuce may be to pay,
Just forget it.
Think about the boys in France
Far across the blue expanse,
They all took that fighting chance,
They'd forget it.

Buckle in and do your bit,
Keep your mind and muscles fit,
Just forget it.
Do your very best today,
Keep your heart both light and gay,
Let's go singing on our way,
And forget it.

If you bear a burden sad,
Help to keep the neighbors glad,
Just forget it.
Other men have had mishaps,
You can find some lonely chaps
Who are always blue perhaps,
So just forget it.

Lay aside your grouch awhile,
Wear a happy, sunny smile,
Just forget it.
Don't sag back and growl or whine,
Get busy now and fall in line,
Tell all the world you're feeling fine,
Just forget it.

—Arthur Greene.

RISKY TO ADVERTISE COMPARATIVE PRICE

Advertisements which quote comparative prices and comparative values are dangerous by way of indicating to the public that the advertiser makes an unwarranted profit at the supposed "usual price," declares a bulletin to merchants which has been issued by Stanley Wyckoff, Indiana Fair Price Commissioner of the Department of Justice.

In citing this bulletin from Mr. Wyckoff, the National Vigilance Committee of the Associated Advertising Clubs of the World says this is one additional reason why such advertising should be avoided.

"The reader of such an advertisement is likely to believe one of two things," says the bulletin. "Either she believes the statement, and therefore thinks that the merchants make an unfair profit at the usual price, or she disbelieves the advertisement, which is still worse."

In sending the bulletin to Indiana merchants, the Fair Price Commission of Indiana had the co-operation of the Better Business Bureau (vigilance committee) of the Indianapolis Advertising Club. Mr. Wyckoff said in part:

"The Fair Price Committee has received many complaints of suspected profiteering by Indianapolis merchants, occasioned by the use of extreme comparative prices and values in recent advertising. The average reader of intelligence in reading such advertisements of great reductions at a time when the news and advertising columns are filled with stories of advancing cost and shortage in most lines of merchandise, can only conclude that the merchant so advertising has either been making an unconscionable profit or is lying."

Can you name a single solitary man who has ever achieved a great, big, unqualified success in any line of legitimate business by limiting his mental and physical exertions to exactly eight hours a day?

INSTINCTIVE FEMININE SPIRIT

Little Fanny had a beautiful new bonnet, trimmed with swan's down, and her Aunt Helen took that occasion to say that she ought to go to church. The child was nearly 3 years old, and her aunt said it was high time that she began to go. So the next Sunday morning the two walked down the broad aisle, just as the minister was extending his hands and beginning the invocation prayer.

After reaching home that day her uncle asked her how she liked going to church and what the minister said.

"When we went in," said the child, "he lifted up his hands, and said, 'Oh, holy God!' I s'pose he must have seen my new bonnet."

Toys "Do" for the Merchant Who Dares

JUST to show what can be done by a merchant who has vision and confidence, and who will try all new things with an honest, contribution of hard work, good sense and faith in the trade and in his customers, we are describing the experience of C. S. Robertson of the Robertson Hardware Co., Bremerton, Washington, in introducing trade in toys.

Although the Robertson Hardware Co. has been established in Bremerton for some years and is respected in the community, never a toy had been handled up until four years ago. The Christmas season was like any other season, and the easy spending, light hearted Christmas buyer did not pass through the aisles of the Robertson Hardware Co., while doing his Christmas shopping.

Just as an experiment, on the advice of an interested jobber, Br. Robertson bought a \$50



C. S. Robertson, enterprising merchant at Bremerton, Washington, began his present annual \$10,000 toy business with a \$50.00 stock four years ago.

stock of toys four years ago. Not knowing the toy business himself, he relied on the jobber to make the selections for him, and as is the case with the merchant who has done the right thing by his jobber, and selects his jobber intelligently, Mr. Robertson found that the jobber took a personal interest in the selection of stock. He had no difficulty in disposing of it.

With that as a start, in these few years he has built his Christmas toy business up until he absolutely cleaned out to the last item, a \$4,000 stock in December, 1919.

Has Ordered \$10,000 Stock

Despite irregularities and uncertainties in trade conditions, Mr. Robertson showed his opinion of the toy business by placing an order for just twice his 1919 supply in January so that next year he plans to do nearly \$10,000 worth of toy business.

In commenting upon his success along this line, Mr. Robertson says there is no secret but in taking the chance. The goods must all be displayed, and the people must be brought to the store. To accomplish the first purpose special counter and display racks were devised, allowing for more shelf space in the center of the store.

In his store area of 40x100 Mr. Robertson so arranges his seasonable goods that the toy stock is before the customer in plain view. To bring people to his store, local newspaper advertising is largely resorted to, and this publicity is increased three-fold during the holi-



BRING THE KIDDIES
For a Trip Through
TOYLAND

WE have all been children. In fact, most of us are merely grown up children. The large stock of toys on display at this store is really a revelation in American-made goods. Never in the history of the United States has there been such a wide variety of toys shown. Toys that are designed to instruct as well as amuse. We have mechanical toys that are really little short of marvelous in their perfection. But all toys here are not of the mechanical sort; for there are dolls, doll beds, stoves and kitchen outfits, wagons, bicycles, velocipedes, automobiles, steam engines, electric motors, aeroplanes that really fly, tops, blocks, carpenter tools, in fact, there is little to be found elsewhere that is not on hand here. Come—bring the kiddies and see their little faces light up with joy when they behold the wonderful fairyland that has been created in this store.


FOR THE GROWN-UPS

In getting ready for this Christmas we have not overlooked the grown-ups, but have laid in a wonderful stock of articles suitable for them. There are so many nice presents to be found here that they almost beggar description.

Brazers, Silverware, Casseroles, Art Pottery, Cut Glass Ware, Electrical Appliances, such as Irons, Toasters, Percolators, Grilles, Library Lights, Hand-painted China, Smoking Sets and all kinds of Fancy Cutlery. In fact, the person who cannot be satisfied here is really hard to please.

ROBERTSON'S

The Big Store where Economy, Quality and American-Made Goods Predominate
885 PACIFIC AVE. PHONE 385



During December the Robertson Hardware Co. increased its newspaper advertising three-fold.

day season. Furthermore, window displays and special placards have proven valuable.

Jobber Selects Stock

The stock is still bought through the jobber and the jobber selects and assort it. Just as an example, this hard-headed hardware dealer with the aid of his regular force of six clerks, disposed of \$500 worth of dolls last Christmas.

One not acquainted with the toy business would say that any hardware dealer with \$500 worth of dolls was out of his depth in water, but here is the man who has done the deed, and he recommends just such a policy to any other progressive merchant who wants to bring the Christmas buyer to his store.

Dozens of Phonographs

A while before Christmas, young Miss Robertson wanted a phonograph, so her father bought two and placed one in the store for sale. With this beginning, he found what the demand for phonographs was, and before Christmas time he had sold 12 similar phonographs. There had never been a sale of this sort in his store previously.

The Christmas Gift Store

Only 6 More Shopping Days Before Xmas!

THERE is no need for you to worry and plan about what you intend to give. Come to this store and we will solve the problem for you and quickly. Our sales force, although busy with the heaviest Christmas shopping, never the less will always find time to help you plan your Christmas presents, whether it be for father, mother, sister, brother, boy, girl, baby, wife or sweetheart. We have a world of presents of all kinds suitable for any one. Below we make a few suggestions.

For Men

- SMOKERS' SETS
- SHAVING SETS
- RASORS—All kinds
- FLASHLIGHTS
- HUNTING KNIVES
- FISHERMEN'S OUTFITS

Many other things too numerous to mention

For Women

- HAND PAINTED CHINA
- CUT GLASSWARE
- POTTERY WARE
- CASINOLES
- SILVERWARE
- ELECTRIC TOASTERS
- ELECTRIC PERCOLATORS
- ORNAMENTAL CLOCKS
- MANICURE SETS

And many other things both desirable and appropriate.

FOR THE BOY

- ELECTRIC TRAINS
- SLING SHOTGUNS
- AUTOMOBILES
- TRACTORS
- CAMPMASTER TOOL SETS
- AIR GUNS
- RAVING TOYS
- WAGONS
- COASTERS
- MICROSCOPICAL TOYS
- STEAM ENGINES
- SAIL BOATS
- MOTOR BOATS

And a thousand and one other articles dear to the hearts of American boys.

FOR THE GIRL

- DOLLS of all kinds
- DOLL DRESSES
- DOLL FURNITURE
- DOLL BEDS
- COLE TOYS
- KITCHEN CABINETS
- WASH TUB and WRENCH
- PAINTING OUTFITS
- TEDDY BEARS
- NEWSPAPERS
- DOLL TREES

Dresses and realies of other things that will delight the hearts of the girls.

ROBERTSON'S

365 PACIFIC AVE. PHONE 365

Artistic, effective advertisements of this sort filled the store for the holiday season. These people got the habit of trading at Robertson's.

All this only shows what can be done by the enterprising dealer, who will take a sensible risk and branch out. Here is a merchant with metropolitan competition, department stores and mail order houses only a mile away from his store, yet the people in his community come to him and tell him they see goods on his shelves that they couldn't find in the large stores.

THE DOLLAR

There is no sentiment about the dollar.

It rests as peacefully in the filthy pockets of a beggar as it does in the silken purse of the millionaire.

It is a blanket that covers a multitude of sins.

It brings joy today—it is the cause of sorrow tomorrow.

It never speaks—yet it talks.

It circulates freely—yet it keeps in hiding.

It is the ruination of millions.

It lifts millions out of the depths of despair.

It comes with a promise of gladness.

It leaves many disappointments.

It trembles at its strength.

Yet we can crush it with one hand.

It is always the same—yet it's ever changing.

The lack of it promotes industry.

The excess of it causes idleness.

It creates trouble—it brings peace.

It makes one restful—it makes one restless.

It lubricates the axis the world revolves upon.

Withal, it is a silent friend.

Without it we perish.

MARK TWAIN ON SALESMANSHIP

Have you ever read Mark Twain's "Sermon to Salesmen?" The famous humorist went to church and heard a missionary talk. He says: "He was the most eloquent orator I ever listened to. He painted the belighted condition of the heathen so clearly that my deepest passion was aroused. I resolved to break a life-long habit, and contribute a dollar to teach the gospel to my belighted brethern. As the speaker proceeded I decided to make it five dollars, and then ten. Finally I knew it to be my duty to give to the cause all the cash I had with me—twenty dollars. The pleading of the orator wrought upon me still further, and I decided not only to give all the cash I had with me but to borrow twenty dollars from my friend who sat at my side.

"That was the time to take up the collection.

"However, the speaker proceeded and I lost interest and finally dropped off into a sweet slumber; and when the usher woke me by prodding me in the ribs with the collection plate, I not only refused to contribute, but am ashamed to state that I stole fifteen cents from the plate."

Start a "Fix It Now" Campaign

Suggestions to Increase Your Sales in Your Community



The head of a well-known accident insurance company said quite recently that 90 per cent of all accidents in the United States might have been avoided by the simple expedient of driving a nail in the right spot at the right time. No doubt most accidents are the result of carelessness in the making of repairs.

Loose screws, unsafe boards, or ne-er do well tools, have caused more deaths than the influenza epidemic of last year. Much deterioration of property, no doubt, can be traced to a cause which, if remedied immediately would have been a matter of a few cents, while the now ensuing repair may cost hundreds of dollars.

Have you ever looked over your own establishment and noticed the enormous number of minor defects which have appeared in all directions? What happens in your own place, happens all over the United States. If a man should begin at once to repair all the small defects of the average house, he might be busy for the best part of a month and still have done only all the more important repairs.

With the increasing lack of help all over the country this condition has grown during the last years. Never has the average farm building been so much in need of repair, and the same applies just as much to the industrial buildings and ordinary dwelling houses. There are houses right in your neighborhood where the landlord has not been able to have any important repairs done during the last two years.

Neglect Makes for Loss

The condition is one which is of special interest to the hardware dealers of this country. Let us assume that each American citizen has omitted during the last year to drive only one nail into a spot where it was needed, and we have a matter of 105,000,000 nails less sold in the United States. The same applies to screws, window hooks, locks, in fact practically to all classes of goods distributed by the hardware stores.

A negligent handling of necessary repairs in this country represents not only danger to life and limb, but carries also a material financial loss to an important industry and trade.

No doubt the national conscience as to moral obligation of making repairs has slipped a good deal during the last years. We have been so busy with our own affairs that we have omitted to attend to the just as important affairs of our surroundings. A change should be brought

about, and the hardware dealer can effect it.

There is no denying that the nation can ill afford at the present time to waste its latent resources of industrial materials and energy upon making extensive repairs where immediate repair would have been all that was required. Therefore, everybody who is responsible for any kind of property should do all in his power to keep it shipshape.

Negligence in the execution of small repairs is the most insidious form of waste, because it is cumulative in its action. It starts with one cent and may end with an expenditure of many thousands. Talking only about the necessity of small repairs will not help very much.

Bringing It Home to Each Individual

to each customer, however, will turn the trick. It will make him conscious of the fact that something more is needed in his home than rugs and window curtains. Have that home in good repair. Let every home in the United States be snug and safe. Such a movement, if properly conducted, may be made the source of a considerable activity in the hardware trade, which at present seems to be the chief commercial sufferer from the existing condition.

Why Not Have a "Fix It Now" Campaign in Your City?

National and local weeks in support of one or the other public policy have now become so generally known in this country that it is not necessary to enter more fully into a description of their value for the promotion of new ideas. The national clean-up week, the tooth brush week, and other similar movements, have shown what can be done with comparatively small means to set going an entirely new current of thought in even the dullest community. The "Fix it now" week should be run on similar lines.

The "Fix it now" week need not be confined to hardware dealers. It interests as much the builders, the plumbers and the roof layers. Missing door knobs, knife handles and broken windows are rampant all over the country.

Roofs are leaking at all times of the year, and the well chain becomes defective at frequent intervals. Health, happiness and temper depend upon the correction of these defects. Therefore, let "Fix it now" week be the affair of the whole city. The coal crisis, labor troubles, and the recurring shortage of many articles of everyday use have prepared the minds of the population of any city for a movement of this character, and it is this realization of pending

disaster, if not forestalled early, that has to be awakened in the general public.

As we are (or ought to be) accustomed to go to the dentist to have our teeth examined before they actually hurt, so we want to look around for the indications of property decay and deal with it before it has set in. A rust spot on the roof can be eliminated with a thin coat of tar. A rotting piece of wood can be cut out without much trouble and be replaced in dry weather, but may have to stay for a considerable time unmended after the wet season has come. Agricultural machinery should be examined occasionally for evidence of decay.

Do It Individually if Your Community Don't

The "Fix it now" week, although arranged by the trade in toto, gives nevertheless excellent opportunity for furthering the individual trading interests of one particular concern. The week is arranged to awaken the interest of the public in general. It is up to the individual firm, however, to make the best use possible of the opportunity according to the general policy and standing of the store. Yours may be the biggest store in the city. But you must realize that a store is never better than its neighborhood.

If a city is dull and sleepy, if competition is inferior, the market of the store must naturally be small. If the city is alive, if competition is keen and continually on the alert for something new, there is also an active market giving the chance for a large turnover for every store operating in that particular field. There may be much larger stores in the movement than yours. The local dry goods stores are often big enterprises and they also sell hardware. But the hardware store can very well compete with the department stores in the sale of hardware, and the participation of these stores in a "Fix it now" campaign with their great drawing and advertising power is very useful.

Make use of the window, advertising and personal calls during the campaign. The average hardware store is interested principally in such repairs pertaining to the house, to implements and general hardware used in the house, stables and field. Considering that all these commodities are well exposed to use and in consequence apt to require frequent repairs and renewals, they promise quite a considerable return in sales during the campaign week and afterwards.

The week is a good time for making a general window display of tools to be used for repair work and materials, adding to these all the ordinary tools for carpentering, iron work and builders' work. Have small bottles of tar in the window for roof repairs and general waterproofing. A selection of tar paper for the same purpose and a number of waterproof colors for painting doors will find at-

tention. Lead, small strips of tin sheeting and similar articles must be shown, also a number of special preparations like glass cement, patent repair appliances and similar articles, which find always a ready sale during special weeks.

A small box filled with an assortment of nails and small screws that might be wanted in the average household, to sell for ten cents, and a larger one for twenty-five, would prove a good seller, and what about a special offer for repair work including nails, screws, cement, a tin of tar, weather strips, and other handy repair material to be sold to farmers at reduced rate? No show window is complete without a series of window posters explaining the uses of the goods and giving advice for their application.

You Can Interest the Entire Family

If you have two windows, use one for the display of new merchandise. If a man once gets dissatisfied with his house he is bound to find a good deal of cause for dissatisfaction. There will be a great many new locks in demand in the weeks following the campaign, and women will get fussy about their kitchen utensils. Take the opportunity to educate the people about the advantages of using galvanized goods. Galvanized locks, hooks and screws are a great convenience, and they keep so much longer. All that can be done in the second window.

Naturally a "Fix it now" campaign is not only meant for selling repair goods, but its great value for the nation consists in its possibilities to avoid the necessity of frequent repairs and their resulting economic loss. If our householders could be educated to use first class material in the beginning and to protect their properties against the ravages of rust, etc., they would add materially to the life of all real property in the United States. "Fix it now" week will fight such enemies of property as rust, dampness, etc. Here is a good window sign for the campaign week.

"Rust destroys every year 1,000,000 tons of steel in the United States. Help stop this loss."

And another:

"One ounce of prevention is better than one pound of cure."

"Fix it now" weeks should become popular in many of our country communities. How are the prospects in your particular town or city?

Parson—"Do you know the parables my child?"

Johnny—"Yes, sir."

Parson—"And which of the parables do you like best?"

Johnny—"I like the one where somebody loafs and fishes."

WHEELS OF BUSINESS MOVING AT FULL SPEED

(By Julius Krakauer, Vice-President and General Manager Krakauer-Zork Company, El Paso, Texas)

Five hundred words, set to the music of the "humming" of the country's industry and commerce, might well be the inspiration for this article, which is also drawn from an inexhaustible supply of "Natural Personal Optimism Gas," and to that extent what I say must perhaps be tempered or accepted with a few pinches of the "Salt of caution."

Personally, I would be satisfied to apply the story of the "recent" bridegroom (unaccustomed to traveling), compelled to make a trip; and the first "night out" was anxious to rededicate his undying devotion. So addressed a telegram to wife reading only: "L-O-V-E." Telegraph operator suggested as a matter of economy, a fifty-word Night Letter; so was handed a blank with "L-O-V-E" repeated fifty times. Yes, five hundred "O-P-T-I-M-I-S-M-S," would suffice. But for fear that the patience and intelligence of my readers, and the editors of *HARDWARE WORLD* would be outraged, I make the following general observation on the outlook for 1920:

First: Commodity Market. One year ago the question on every lip was: "Are we to have a boom period or one of business depression? Would it culminate in a panic such as followed the inflation of the Civil War in 1873, with subsequent years of depression?"

Factors affecting the situation in the interval of one year, causing a change from "mental commercial depression" into a renewal of confidence, courage and enthusiasm, are matters of record, which created the situation existing today, well summarized as follows:

The wheels of business are moving at full speed—perhaps violating the economic laws of Nature. Yet, the "tracks" are clearer than for months past. Unrest is reacting. "Co-operation" is at the throttle. A buying movement resulting from the return of the railroads to private ownership, is an "Iron and Steel" commodity consideration of importance. The Foreign Exchange situation, though having elements of danger in its relation to our domestic business, cannot affect it while "Demand" is so far ahead in the race with "Supply." When "Supply" closes the gap, making the race one with real elements of speculation—it is reasonable to assume that the Government, with the aid of "Business," will have found an Exchange solution that guarantees the United States a commanding position in International Commerce.

So much for Today—The "Spotlight" of tomorrow would light the "stage of business" with the following "prophecies," for which a well known Statistical Bureau is in a measure responsible:

A: Present conditions of "Demand" above "Supply." Likely to exist first half of 1920.

B: Second half of 1920 may witness a reaction.

C: Following this reaction—if it materializes—(a year later) from an unheard of era of prosperity will ensue, lasting from two to four years, which will make present Industrial Plants and housing facilities inadequate, and costs in preparation to meet such a condition may be well considered under heads as follows:

A: The wages of construction labor are not likely to be any lower next Fall than they are at the present time. Efficiency may be better.

B: The cost of building materials will be lower, but the percentage decline will be relatively small compared with the rise which we have just witnessed.

C: The cost of equipment will decline more than the building materials, but certainly not back to anything like the average cost of equipment in service today.

D: The rates for long term money will be lower as soon as the first real liquidation of floating credits has been seen, and it should be remembered that it will be especially dangerous to undertake any extensions now, if the financial arrangements are not all complete before the work is begun.

So that the "richness of the Optimism" of my words may not sicken, I am constrained to add a "seasoning" of caution, as follows:

First: Fundamental factors may make the latter half of 1920 a time for the exercise of our best faculties of courageous business management, intelligently applied. Such a reaction is almost certain to be of short duration, because of a real domestic and foreign demand for commodities. So the "psychology of fear" is our only danger, which the proper application of courage and intelligence will overcome; and even the temporary reaction, which may not materialize, but is yet a possibility, holds no elements of danger in the outlook for 1920.

In conclusion: Whatever happens, smile, because a recent speaker at the Chamber of Commerce said: "It takes sixty-four muscles to make a frown, and only thirteen to smile—so why work overtime?"

Don't be discontented because you have not achieved contentment. There is nothing less interesting than a perfectly happy, contented person. Even poets, story writers and novelists leave their heroes when they are presumed to have achieved happiness. Interest in them departs the moment they achieve the dubious blessing of bliss. It is the grappling, digging and hustling around after happiness which makes the day interesting enough to wake up for. It is the fleas which keep a dog actively interested in life anyway.

Chicks in the Window—Feather Your Nest

PLEASE don't be alarmed—the kind we refer to are of the harmless feathered variety, though quite alluring, for what can be more fascinating than fluttering, fluffy, downy little yellow balls—baby chicks?

Almost everyone unconsciously associates chickens with the Eastern season, probably because of happy childish recollections and impressions of Easter, wherein chickens played a prominent part. So it is safe to assume that a window filled with lively, chirping baby chicks will immediately attract and hold the interest of all the passing throng, young and old.

Simply as an attractive, seasonable window display, directing attention to your store, baby chicks will prove successful. And then there is the advantageous and practical viewpoint to be considered—the calling attention to a display of lines that are usually kept in the back-ground.

Assuming that the lively brood are of the modern, motherless variety, here will be an opportunity to display the incubator that supposedly hatched them. Of course brooders will be in evidence, also poultry netting, and all the modern sanitary “improvements,” drinking fountains, feeding troughs, etc., for their happiness and welfare. The larger hardware stores could furnish everything in the way of appropriate “stage settings” for the noisy little chorus.

Even Ducks or Rabbits

Where such a display would not be practical, an old fashioned Mother Chick-a-biddy and her

brood and some ludicrous, adorable ducklings, or even “bunnies,” thrown in for good measure, would prove very attractive.

Where incubators, brooders and “accessories” are featured, it would be a good plan to direct attention to these by neat display cards giving compelling facts and information regarding profitable poultry raising by these methods, especially in small areas.

City dwellers, possessors of thrifty souls and rear gardens, gazing on the scene, will immediately be seized with the desirability of raising chickens, thereby seeing an opportunity to combat the ever increasing H. C. L. They will see glad visions of the luxury of fresh laid eggs, for breakfast, and chicken, fried, roasted or fricasseed, occasionally gracing the dinner table. Truly the three ages of chicken are all equally desirable—on the menu.

Hardware merchants in the smaller towns should push the sale of poultry “equipment” by making an especial point of interesting farmers’ wives in these lines, for in many cases, “egg money” represents their sole source of revenue.

Three Chicken Appeals

When these women can be shown how a little expenditure and pleasant occupation on their part will result in an assured chicken income, they too will have glad visions. If they belong in the “broiler” or “fryer” age, we sadly fear their visions will be of rainbow-hued, vain, frivolous affairs—clothes—no doubt rivaling in splendor those of some departed city visitor.



AN EASTER DISPLAY SUGGESTION

A little live-stock in the window will often serve to liven up your store as well as your sales.

If she is of the staid, practical "fricassee" age, she will have happy visions of hurrying to your store for that long wished for new kitchen range which "John would never consent to buy," or a fireless cooker for the coming warm weather, or some electrical appliance that she has coveted for many a day, paints to brighten up the home, inside and out, and all those conveniences which add to the cheer and comfort of her household. All these dreams can be realized when she has her own assured income, and the purchase of an incubator will help solve her problem.

Speaking of problems and chickens, recalls to mind that perplexing, unsolved riddle of the ages—"What came first, the chicken or the egg?" And today, when chickens and eggs are so important in coping with that other problem of an economical and sufficient living, lucky is he or she who has none but chickens "laying" for him, and wise is the hardware dealer who will "set" his cap for the poultry raiser.

THE LAY OF AN EGG

(An Eggs-travaganza Dedicated to Hardware Merchants who Handle Poultry Supplies, by Kathryn L. Wood)

The hens of Cooper Hollow were holding a convention, Discussions of their native rights were heard with rapt attention;

When suddenly the order of the meeting was upset By the advent of the farmer in whose barnyard they had met.

"Your pardon, ladies," said he, "for this masculine intrusion;
My presence here was not designed to bring about confusion.

I come to ask a question in a serious frame of mind On a subject close to all the hearts of Cooper Hollow kind.

"In fact, it is our stomachs that it touches, and, you see,
Our purses are affected by it incidentally. This is why I dare to meddle in your personal affairs, Because of the reduction in the product of your wares.

"Not an egg have I discovered on this farm for many a day,
And I'd like to know the reason why you ladies do not lay.
Eggs-cuse my eggs-ercise of puns, but I eggs-pressly beg
An eggs-act eggs-planation of the eggs-it of the egg."

There was momentary silence, then, among the feathered flock,
The chairman of the conference, Madame Plymouth Rock,
Fixed her comb and cleared her throat, then rose to the occasion,
Addressed the speaker in behalf of all the congregation.

"You ask for our eggs-cuse why eggs are so eggs-tremely few,
And so it is eggs-pedient that I eggs-plain to you. The trouble is this latest fad, this craze of Chanticleer; The fuss and feathers over him is all that you can hear.

"It's Chanticleer where'er you go, from theatre to store—

Such 'eggs-aggerated ego' was never heard before.
That we hard-working hens should get so little commendation
And the conceited Chanticleer receive so much ovation.

Has caused us to eggs-postulate against this sad display
Of popular ingratitude and gross partiality,
And this discrimination in favor of the men,
We think a foul eggs-ample of injustice to the hen."

The farmer listened quietly, and when the speaker finished
He said, "So this is why my hen-fruit has diminished;
Because your jealousy has overcome your usual common sense,
You take eggs-ceptions to this rooster fad at my eggs-pense.

"All you have to do is just to lay around and set,
And still you kick on furnishing a single omelet;
Your eggs-traordinary reason for thus eggs-terminating
This eggs-cellent industry is quite eggs-asperating.

"My patience is eggs-hausted and there'll be an eggs-odus
Of hens from this vicinity unless you stop this fuss;
My eggs-chequer has fallen lately with a sudden drop,
My egg crop is eggs-tinct because you've something in your crop
That needs to be eggs-pelled with a strong eggs-pectorant.

A good, sharp axe would cure you, I'm quite confident;
To thus end your eggs-istence is a thing I hate to do,
But if you will not lay for me, why I will lay for you."
The hens looked at each other with significant alarm,
Then rose with one accordance and dispersed about the farm;

And, as they flew, the farmer heard Miss Cochinchina say:

"I am not chicken-hearted, but I must be on my way.
Of these eggless conventions I never did approve,
And when folks talk to me like that, I think it's time to move.

Did someone mention Chanticleer? Well, I should say I shall!

I've no desire to hang around to my own funeral,
I hear the call of duty from that haymow over there,
So please do not detain me, for I have no time to spare."

And Madame Plymouth Rock was heard thus to soliloquize:

"I think on this occasion it is best to compromise.
All this eggs-citing talk on this egg proposition
Has a tendency to sour that farmer's disposition.
I may not be progressive, but I'm willing to proceed
To follow his suggestions with eggs-celerated speed;
So I'll make an eggs-peditious eggs-cursion to the hay,
And life for me henceforth will be one glad eggs-tatic lay."

Moral:

One live hen on the nest is worth a dozen in the pot,
And one wishbone within the breast worth ten you haven't got.

THE DIFFERENCE

You can always judge a man by the way he looks at things. Some people see a problem ahead of them and say, "It's a hard job," they are pessimists. Others look at the problem and say, "It might be worse," they are optimists. Others look at it, tackle it and say, "It's done!" they are the do-its—and they are a great race.

Cultivate patience—it wins.

BEWARE OF GIVING PROMISSORY NOTES AS ACCOMMODATIONS TO FRIENDS

(Copyright by Elton J. Buckley)

I find by my own professional experience that there is a very general lack of understanding among business men, even those of long and extensive experience, as to the liability of a man who signs a promissory note as an accommodation to a friend, or a partner or a customer, or anybody, in fact. Only the other day, when I remonstrated with a client for making a very loose practice of doing that for his three sons, he argued with me that "he couldn't be compelled to pay anything out on such notes, as he didn't owe them."

The answer that I made to him and make to any reader hereof who is under the same delusion, is this: "It is true that you cannot be compelled to pay anything on an accommodation note by the person to whom you give it, but you can always be compelled to pay its full face to any person to whom the payee transfers it in good faith and for a good consideration."

If that were not so, you can easily see that an accommodation note would not be a loan of credit, as it is everywhere recognized as being.

All this is called up by the following letter:

Brooklyn, N. Y.

I have been in the above wholesale business at this address for about three years, and as I started with very little capital, I have had a hard struggle. For the last year, however, I have been going ahead and have made a little money and established a fair line of credit. I have a brother in the retail business and have been in the habit of helping him out by signing accommodation notes for small amounts, so as to allow him to raise money to discount bills, as my credit standing is somewhat better than his.

Last week Dun asked me for a new credit statement, and they insisted on my putting in my liabilities the accommodation notes which I had signed for my brother, which were unpaid. They said they would have to be deducted from my assets to get net worth. Is not this an error? I do not owe my brother anything whatever and merely signed the notes to help him raise the money.

E. W. B.

I could not have a better example of what I referred to in the first paragraph. Here is a business man who has been in the habit of signing accommodation notes and handing them out, in the wholly erroneous belief that they did not affect either his liabilities or his credit standing.

As a matter of fact, an accommodation note is just as much a liability as if he owed the money represented by it, for if it gets into the hands of a third party—it is practically certain to, because that is what it was given for—such third party can collect it, even though he knew, when he took it, that the maker didn't owe the money, but had given it merely as an accommodation. If that were not so, nobody would discount or take over an accommodation note, and it would at once cease to be the loan of credit it is intended to be.

Read the following statement of the settled law on the subject:

An accommodation note is a note to which the maker has put his name without consideration, for the purpose of accommodating by a loan of his credit, some other person who is to provide for the note when it falls due. It represents a loan of credit to the party accommodated.

The party for whose benefit an accommodation note has been made, acquires no rights against the accommodation maker, who may set up the want of consideration as a defense to an action by the accommodated party, since as between them there is no consideration, a fact which is always a defense to a suit on negotiable paper between the immediate parties, whether accommodated or not.

It is no defense to the enforcement of an accommodation note in the hands of one other than the party accommodated, taken for value and in good faith, however, that it was without consideration as against the accommodating maker * * * if the holder gets it before it is due * * * and this is so although the holder had knowledge, before the paper was transferred to him, that it was accommodation paper.

The maker of an accommodation note can be sure of not having to pay it, only as long as it remains in the hands of the payee, who of course cannot himself collect it. But it is certain not to remain in the hands of the payee, because he can realize nothing on it until it gets out of his hands. And the minute it gets out of his hands, the maker is just as liable on it as if he had given it for a bill he owed.

There is a difference between patience and passiveness; between a cheerful but soft answer and an over-humble, aggravating, self-righteous one. Don't mistake laziness for patience, or self-justification for justice.

AN ANCIENT OBJECT LESSON

(By S. E. Kiser)

Five thousand years ago, they say,
The Chinese had discovered things
That we are finding out today;
They had philosophers and kings,
And were enlightened, more or less,
When Greece was still a wilderness.

Three dozen centuries ago
The Chinese had erected walls;
They planted crops and watched them grow,
And utilized their water falls;
They had the lead—we cannot doubt it—
But failed to tell the world about it.

While white men still found homes in trees,
And had not fashioned axe or spade,
The records tell us the Chinese
Had learned to barter and to trade;
They had invented pen and ink
Before the white man learned to think.

Behind her walls old China grieves,
Her list of troubles growing long;
The wounds are deep that she receives
From nations that are new and strong;
But is her sorry state surprising?
She had no faith in advertising.

Congress of Retail Merchants Proposed As Means of Solving Business Problems

(The Following Address by Mr. Felix Vorenberg, a Prominent New England Merchant, Was Delivered Before the Boston City Club)

THE war is over, or, at least most of us thought it was on Nov. 11, 1918, when the armistice was signed, though we know now that there are at this present moment twenty-three nations more or less at war, and what is still more important, we know that in our own country, under the guise of peaceful agitation, we are facing conditions which are anything but peaceful.

Retail merchants, in particular, are affected, as they usually are, and we must give these problems careful consideration and prepare ourselves for whatever may come.

Retail Merchant First to Be Blamed

During the war we cheerfully responded to every call and were only too glad to be of service to our country, but whether at war or at peace, the retail merchant is always called upon; it does not matter if he is asked to subscribe money for charitable organizations or for civic promotions, he must be ready to please the unreasonable customer, as well as the more reasonable one, and he is sure to be the first to be criticized when anything goes wrong.

To be in the retail business means to hold open house, and to cheerfully stand the burden of the argument, no matter where it comes from. Despite all that, we are not complaining and we realize that the retail merchant is fast making his way into the confidence of the people, but the problems confronting us today are becoming so numerous and some are so serious that we must face them and prepare ourselves to solve them.

Surely Not An Exorbitant Profit

Now, what are these serious problems, and how are we going to solve them? Not very long ago the cry was heard—and still is heard—about profiteering, and, as usual, the retailers were first held responsible. The investigation of the Government, conducted by the Department of Justice, proved that out of forty-five leading department stores in this country, the average net profit ranged from $3\frac{1}{2}$ per cent to 5 per cent.

A meeting called in New York City by the National Retail Dry Goods Association not very long ago for the purpose of conferring with a representative of the Attorney General's office was attended by over three hundred merchants from all over the country, and it developed that all newspaper talk with reference to profiteering in retail stores had no foundation. In fact, I believe the Department of Justice became con-

vinced that retailers were not to be counted in the class of profiteers.

The retailer, unfortunately, is in the position where his cost and the selling price does not compare well with the cost and selling price of the manufacturer, because of the fact that the large overhead expenses of the retail merchant is out of proportion as compared with the expense of the manufacturer. A plan, therefore, ought to be adopted by all mercantile organizations to establish a cost price which will include the overhead expense, and will, therefore, be the actual cost. Such action has already been advocated by the retail board of the Boston Chamber of Commerce.

The next problem is the all-important question, "the market conditions," and what the retailer should do to protect himself. Is merchandise going up in price or is it going down? Will the seller continue to dictate terms, or will the tide turn, and if so, are we going to live a more normal business life?

Here and there you hear a whisper about prices having reached the peak, but the majority of buyers and sellers are looking toward a still further increase and a condition which will make merchandise more scarce. Can conditions change under the present supply and demand of the market.

My own humble opinion, based upon personal experience as well as upon the opinion of many prominent business men, both bankers and merchants, is that there will be a change in market conditions and that the change will be for lower prices all along the line.

Whether it will come through Government pressure or through money conditions, or through a standpoint policy against wage increases, or whatever the reasons may be, is of no importance, as far as the results will be concerned. I am convinced, therefore, that the merchant, with a reasonable stock on hand and with reasonable commitments for the future will be in a much stronger position than his gambling competitor.

The position of the retail merchant today is not unlike the skipper who finds himself in mid-ocean, commander of a splendid ship and surrounded by experienced men. He knows exactly where he is and where he is going, but he is confronted with a dense fog impossible to penetrate; his movements are apt to spell danger whichever way he turns.

I am not pessimistic in drawing this picture so vividly as I have—quite the contrary—I am

optimistic to a fault and I believe that the country, with all its wonderful resources, and the people with their great will power and their desire to adapt themselves to all circumstances, will finally produce a situation which will lift the fog, so as to allow us to see the sun, bright and clear, and with it all the beautiful sides of life, but what are we doing to deserve the full light and the warm rays of the bright sunshine?

Retail Merchants Congress Needed

What do we need and what do we want? I will tell you what we want and that is the keynote of my message: There are today all kinds of organizations, such as yours and many others—clothiers' associations, shoe retail organizations, hardware organizations, jewelers' and fancy goods' associations, retail trade board, chamber of commerce, retail dry goods' association, each having an organization of its own and each doing a certain amount of good.

But what we need today is not merely an organization to furnish one or more dinners to its members, but an organization that will be connected with the other merchants all over the country. Such an organization will not work to oppose organized labor, but will help both employe and employer to grow up together, to like one another and solve together the problems they encounter, and so what I suggest is nothing more or less than a National Retail Merchants' Congress, based or founded upon the principles of our own United States Congress—an organization to consist of representatives from every line of merchandise as represented in retail stores, and which will be so powerful that Congress or the state legislature cannot ignore it.

It would take too much time to go into detail this evening, but you can see in a moment what I have in mind. Merchants in every line would be represented at this National Retail Merchants' Congress by members of their own organization and powerful influence for good could be brought about by such an organization.

Lawyers, Politicians, Professors and Theorists in Control

Why is it that the President of this country and the occupants of other important national positions are usually chosen from the law profession? Is it due to the fact that business men do not want to go into politics, or is it due to the fact that they are too modest? Or is it due to the fact that they have not received enough encouragement to manage the affairs of their country?

The Retail Merchants' Congress would offer a sufficiently strong background to nominate its own candidate for such an office and its endorsement would have a strong following all over the country. Why not pledge ourselves this evening to organize, not for the purpose of protecting selfish interests, but for the purpose of protecting law and order.

Let us interest ourselves in the affairs of our city, of our state and of our nation, using always the same calm judgment which we are now employing in our own business. Let us realize that it is more important to construct than to find fault.

Let us forget all racial and religious prejudices and establish instead a genuine brotherhood of man, for the benefit of men, and let us always remember that he who works for us—even though he may not have the same education we have had—has, nevertheless, a human heart beating under his shirt, and let us understand, too, that the man who works for us, not only with his hands, but with his head and his heart, is the man we want, and, finally, let us realize that no matter where we come from and no matter who our parents might have been, the only one deserving any credit at all is the one who has done something worth while by himself.

In that spirit, let us celebrate the memory of the greatest American who ever lived, the finest character ever produced—the immortal Lincoln, and in his spirit "with malice towards none," let us start a movement which I am sure will help us solve many of our problems and which will bring closer together every merchant of the country and every human being connected with him in his various enterprises.

BUY AMERICAN MADE CUTLERY

There are a matter of two hundred cutlery manufacturers in this country and they have done good work during the war. When Europe fell down on the job of making our cutlery the American cutlers came to the rescue and made everything that the American nation wanted, from razor blades to the large carving knife. When we finally entered the war, the American cutlers were ready to give to the boys what they needed, bayonets, pocket knives, razors, scissors and surgical instruments, as the orders came from the war department.

The American cutlers now believe that they have done their duty and that they have shown that this country can very well make a knife as good as any other. They are out to prove it to the nation. There is an American cutlery industry as good as that of England and Germany, and Uncle Sam can have an American knife whenever he wants. American cutlers will not rest until every American man has an American knife and razor, and every American woman owns American scissors. The best cloth cutting shears of the world are known amongst foreign tailors to be of American make. It is high time that it should be also known to American tailors.

Short cuts are all right in your methods, but never cut short on the quality of your work.

THE RIGHT TO IMPOSE EXTRA TAXES ON BUSINESS MEN

(Copyright by Elton J. Buckley)

I have a letter from a large Cincinnati merchant asking me what the legal power of a city or town is to levy all manner of taxes on the local business interests. He states that since Ohio has gone dry much revenue has been lost and is being lost, and to get it back, almost all the towns and cities in the state either have imposed or are preparing to impose extra taxes on the business interests. He asks me to say what restriction or limitation there is upon the right of a city or town to do this.

The question is live and I am glad to discuss it, for it is decidedly of general interest. Every section which had been wet, has lost a lot of revenue. This revenue had been devoted to governmental expenses, and being needed, it must now be raised elsewhere. Apparently the favorite method is to get it out of the business interests in the form of special occupation or business taxes.

The opponents of prohibition used as one of their chief arguments the fact that it would make taxes higher. The proponents of prohibition, on the other hand, contended that prohibition would make taxes lower, because it would eliminate many public expenses which liquor is responsible for.

Both are doubtless right. Until prohibition has a chance to get in its work taxes will undoubtedly be higher. After it gets in its work, the experience appears to be that taxes and many other items of governmental expense become lower.

In my reading I have seen reported many cases where towns or cities have recently imposed new occupation or business taxes upon their merchants. I recall an ordinance in St. Louis, Mo., taxing every dealer in soft drinks \$100 a year. I recall a similar ordinance in Los Angeles, Cal., taxing all businesses various percentages, ranging from \$12 per year on businesses doing less than \$5,000 a year, up to \$500 per year on businesses doing from \$400,000 to \$500,000. The City Council of Los Angeles frankly states that the tax is made necessary by the loss of liquor revenue. In both places the merchants are protesting, but the chance is that the tax will stand, or that some tax will, in any event.

In thousands of other cities, towns, villages, boroughs, etc., the same thing is being done or will be done, and it will be interesting, therefore, to discuss what right the imposers of these taxes have to do it, and how far they can go.

Within certain limitations, almost any subdivision of a state, meaning a country town, borough, etc., can impose an occupation tax, a business tax, or a mercantile tax, upon its business men, regardless of whether they are manu-

facturer, jobber or retailer. The right to do this is derived from the state. The original taxing power rests with the state and unless the state, by the passing of some law, hands down its right to tax its subdivisions, such as county, city, etc., such taxes cannot be imposed by the subdivision. That law, however, is practically always passed, so that almost any town, or borough, or county can today impose these taxes. Cities, too, though they may derive their power to tax in a different way.

There is no limit as to the kinds of business or occupation which can be taxed under such a power. The gross receipts of a wholesale clothing dealer, or a retail grocer or a dentist, can be taxed alike—and all other occupations and forms of business. As a matter of fact, such taxes must be uniformly upon all occupations. It would not be legal to tax hardware dealers and nobody else, though hardware dealers and nobody else might be licensed.

So that the first restriction is uniformity. The second, and the one most important to us just now, is reasonableness. Occupation or business taxes must be reasonable. Under the guise of obtaining revenue, a tax must not destroy legitimate enterprise. On the face of it, it looks as if the St. Louis tax of \$100 on soda water dealers might be bad, because it would doubtless put a lot of dealers, with whom soft drinks were a small side issue, out of the business.

No occupation or business tax must be so high, either, that it will amount to restraint of trade. It could easily amount to that if it was so high that only a few large dealers could afford to pay for it.

Another restriction is that any tax imposed on occupations or business must apply the same to residents and non-residents. The courts have repeatedly decided that it is illegal for a local council to protect the local business people by putting a tax on outsiders who came into the town to do business. The tax must bear on the resident and non-resident alike. And if it is an attempt to tax business coming into the community as part of interstate commerce, it is wholly illegal.

The law allows local communities to go pretty far in taxing their business men. Even though a business has already paid a tax, as for example, by paying a tax upon the material that enters into it, an occupation tax is nevertheless legal.

An occupation tax is any business tax, such as upon a business man's gross receipts, or his aggregate purchases, etc., his profits, etc.

The reason most men object to going to a rummage sale is because they hate to see the suit they once paid \$50.00 for sold for a dollar and a half.

STATUS OF SELLER WHO WOULDN'T DELIVER AN ORDER UNLESS THE BUYER PAID TEN PER CENT MORE.

At times I feel a great deal of amazement at the exceedingly loose way in which the wholesale business in almost all lines is conducted, particularly in the treatment received by orders for goods. A seller will take an order without qualification, but when delivery time comes he calmly refuses to deliver, on any one of many grounds, none of which is a legal ground.

And the buyer usually takes it calmly. Grumbles a bit, perhaps, but doesn't dream, in the average case, of instituting proceedings to get his rights. My observation is that this cavalier treatment of business orders is more often administered by sellers than by buyers. Buyers often default on their orders, of course, sometimes for fraudulent reasons, but not so often as in the sellers' case, because the buyer who defaults knows that he will probably not be able to get away with it. The seller, on the other hand, is pretty sure he will be able to get away with it. And as a matter of fact, he does.

A case has come to me which enables me to supply an illustration of the coolness with which many sellers throw over their legal and binding contracts to deliver goods. In the case referred to a retailer placed an order for goods during June, 1919, delivery to be made on or about October 1st following. The order was taken by the seller's authorized salesman, was accepted by him, and was forwarded by him to his firm and accepted by them.

On September 19, 1919, the seller sent to all his customers the following letter:

September 19, 1919.

Gentlemen—We have recently been compelled to advance wages to our workmen and also grant shorter hours, which means a larger expense in production. We had hoped to go along this fall without making any advance, but this condition forces us to the following proposition to you: We will fill all orders we possibly can to October 1, 1919, and after October 1st any unfilled orders will be subject to an advance of 10 per cent or cancellation. This makes it fair to all, and is the only way we can see to be absolutely fair. Wishing to be fair to you as well as to ourselves, we have concluded that the only thing to do is to make the advance take effect October 1, 1919. This is your official notice to that effect. You will please let us know by return mail if this is agreeable to you and if we shall fill your order under these terms or cancel same. We shall use our best efforts to fill what orders we can before October 1st, but cannot guarantee same.

Thanking you very kindly for your co-operation in the matter and assuring you that in the event of lower prices on our goods we will gladly give you the benefit of same, and trusting to hear from you by return mail as to what disposition to make of your order in the event that same is not shipped by October 1st,

We await your reply and remain, Very truly yours,
I. C. G. CO., Inc.

Consider for a minute the hardihood of this. When this seller accepted the retailer's order a binding contract was created, binding the seller to deliver and the buyer to accept, certain goods

at a certain time at certain prices. Now comes the seller, having decided that filling his contract was not profitable, calmly concluding not to fill it. Yet nothing is more settled in law than that one party to a contract may not violate it without the other party's consent. Only with the buyer's consent could any such stand be taken, but the astonishing thing is that in most cases that consent is freely given, if not expressly, then by failure to do anything.

The buyer in the case under discussion did not agree to pay the 10 per cent advance, but after he received the letter he called for shipment of his order. The seller thought this tantamount to an agreement to pay the advance, and on November 11th the goods went forward. Now, the seller is demanding that he pay \$65, representing the 10 per cent advance on the order. The buyer's question is, "Am I liable?"

My answer is that he is not. The seller had no right to take the position that unless his buyers, whose orders he had accepted, paid 10 per cent more, he would cancel their orders. Any buyer could have refused to allow such a thing, and could have served notice that he would demand either the goods or damages for their non-delivery. Since the position taken was wholly illegal, the buyer had the right to ignore it and to keep on demanding his goods, and his doing so after the notice of the 10 per cent advance was not an implied agreement to pay it. He is not, in my judgment, liable for another cent.

Now in this case the buyer got his goods and is now defending against a demand to pay \$65 more than the contract price. Of course in such a case any buyer would defend. But what about the other buyers from that same seller, probably numbering several thousand, who did not get their goods and who were therefore confronted with the seller's demand, "Pay me 10 per cent more than I agreed to deliver the goods for, or I won't deliver at all." What did they do? Without knowing anything about it, I would willingly wager that not one of them held the seller to his contract. The thing has become so common that buyers take it as a matter of course.

Here is a firmly settled principle of law which it is well to remember when up against such a situation: When a man accepts an order without condition or qualification, he can be compelled to deliver or to pay damages for not delivering. The damages would be the difference between the contract price and the market price on the day the delivery was refused, and at the place of delivery. And if, as in many cases, the order is taken subject to expressed conditions like fire, strikes, etc., then the reason for non-delivery must come squarely within those expressed conditions or the seller has no more right to default than if there had been no conditions at all.

SALESMEN'S REFERENCES

The credit man in any house appreciates it when the salesman sends references with each order. Especially is this the case when the order is from a customer who has never asked for credit before. When the salesman has procured the references, he has done his part. It is not necessary for him to look into these references. His credit department will do this in their own way. The credit department has its ways of doing this and besides it is not the duty of the salesman to do so.

There Are Two Ways

One way is to ask the customer, straight out, with whom he is doing business. This is not considered the best way to obtain references, because, very often, the customer will name only those houses that he is treating right in a credit way. You know there are some customers who will treat a house or two right, just for the purpose of using them as references when they desire to open up an account with a new creditor.

Another way, and it is considered the best way, is to use strategy in getting the information you want regarding the names of the creditors of the customer you are selling. By carefully guarded questions you can bring your customer to tell you what you want to know, without exciting his suspicions. While you are waiting about his store or shop, you can easily observe the stock he carries. Perhaps you are in his office or near his desk where he has his records and, without attracting his attention, you can easily observe the names on invoices or statements that are hanging or lying around. Boxes, bales or other packages may be standing unpacked on which the name of the shipper will show. Mental notes of these names can be made and later placed on your order sheet that goes into your house.

Keep Your Eyes Open

When you go to the railroad station to catch your train, if you have a few moments, look around you to see if there are any goods that have come in. Some of these may be for one of your customers and the name of the shipper will show on the package. Even though none of the packages may be for your customer, if the name of the shipper proves to be that of your competitor, you will know that he has a representative calling there and is likely to know something about your customer who is also probably his customer.

The Salesman's Job

The salesman's job is to get for his credit department, good dependable references. It is as much to his advantage to obtain this kind of references as it is to the credit department of his house. Good salesmen and good credit departments are the keystone upon which successful business rests. Good credit departments

will demand that salesmen obtain proper references; good salesmen will see that these references are obtained in the proper way.

If you make your cheaper grades of goods a feature and display them as handsomely as the better grade goods, you will encourage the purchase of cheap lines at the expense of better.

SOUND ADVICE OF WESTERN MANUFACTURER TO THE TRADE

Conditions affecting the Roofing industry and allied lines are abnormal and puzzling in the extreme. On the one hand the demand from the trade is larger than ever before and greatly in excess of the ability of manufacturers to supply. On the other hand, raw materials are very scarce—almost unobtainable, with prices at unheard of levels. Rags for example are now selling at \$85.00 per ton, an advance of \$30.00 per ton during the past six months.

The situation in the East is even more acute than on the Pacific Coast, some manufacturers having advanced prices three different times during January. Others have withdrawn prices entirely. Others have called in their salesmen, while a number are booking orders only for shipment at their convenience and at prices in effect when shipment is made. These Eastern conditions are already being reflected on this Coast in the form of a greatly increased demand, and with advancing prices on the part of some manufacturers.

As to the advisability—indeed the necessity—of keeping prices down in general, there can be no argument. We, in common with thoughtful and patriotic citizens everywhere, recognize that prices cannot go higher without extreme danger.

How to meet the situation is the great question. Anticipating, in some degree at least, the conditions that would follow as a result of the restriction of building during the war, this company practically rebuilt its roofing plant at a cost of more than a million dollars. These improvements increased its output over 100 per cent, making it today the most modern, the most efficient and the largest single roofing plant in the world.

As a result of these increased facilities, our manufacturing costs are considerably lower than those of most manufacturers. Because of this fact and our sincere desire to assist in stabilizing prices generally, it is our purpose not to take advantage of prevailing conditions to exact the limit in prices. In other words, we will give our customers the benefit of our increased facilities and the stocks of raw materials which we have on hand, and will advance prices only when our present large stocks are exhausted and we have to replace at still higher prices.

In the meantime, we advise our customers not to speculate, but to buy to cover their immediate requirements only. If the building in sight in your city or community indicates a demand on you during the next three months for 100 squares, 500 squares, or a carload of roofing, buy that quantity and no more, but place your order now to insure delivery of the goods when you need them.

We urge also that our customers in turn do not attempt to secure from their customers the highest prices obtainable, but that they be satisfied with a fair and reasonable profit, because, in our opinion, it is only by so doing that our mutual interests and those of the country at large can be conserved.

Yours most sincerely,

THE PARAFFINE COMPANIES, INC.

B. J. Williams, Director of Sales.

Work is the first economy of nature. Vegetation grows; water runs; the sun shines. Idleness produces only stagnation and decay. Work is the vital spark of the universe. It is the elementary principle of civilization. Work is the prime essential in the world today. It is the unfulfilled demand for workers that is producing the present agitation and adding to the intolerable burden of high prices.

ENTERPRISING OKLAHOMA MERCHANT'S METHOD OF ADVERTISING

The Lamm Hardware Company, of Afton, Oklahoma, have sent us copies of their advertising, which they do quite extensively. They tell us that they run their advertisements in their local papers, changing them each issue, and after the advertisement is run and before the form is knocked down, they have them struck off on sheets, using both sides of the sheets with different forms, and every two weeks they mail out these sheets to their customers. In that way they keep virtually a catalogue of their merchandise, especially seasonable goods, continually before their customers and they have found it a very effective method.

We commend this method to other merchants as being worthy of emulation.

REWARD ACHIEVEMENT

Have you ever noticed the eagerness with which a man enters into his favorite game, no strain, no effort, no fatigue—only time or a necessary limitation finishes the game.

Apply this principal to your employes. Do everything you can to make their work a pleasure, a game, and then offer sufficient reward for the highest achievement, beyond the mere receipt of wages.

FOREIGN HARDWARE INFORMATION

The National City Bank of New York prepared a special booklet dealing with America's foreign trade in hardware. The booklet was written by Oscar P. Austin, the bank's statistician, and contains, aside from an analysis of this country's foreign trade in hardware, a valuable series of tables showing what countries consume the greater part of our hardware exports, for what articles foreign demand is increasing, for what ones this demand is decreasing, and the value of the many items of hardware we send into foreign markets each year.

The bank will be pleased to send a copy of this booklet to any hardware dealer or manufacturer.

PRACTICAL XMAS GIFTS

 <p>Famous Keen Kutter Edges</p> <p>Call and examine our line of the famous KEEN KUTTER Tools and Cutlery today. They cost no more than the ordinary kind. All our claims are backed with a "money refunded if you're not satisfied" guarantee.</p> <p>All Keen Kutter Goods are warranted satisfactory or money refunded.</p>	<p>TOYS</p> <p>Our stock of Christmas goods this year comprises an extra large assortment of toys of all kinds ranging from the regular 10c articles to the high class goods such as:</p> <p>Electric and Motor Trains, Tanks, Tractors, Mechanical Toys, Dolls, Pianos, Stoves, Dishes, Wash Day Sets, Drums, Engines, etc. Our large assortment and low prices will surprise you.</p>	<p>COLUMBIA and Victor Records for Christmas Gifts.</p>  <p>Victrolas</p> <p>The smallest Victrola, as well as the greatest, puts at your command the world's best music, both vocal and instrumental, exactly as rendered by the greatest artists.</p> <p>Let us demonstrate the different Victrola styles, and explain our many terms.</p>	<p>TOILET ARTICLES</p> <p>In sets and single pieces. Prices exceptionally low.</p> <p>NIL OAK POTTERY</p> <p>Made from natural colored clay. The natural beauty of this ware is irrefutable. A gift of refinement and distinction. Cherished by every woman. Unexcelled as a gift.</p>
<p>WATCHES</p> <p>Innersoll and others as low as \$2</p> <p>Warranted</p> <p>CLOCKS</p> <p>One day and eight day alarms. Large assortment. Priced at \$1.50 to \$7.50</p>	 <p>COMMUNITY PLATE SILVER WARE</p> <p>In new designs. Guaranteed 50 years. Also the lower priced ware. Sets or single pieces—Big Stock. Prices Low.</p>	 <p>Manicure sets. Scissors and shears. Fine pocket knives with either pearl or gold handle. These are desirable gifts. Manicure set like illustrated \$5. Others as low as \$1.50</p>	 <p>KEEN KUTTER Quality Tools</p> <p>Good Tools make good gifts for any man or boy. Keen-Kutter Tools are warranted.</p>
<p>ELECTRIC IRONS</p> <p>\$4.50 and \$7</p> <p>GOODRICH TUBES FOR</p> <p>Fords . . . \$2.75 and \$3.25</p> <p>Cars . . . \$12.90 and \$21.85</p>	 <p>COFFEE PERCOLATORS</p> <p>Electric and others. They make better coffee. They are not expensive. Priced here at \$1.75 and up.</p>	 <p>Electric Stoves, Toasters, Heaters, Sad Irons and Lamps.</p>	<p>ICE AND ROLLER SKATES</p> <p>\$1 up</p> <p>Here are the practical things for the red blooded out door Young American.</p> 
<h2 style="margin: 0;">Lamm Hardware Co.</h2>			

The above announcement shows a few of the items sold by up to date hardware merchants. It will be seen how these enterprising hardware merchants are really the housefurnishing dealers of the community.

How to Promote Good Will in Business

A Valuable Asset to Every Merchant

GOOD WILL is an exceedingly difficult asset to measure, to weigh or to appraise. It is such an intangible product that often its very existence is doubted by the business man who sticks too closely inside his own four walls, and who does not get out enough among people to appreciate the heart-warming, favor-compelling influence of good will.

If a customer presents himself before a retail dealer, for example, and asks for a particular kind of a brush, and that brush is not in stock, and something much better is shown and sold, the process is described briefly as "good salesmanship."

But, on the other hand, if the customer evidently wants the one kind of brush he has asked for, and none other, and the dealer says, "I haven't it, Mr. Brown, I am sorry. If you can wait a couple of days, I will order it especially for you, or, if you are in a hurry, I think it entirely possible that you may find it down at Smith's, on the next corner below. Wait a minute and I'll telephone and ask him if he has any of that make of brush in stock." The telephonic inquiry reveals that Smith has the article wanted, and Mr. Brown goes down there and gets it. He has not made a purchase of the friendly dealer, but he has accumulated a measure of genuine good will toward him and his service.

90% Business Result of Good Will

Just how much is good will worth in the retail business? Probably no one has ever been able to estimate this accurately, but it is true that the retail dealer comes very closely in contact with the customer either personally or through his associates and the opportunity for building up good will and establishing the right sort of relationship with his buying public is practically unlimited. If it could be expressed in terms of percentage, it seems safe to say that we could make the broad statement, without fear of contradiction, that 90 per cent of the business done, is the result directly or indirectly of good will.

An instance comes to mind which illustrates this very forcibly. A store was well established in a thriving small city. Its owner had made a fortune in it, and people from all over came to this particular corner store. The fixtures were old fashioned and few changes had been made of any kind for many years. Yet everyone knew that they could go to the Old Hawley Store and feel thoroughly at home, and be welcome, whether they bought or not.

Two stages from rural districts met at this corner, and it was not unusual to see a crate

of chickens, or a basket of vegetables in the corner waiting its claimant.

The good will of that business was worth many thousands. People could come there and get what they wanted without fear of over-urging or substitution. In time the aged proprietor died, and the heirs of the estate sold out the business to an enterprising firm, who came in, completely re-fixtured the establishment and began to cater for business in a aggressive way. The new floor did not welcome the chicken crates as had the old wooden one, and customers no longer felt at home.

In six months the new management was in financial difficulties. They had the location, the equipment and the stock, but they lacked that important item—good will. In the course of time, and a relatively short time, a closing-out sale was had, and even then people were wary of the "bargains" offered.

Then a third man came, bought up the stock, and said, wisely: "I must win what Mr. Hawley had, and which his successor had not—good will. He set about it by joining clubs, by taking part in public spirited enterprises, by courtesy, interested services, and by such promotion means, has, in two years, built up an invaluable business.

According to statements compiled by a very large and nationally known wholesale firm, 70 per cent of the goods which the retail merchant handles and sells, depend upon the good will existing between retailer and manufacturer. That is to say, if the retail dealer has placed before him two, three or more lines of goods of about equal excellence he will naturally choose to buy and to offer for sale those of the firm for which he has the most kindly feeling. Many a time a retail dealer obeys this impulse without analyzing it. He argues that he has always carried this line of stock; it has been satisfactory; the manufacturer has treated him white, and he feels obligated to show reasonable loyalty.

Difference in Salesmen

Not long since a dealer in hardware and accessories was ill. During his absence from his place of business two traveling salesmen called to see him. One went directly on his way, as there was no chance of doing business. The other one traveled on the same train, but before he boarded the train, he looked up the residence address of the ailing dealer, and that night he wrote a friendly letter of sympathy and kindly expression and mailed it. There wasn't a mention of business in it. When the sick man got it he was much pleased, for the calls of the two

salesmen had been reported to him. Next trip the good will established by the man who took pains to write the letter landed an order for several thousand dollars' worth of goods.

If it is true—and there seems no reason to doubt it—that 70 per cent of the selection of goods by retailers themselves is influenced by good will, then surely 90 per cent of retail sales are influenced by the same factor.

Are You Building Good Will?

Mr. Business Man, have you ever thought about this in connection with your own business? What are you doing to establish good will between your own establishment and the public? Are you impressing upon your employees how important good will is?

Are you watchful of telephonic tones; the particular manner of receiving and handling complaints; the type of service you are offering? Is this service merely perfunctory, or is it rendered cordially?

Are you separating and analyzing your custom, so as to determine just how to obtain the good will of your different classes of patronage?

Are you one of those individuals who rather doubts the existence of what he cannot see and touch—if so, what about electricity, good health, good spirits and good nature?

Are you wondering why business is not quite as brisk and why it does not increase as rapidly as you would like? If so, consider the tremendous business-building possibilities of good will.

Get a good location; procure the right sort of equipment for doing business with; stock carefully chosen goods; build up a strong, efficient organization; advertise wisely and concisely; be economical without being stingy; never misrepresent, for that undermines confidence, and confidence is essential to permanency. But with all thy getting, get good will.

WORK—LOYALTY

If you work for a man, in Heaven's name work for him. If he pays you wages that supply your bread and butter, work for him, speak well of him, stand by him, and stand by the institution he represents. If put to a pinch, an ounce of loyalty is worth a pound of cleverness. If you vilify, condemn and eternally disparage, why, then resign your position and when you are on the outside damn to your heart's content. But as long as you remain a part of the institution, do not condemn it. If you do, you are loosening the tendrils that hold you to the institution, and when the first high wind comes along you will be uprooted and blown away and will probably never know why.

—Elbert Hubbard.

Keep your eye on the man who is always trying to hand you a lemon.

MERCHANTS WHO SELL ELECTRICAL APPLIANCES SHOULD KNOW THESE FACTS

The fundamental principles underlying all modern electrical theory and measurement are formulated in what is known as Ohm's law. This law indicates the relation between the current flow, the electromotive force or pressure, and the resistance, in an electric circuit.

Ohm's Law and the Fundamentals of Electricity

The most important thing to know about an electric current is the rate of its flow. Just as the rate of flow of water is measured in gallons per second, so the rate of flow of an electric current is measured in amperes. A current of 10 amperes consequently means that 10 quantity units of electrical current pass a given point in the circuit every second.

The electrical pressure which forces the current through the wires is measured in volts, just as water pressure is measured in pounds per square inch. The electrical pressure is also called the electromotive force, or E. M. F.

Electrical resistance is measured in ohms. Resistance is that property of a circuit, or any portion of it, which obstructs the flow of the current. Electrical resistance may be compared to the opposition which a rough pipe offers to the flow of water through it.

Resistance is the property of the circuit itself or of any part of it, such as an incandescent lamp, an electric heater or an electric iron. Consequently, while the current and the voltage of a circuit may change, the resistance ordinarily does not, but remains the same.

The relation between current, pressure or E. M. F., and resistance is expressed by Ohm's law thus:

The current equals the E. M. F. divided by the resistance. Or what is the same thing:

Amperes equals volts divided by ohms.

We can also state it:

Volts equals amperes times ohms.

Or: Ohms equals volts divided by amperes.

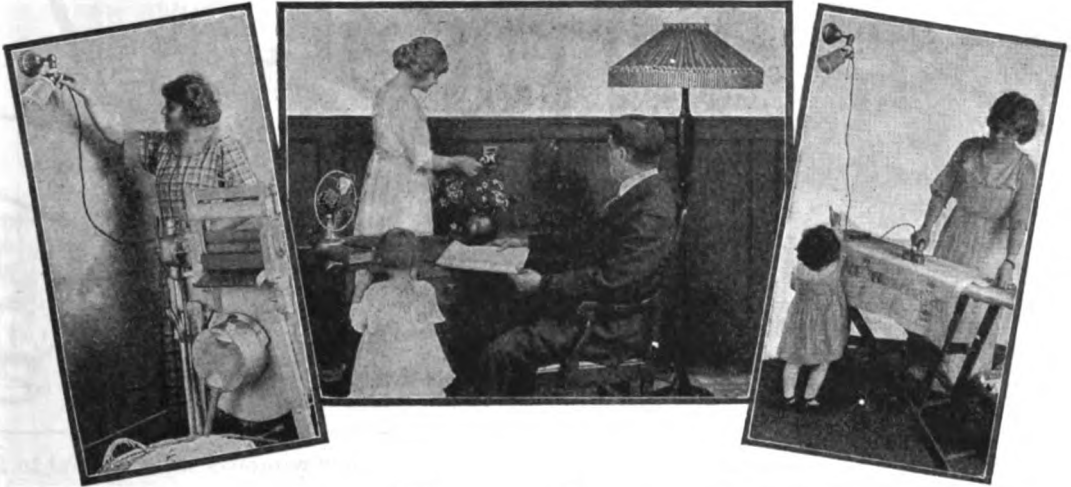
Electric power may be defined as a rate of doing work produced by electricity in motion. The unit of electric power is that which is required to drive one ampere by a pressure of one volt. This unit is called the watt. In direct current circuits, and for Mazda lamps or heating devices on alternating current circuits, the number of watts equals the volts times the amperes.

THE THRILL OF THE JOB

"It is the deadly monotony of it—" the same thing over and over again—"

This is what you hear when a man is tired of his work. He has lost interest in his work. We all do it at times. Why?

We lose interest in our work because we fail to take interest in it.



This is the Big 3 for 350 Year for Benjamin No.92 Two-Way Plug



The Quality Plug

The Benjamin No. 92 Two-Way Plug is the pioneer double-socket device in the electrical field. From coast to coast it has become a fixed standard in the public mind. It has been so firmly accepted that today it is one of the greatest sellers in the industry. Your own 1919 experience tells you that.

But *this year* we're going to get the story over bigger and better than ever. At the top of this page are some of the photographic illustrations being used in the No. 92 Plug advertisements for 1920.

See how the illustrations tie right up with the sale of your Electrical Appliances. Advertising like this opens the way for appliance sales that have been put off because the prospects felt they had no place to connect them.

The strongest, most popular publications—those dominating the field in which they circulate—are again the chosen mediums to carry a series of graphic, convincing stories on the No. 92 Plug direct to your customers.

Every year is a stronger electrical year than the one before it. Jobbers: Are you ready for this, the biggest 3 for \$3.50 year in the history of the No. 92 Two-Way Plug?

Dealers: Ask your electrical jobbers.

*Come to the Advertising Department for information
806 W. Washington Blvd., Chicago*

BENJAMIN ELECTRIC MFG. CO.

Factories: Chicago and Desplaines, Ill.

Sales and Distribution Offices:

247 W. 17th St., New York; 806 W. Washington Blvd., Chicago

590 Howard St., San Francisco

Benjamin Electric Mfg. Co. of Canada, Ltd.

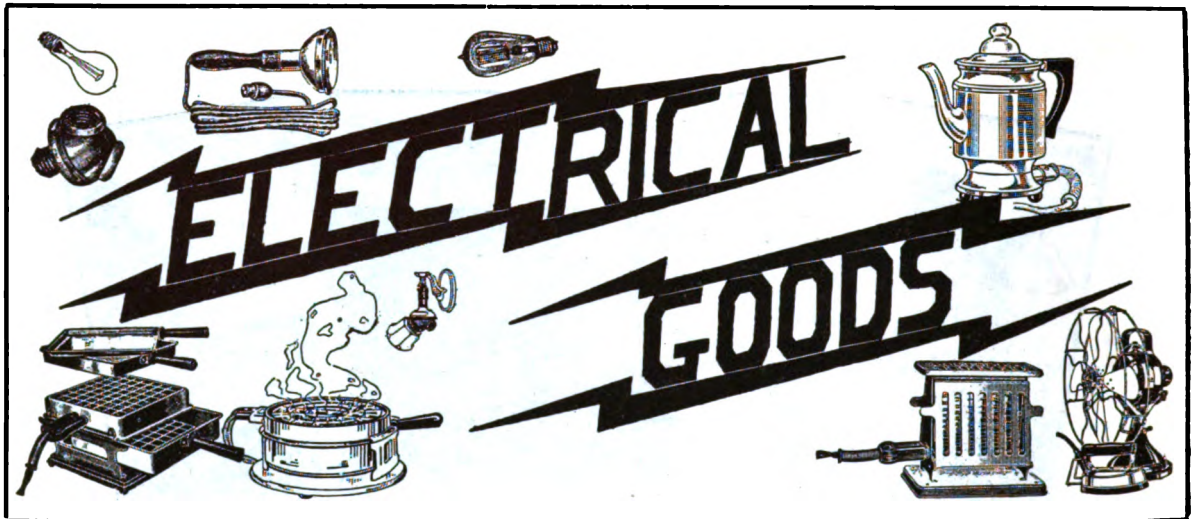
Toronto, Canada

The Benjamin Electric, Limited

London, England

BENJAMIN

Makers of Things More Useful



OWING to the scarcity of domestic labor and the exorbitant wages asked by those who will "condescend" to enter domestic service in these days, the housewife is faced with a serious problem. This, then, is the very best time for pushing electric household conveniences, either for lightening the labor of the mistress of the home, or as a means of attracting desirable servants.

Electrical merchandise is going to be one of the most profitable lines of the future, and the hardware man who has hitherto been exploiting coal ranges and hand power washers would do well to install a line of electric equipment at once. This does not mean, of course, that there will not be a demand for the lines he has in stock at present, for many homes are not equipped for the use of electric appliances—but new homes are being constantly built, and older ones wired, so the hardware man should get into the band wagon, and blow the electrical horn for all he is worth.

Advertising should have a direct appeal, and it should be written in a manner to attract the average householder. Barker Bros., Los Angeles, Calif., recently had a Laundry Helps Sale, and heralding it, they said:

**"A WOMAN'S WORK, GRAVE SIRS,
IS NEVER DONE."**

The least we can do is to help make her work easier, to lighten the labor that household work involves. How often have you heard the old saying, "A woman's work is never done."

So many women are doing the work that a machine can do better, and easier and quicker—washing and ironing for instance. It is NOT economy to wash and iron by hand in this day and age.

The electric washer and wringing machine SAVES a woman's health; SAVES the clothes, clothes, which is quite an item in these days of expensive fabrics; and SAVES laundry expenses—which figure alone will soon pay for the machine.

See the Electric Washer, Ironer, Wringer and Range demonstrated at our big

**ELECTRIC LAUNDRY HELPS SALE
BARKER BROS.**

One of their windows was devoted to featuring this line. In the foreground was an electric washer and wringer, while diagonally across the room extended a clothes line to which, by wooden clothes pins, were fastened a number of white wearables—handkerchiefs, aprons, stockings, shirts and pillow slips—on each garment being printed in black letters a catchy phrase:

"The hard maple cylinder is easy on dainty linens."

"Push a button and the machine does your work."

"Two cents per hour is the cost to run it."

"No red hands or tired back if you use an electric washer."

"The electric washer solves the servant question."

"Washing done before ten o'clock."

"Your time is too valuable to waste over a washboard—Get an electric washing machine."



The sort of electric appliance window that makes sales for the Electric Supply and Constructing Co., at Vancouver, B. C.

Hotpoint

The Ladies Home Journal

You, it is easy to see the Hotpoint was among the most successful of your real friends. And it is easy to see why Hotpoint is just what you need for because—

Hotpoint has set the standard for thirteen years. Today it is sold in 20,000 stores in the United States. And it is easy to see why Hotpoint is just what you need for because—

Hotpoint has set the standard for thirteen years. Today it is sold in 20,000 stores in the United States. And it is easy to see why Hotpoint is just what you need for because—

EDISON ELECTRIC APPLIANCE CO., INC.
CHICAGO

THE SATURDAY EVENING POST April 17 1920

Hotpoint has set the standard for thirteen years. Today it is sold in 20,000 stores in the United States. And it is easy to see why Hotpoint is just what you need for because—

EDISON ELECTRIC APPLIANCE CO., INC.
CHICAGO

EDISON
REDS MOTES

EDISON ELECTRIC APPLIANCE CO., INC.
CHICAGO

This kind of advertising keeps Hotpoint Irons moving from the dealer's shelves.

During April a beautiful four-color page in the Ladies Home Journal and a strong two-color page in the Saturday Evening Post will be read by millions of people. Every month these publications carry a Hotpoint message.

Record Hotpoint Iron Sales!

Backed by this national advertising, the demand for Hotpoint Irons will be greater than ever. Be ready—replenish your stock—when Mrs. Jones wants a Hotpoint have it for her—see your jobber **now!**

These ads displayed in your windows will tie your store in with our national advertising.

EDISON ELECTRIC APPLIANCE CO., INC.
Chicago

New York

Ontario, California

Atlanta

A big card in the corner suggested: "Be sure to visit our model electric laundry inside."

Outside the store there was a big red circle painted on the pavement, within which was printed "Buy an Electric Washer, Wringer, Set of Irons, Ironing Machine, or Range at our Laundry Helps Sale." A trail of red paint ran from the circle to the baseboard of the window, up the baseboard and glass to a circle on the pane, in which was printed: "Two dollars a week pays for this great modern convenience." Inside the show window a red ribbon ran from the circle to the electric washing machine.

Show Them the Whole Store

By placing the laundry exhibit well to the rear of the store it was necessary for the visitors to pass many shelves and counters on which hardware of all kinds was attractively displayed. In this way many people entering the store for the first time saw something that caught their fancy, and even if they did not purchase at the time, made a mental note of it for future reference.

Everything in the electric laundry was spotless—the electric range, washing machine, fan for drying the clothes, the wringer and irons. The floor was covered with linoleum and in the wall was set a window with white curtain and a box of hardy geraniums. At certain hours of the day a demonstrator showed the use of all the merchandise, and the intimate, practical way in which these conveniences were exploited made it seem like stepping right into a neighbor's kitchen—with the result that each woman who saw them felt an instinctive desire to be possessed of them.

The Electrical Supply and Contracting Co., Vancouver, B. C., featured the electric washer as an aid in overcoming the shortage of laundresses in a very effective manner. Pasted on the window was a semi-humorous clipping taken from one of the daily papers. Around it they drew a broad red circle:

CITY SHY ON WASHERWOMEN

In Consequence, Many Home Tragedies Are Brought to Light

Washerwomen in Vancouver are as scarce as hen's teeth. The loss of this valuable member of the community is causing many tragedies in domestic life. Stores are doing a tremendous trade in paper napkins and tablecloths—as many women have adopted these substitutes for table linen until Dinah or Hulda comes back to the wash tub.

A ribbon ran from this notice to a card down front:

Why wait for the washerwoman to return?
Get an Electric Washing Machine and Wringer, and be independent of the undependable washwoman.

Small cards close to the glass followed up the suggestion of an electric washer vs. washer-



Imagine the effect of this window of the Electric Construction Co., Cleveland, Ohio. There was a brilliant color contrast of green, blue and white.

woman: "Let the Blank washer become your washwoman—always on hand and always cheerful." "An Electric Washing Machine will save you all the troubles and worries of wash day and will always be on hand when wanted," and "The Electric Washing Machine does not require three meals a day, and does not ask for car fare."

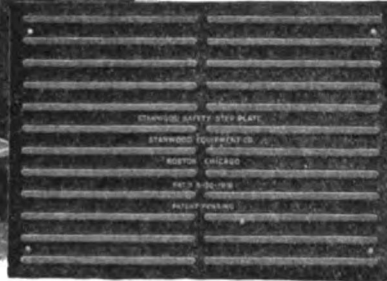
Display Without Special Sale

For a dealer who did not care to hold a special sale and yet wished to call his machines to the attention of the public, a display such as was arranged by the Electrical Construction Co., Cleveland, Ohio, would prove very effective. The floor was covered with green felt, and a tall white frame had grey panel, in front of which sat a palm. Tall posts were wound with sky blue paper which bloomed out into fan shape at the top, and blue ribbons connected the different posts.

An electric washer of grey had a mirror behind it, tilted at an angle that permitted a view of its interior to be seen. Small cards of white, lettered in blue, were set about, each bearing a statement regarding one of the good points of the machine. The brilliant contrast of blue, green and white caught the eye of all who passed, and the little cards acted as very effective silent salesmen.

CLEANING GREASE OFF METALS

It seems a simple matter to wipe oil or grease off unpainted or unlacquered metal surfaces, but those who have tried it know it is not; it doesn't come off clean. Druggists sell an article known commercially as acid dip that will take off grease and leave no streaks, stains or smuts. This is especially well worth knowing by those whose duty it is to keep polished metal surfaces clean and bright.



Stanwood Products

Are you ready for the Spring demand for automobile supplies? Most every motorist who will not be able to obtain a new car, owing to the scarcity, is going to dress up his old one. And most every new car owner is going to make his car complete.

A heavy demand for motor accessories is predicted. Merchants are now making preparations to meet it.

Stanwood Products always have been good sellers. They are carried by all responsible jobbers. Have you placed your order?

Stanwood Safety Step Plates for mounting on running boards prevent slipping when entering or leaving the car. They are made in several styles:

Type C consists of a perforated steel base, rubber covered with projecting solid rubber ribs. Fitted with screws, nuts and lock-washers. Price, each, \$1.60 list.

Ford Type, same as Type C, but made to fit Ford running board. Price, each, \$1.60 list.

Type B consists of black rubber covered perforated metal base, which is fitted with two segments, containing 12 solid rubber ribs each. Fitted with screws, nuts and lock-washers. Price, each, \$2.65 list.

Type A consists of gray rubber covered perforated metal base, which is fitted with 24 gray solid rubber segments. Should one segment become damaged it can be replaced. Fitted with screws, nuts and lock-washers. Price, each, \$3.70 list.

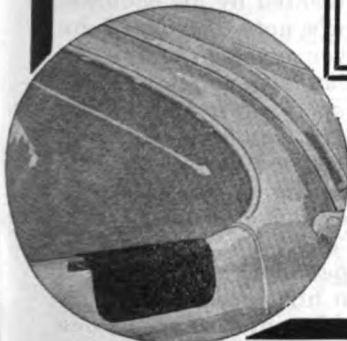
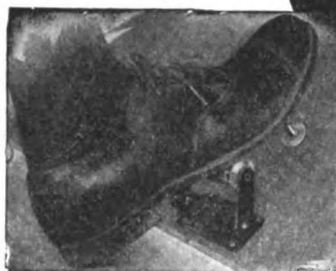
Send for Catalog Showing Complete Line of Stanwood Products

Stanwood Accelerator Heel Plate furnishes a stable position for heel when operating the clutch and brake. Prevents wearing hole in floor covering. Constructed same as Type C Step Plate. Price, each, \$.85 list.

Stanwood Conformable Hand Pads add a pleasing appearance. Prevent finger marks and wear on finish of car. Made of leather in various grains. Price, each, \$.90 to \$1.80 list.

Stanwood Pedal Plate used when the accelerator pedal is not positioned near enough to clutch and brake to use heel plate. Same construction as Type C Step Plate. Price, each, \$.50 list.

Stanwood Adjustable Accelerator Foot Rest sells at sight. The user sees comfort and convenience in this little accessory. Relieves leg muscle tension, acts as a foot support. Prevents unintentional acceleration over rough roads. Price, each, \$1.60 list.



HOW NOT TO MAKE A FINANCIAL STATEMENT

(Copyright by Elton J. Buckley)

I suppose every reader hereof knows the advantage to anybody in business, of a good commercial rating. By that I mean a good report given by the mercantile agencies. All manufacturers who are doing a straightforward business realize this with scarcely any exceptions. So do practically all jobbers. It is the retailer who isn't always alive to the great advantage of having a good rating on the books of the mercantile agencies, even though cash is paid for everything and no credit is asked. As a matter of fact, sometimes credit will get more than cash, for the persistent cash payer is usually the object of suspicion. I am not referring to the man who discounts in ten days, for he is really a credit buyer, as he is trusted with the goods for ten days.

Very often a business man needs a good commercial rating very badly. In many cases the lack of it may stand between him and success. When that urgency arises, he will work every scheme he knows of to make the report good, and men have sometimes overstepped the line and made a financial statement which was false. Sometimes it is deliberately and intentionally false, other times it is more exaggerated than false, having been made so by the maker's extreme anxiety to put his best foot foremost.

I propose to say a little here about the proper way to prepare a statement of one's financial position. Remember always that such a statement is prepared for the purpose of obtaining credit, and that if it is more favorable than the cold facts would permit, and some creditor, relying on it, is deceived, he cannot only sue civilly, but he can issue a warrant and proceed criminally.

The first thing to keep in mind, therefore, is to be conservative—understate rather than overstate, the value of every item, and decide every real doubt as to valuation, against yourself. Exaggeration is always bad, and if it passes a certain narrow limit it becomes fraud.

Here is the law as to mercantile reports, succinctly stated:

Where a false representation is made by an individual to a mercantile agency concerning his solvency and financial condition, for the purpose of being communicated to persons who may be interested in the matter, and the mercantile agency issues a report or statement based thereon, third persons who in reliance on such report or statement extend credit to the person making the representation and suffer loss through his insolvency, may maintain an action of deceit against him. In such cases the legal situation is the same as if the false statements were made directly to the party injured. And a client of a mercantile agency, before acting upon a detailed statement made by a merchant, need not himself examine such detailed statement.

The good faith of the man accused of making a false credit statement is always an important factor in deciding whether he has been

guilty of fraud. He will not be found guilty because he committed a technical error—it must go deeper than that. And if he had any real reason for his action, he will generally be given the benefit of the doubt.

For instance, a wholesale dealer made for the purpose of obtaining credit, a financial statement. In it he listed some real estate at a certain price. Later he failed and the real estate was sold—for much less than the value he had put upon it. Some of the creditors attacked the honesty of the valuation, but as it appeared that when the real estate was sold the market was panicky and the price was low on that account, the court said no criminality was made out.

In another case the decision was the other way. A manufacturer, in his credit statement, listed some real estate at a price paid ten years before when the market was highly inflated. At the time he made the statement, all the inflation was out of the market, and he knew that. The court held that there was no reasonable excuse for having listed the real estate at the cost price. Incidentally, the exaggeration in this case made all the difference between solvency and insolvency.

It appears from the case books that many business people in making financial statements, included fixtures at the replacement value, which almost always meant cost, and in some cases (when the market had advanced) meant more than cost. Sometimes this has been held fraudulent by the courts, sometimes not. It depends on the facts of the particular case.

I have personally known of several business men who put their homes in their wives' names but nevertheless included it in their financial statements. In one case the wife had to surrender it to the husband's creditors to keep him out of jail. It is perhaps superfluous to say that the only assets that should go in your financial statement are those which your creditors can reach. A house in your wife's name is usually as far beyond their reach as it was before you bought it.

I remember another man, a large retailer, who had a bad quarter of an hour over a financial statement which he made, and on which he obtained credit. The statement omitted a liability item of \$12,500, represented by his endorsement on a brother-in-law's notes. He said he omitted it because he never expected to have to pay it, as his brother-in-law was amply solvent. In other words, it was such a remote liability that he didn't think there was any reason to include it. But the brother-in-law was smashed by a bad deal, and his creditors came gleefully down on the unfortunate endorser of the \$12,500 notes. As his net worth did not amount to that much, he, too, was wiped out, and then his creditors, who had given him credit on the incorrect statement, took him into court. Since

Stop that Rattling steering wheel



STEERING COLUMN BRACE

Sold through jobbers only in 126
cities in the United States
and Canada

Our New Catalog is Waiting for You

The Steering Column on the Ford car has no support except at the dash where it is held by four bolts and as the wheel is often used as a handle for the driver to get in and out of the car these bolts loosen and continual vibration makes matters worse, sometimes causing the column itself to break. In going over extremely rough roads the wheel vibrates excessively, giving one the impression that the car rides harder than it really does.

The Apco Steering Column Brace

—is fastened to the upper part of the dash at one end and to the steering column at the other, preventing all vibration and making the steering column as solid as a rock. Most large cars have a device of this kind and the Ford is a better car with one. It is made from malleable iron, black enameled, and is furnished complete with bolts and nuts.

Manufactured by

APCO MANUFACTURING COMPANY
Providence, U. S. A.



it appeared that the thing really happened through his ignorance, he got off, but it was a close shave.

Many a man making a financial statement comes to grief by appraising accounts receivable too high. One man listed his whole accounts receivable at face value plus interest, less only 10 per cent to cover possible loss, whereas the fact was that they were only worth 60 per cent of face value. I remember another case in which a somewhat unenergetic retailer with a half dead stock listed it among his assets at cost price, an excess of several thousand dollars over its real value.

Perhaps the most remarkable case was that of a jobber who said in his report that such and such a man was a partner. As this man had valuable assets, this increased the concern's apparent net worth very much. The fact was that this man was not a partner, but only an employee who shared in the profits. The employer really thought that fact of itself constituted a partnership, and he, too, escaped through his ignorance.

HURRY AND DISPATCH

No two things differ more than hurry and dispatch. Hurry is the mark of a weak mind, dispatch of a strong one. A weak man in an office, like a squirrel in a cage, is laboring eternally to no purpose; in constant motion without getting on; talks a great deal, says very little, has a hundred irons in the fire, but very few of them hot, and with these he burns his fingers.

HOW HE DIED

So he died for his faith. That is fine—
More than most of us do.
But stay, can you add to that line
That he lived for it, too?

It is easy to die. Men have died
For a wish or a whim—
For bravado or passion or pride.
Was it harder for him?

But to live: Every day to live out
All the truth that he dreamt,
While his friends met his conduct with
doubt,
And the world with contempt—

Was it for this that he plodded ahead,
Never turning aside?
Then we'll talk of the life that he led—
Never mind how he died.

How about the stationery you use? What sort of an impression will it make upon the jobber or manufacturer to whom you write? Will it make them value your trade?

BRISBANE ON ADVERTISING

Arthur Brisbane, before a luncheon of the Advertising Council of the Chicago Association of Commerce, said:

The rainbow was the first great advertisement. It had position. It had color. It held out promise of benefit in effect: "I shall not drown you again if you behave." And then it had the value of repetition, because it is repeated in the same position and color and promise after every rain.

The next big advertiser was Caesar, when he wrote on the walls of Rome for the people to read just what the senators were doing in the senate chambers. These advertisements of old contained the elements necessary in all great advertising, which are:

Advertising must be seen; it must be read; it must be understood; it must be believed; it must create a want.

Advertising is different because you must make the man stop thinking as he thinks and make him think as you think and interested in the thing you are interested in. It is easy to interest a man in himself. If your advertising convinces him that it is good for himself, you have him sold.

Suppose a man comes into this room and wants to reach all of you as I am doing. He goes to the man at the door and says: "How much will you charge me to whisper?" The man says: "I will charge you \$2 to whisper." "How much will you charge me to yell?" "I will charge you \$10 to yell." This man buys five whispers and nobody knows he is here and he thinks he is advertising (laughter). If he had bought one good yell you would have said that is an awful bunker, but at least he is on earth.

Domestic prosperity depends on what we can sell the outsider. Good advertising creates a want and a desire abroad, and thus creates employment, prosperity and happiness at home.

Don't take it for granted that the other fellow knows all about what you have. Few of us ever know enough, and many of us never know anything. Don't be afraid to keep on telling the world what you have. You have got to keep it up.

Advertising is the heart-beat of business. If you stop a man's heart, he dies. If you stop advertising, business dies!

Bacon said: "Reading maketh a full man; writing an exact man, and talking a ready man," and let me add: "Thinking maketh a real man! One great trouble with our American life is that we have invented every device to save us the trouble of thinking.

Why should you despise small sales and refuse to take pains with the customers who spend nickels and dimes? Are you so much wiser than Woolworth?

The Brake Lining that Resists Heat



RUSCO Brake Lining and Clutch Facings

are proof against the high temperature generated by grinding brakes. Motorists that use Rusco once, always return for it, and Rusco dealers are constantly adding to their list of satisfied customers.

Compactly woven from fine, long-fibre white asbestos, strengthened by strands of brass wire.

Guaranteed For One Year

More dealers are daily profiting by the increasing popularity of Rusco Products. Write our nearest office for information.

THE RUSSELL MANUFACTURING CO.

Home Offices and Factories

519 Russell Avenue, Middletown, Connecticut.

New York 349 Broadway	Atlanta, 60 S. Forsyth St.	Chicago, 1438 Michigan Ave.	Detroit, 226 Jefferson Ave., E.
San Francisco, Cal.	Western Representatives, John T. Rowntree, Inc., Seattle, Wash.	Los Angeles, Cal. Salt Lake City, Utah.	Denver, Col.
Southwestern Representatives, Ware Sales Co., Dallas, Texas			

38 Factory Buildings

Established 1830

25,000 Shuttles

KEEPING THE BUSINESS BUOYANT

In these days when the seas of business are uncertain, it's more than ever necessary to keep each business concern buoyant. Doing so is sure to prevent wrecks and to avert disasters.

1. Lighten the Overhead

The thing most likely to become too heavy, weight down the business and lessen its buoyancy is overhead. Now, when all the buoyancy of which the business is capable may be needed, it is wise to keep the overhead down to the lowest possible point. This is no time to expand overhead at the expense of the business. It is the time to increase the volume of business without increasing the overhead.

The greater the volume of business done on a given overhead the greater the buoyancy of the business. The smaller the volume of business done on a given overhead, the less the buoyancy of the business.

2. Remove Temptations from Employees

Many an employee has gone to jail because his employer has placed too many temptations in his way. It has been so much easier to go wrong than to go right that he has taken the wrong course. The more temptations placed in the way of employees, the greater the danger of leaks that will seriously affect the buoyancy of the business.

The system upon which the business is operated needs to be such that it's easier for the employee to do the right thing than the wrong one. A method of checking is needed that will detect the first wrong step. It endangers the buoyancy of the business to wait until there's a long track of wrong steps.

3. Guard Your Goods

One of the surest ways of preventing thefts is to be able to detect a theft at once. Some large stores have worked out systems by means of which, in the course of a few minutes, they can tell if any article is missing from any department.

The less time the thief has to make his getaway, the greater the chance of catching him. The less his opportunity of repeating the operation undetected, the smaller the quantity of goods stolen.

Goods in stock are of even greater value than money. One can only get a dollar for a dollar bill, but goods that he pays a dollar for he sells for more than a dollar. It's for this reason that even greater care needs to be given to keeping an accurate stock record than in keeping an accurate cash record.

4. Make the Same Mistake Only Once

Mistakes in business, like rats in a wooden ship, gnaw holes that may result in serious leaks. There appears to be no way of getting rid of them altogether. Rats are killed as soon as caught and these rats gnaw no more holes. When mistakes are found, just as effective steps

should be taken to prevent that same mistake being made again. In this way dangerous leaks in the business can be prevented.

The only man who never makes a mistake is the man who never does anything. The difference between the wise man and the foolish man is that the wise man never makes the same mistake twice. It is a wise precaution to run the business on a system that will catch all possible mistakes. Make the same mistake but once and the buoyancy of the business will be maintained. Continue to make the same mistakes and the business will soon be full of holes.

5. Speed Up the Turnover

Unselected stock has sunk more than one business and caused the red flag of the auctioneers to be raised as a warning to others of a business wreck in the path of navigation. Nothing weighs down a business like foolish overstocking. Nothing lessens the buoyancy to so great an extent. Just at this time, it is more than ever necessary to keep down the stock. If prices start downward, the overstock will acquire still more dangerous weight with every drop.

Keeping down the stock and speeding up the turnovers increases the buoyancy of the business. It makes it draw less water. It makes it possible to pass, with safety, over shoals which, otherwise would wreck the business. Therefore, it is well to keep such an accurate record of the stock and take inventories so frequently that there will be no possibility of any item of stock piling up without the knowledge of the man at the top.

6. Watch the Markets

When a ship runs onto rocks or sand bars it immediately loses its buoyancy. To prevent such catastrophes, the greatest possible care is taken to watch and chart changes in seas and channels.

When a business runs upon the rocks or the sand bars of market demand, that business loses its buoyancy. To prevent such a catastrophe, the changes in business conditions must be carefully studied.

Buying demands of the public are constantly changing. There is not a line of business where this is not the case. There are some things that people were buying a generation ago that they are not buying today. Business channels are constantly changing. Where it was clear sailing a generation ago there may be shoals today.

The changes that are taking place today are far greater than usual. To prevent disaster, it is necessary to study the demands of the people and to rechart the business seas as the commercial storm caused by the war subsides.

7. Count Volume and Not Dollars

Dollars of sales don't necessarily measure the volume of business done. A dollar isn't nearly as accurate a measure of value as a yard

Only Our Output Can Limit Your Sales of AC's



As long as we continue to manufacture more and more spark plugs each year, and as long as AC Spark Plugs continue to merit the pronounced preference as original equipment that they now enjoy, dealers stocking the AC line can be sure that their sales and profits will increase in proportion to our production.

The demand for AC's is tremendous and growing daily, due to the unfailing service that they give and to our policy of stimulating their sale through a widespread and consistent advertising campaign.

Concentrate on the complete AC line for a profitable, permanent and growing business of quick turnovers and customer good will. Dealer information sent on request.

Champion Ignition Company
FLINT, *Michigan*

U. S. Pat. No. 1,135,727, April 13, 1915
U. S. Pat. No. 1,216,133, Feb. 13, 1917. Other Patents Pending

of length or a pound of weight. The yard remains the same but the dollar will not always buy as many yards. The pound remains the same but the number of pounds of any commodity required to equal a dollar constantly changes.

Today a dollar isn't worth much more than fifty cents were in 1914. If a man is doing the same volume of business today that he was doing then, his dollars of sales will be double those of 1914. Business buoyancy is needed, but it is a mistake to buoy up hope and optimism with the soap bubbles of sales volume indicated by the inflated dollar.

The thing to watch is the actual volume of goods sold, and the amount of service people have paid for. Count the yards, the pounds and the dozens when figuring the volume of business rather than the number of dollars.

AUTOMOTIVE INDUSTRY SECOND

Production in the automotive industry in America has reached a point where the National Automobile Chamber of Commerce announces that the 1920 business will rank second only to steel. In 1919 motor vehicle production amounted to \$1,807,594,580. If bodies and accessories were included, this figure would pass the two billion mark.

New York State is first in the number of automobiles registered with a total of 570,000 cars. Ohio's 511,000 automobiles give it second place. In the number of machines per capita, Nebraska and Iowa lead with approximately one car to every six people. This is probably due to the fact that the largest percentage of increase in automobile registration has been in agricultural sections, while the total population of these states is small.

Undoubtedly the reason for this was the government guarantee for wheat prices, while in Tennessee, Alabama, Louisiana and Georgia the high price of cotton gave these states leadership in the increase of automobile registration throughout the country.

SUBSTITUTE FOR FROSTED GLASS.

All kinds of glass are scarce on the markets, and frosted glass is particularly hard to get now. A makeshift substitute that isn't bad at all, if properly applied, consists in brushing on the plain glass a coat of ordinary flat wall paint, afterwards stippling it with a stiff brush to give it a uniform appearance and eliminate the brush marks. In factories and other places that do not call for de luxe appointments, this painting of windows in place of frosted glass will answer permanently and save considerable money, for the glass is not only scarce but it is high in price at present.

WAS THERE A GARAGE IN EDEN?

Nobby-headed historians and archaeologists of the Rube Goldberg type who have written weighty tomes about the life, customs and handicraft of the paleolithic and neolithic ages must have been fakirs. Vehicles in the Chellean age traveled on rubber tires produced by our ancestors four million years ago.

That's the belief expressed by F. H. Daniels of Mena, Arkansas, and he backs up his belief by photographic proof. While occupied in his duties as chairman of an improvement district of the Mena Water Works, Mr. Daniels picked up on the outskirts of the town a 20-pound stone that distinctly shows the imprint of what seems to be a tread tire.

What puzzles the westerner is how the print got there—expert mining engineers asserting that the stone is of a formation of four million years ago. Consequently he is asking just when it started the manufacture of these tires and requesting a solution of the puzzle. It being within the memory of all how Old Dobbin shied in terror at the first automobiles, Mr. Daniels is almost afraid to reconstruct the scene in early days four million years ago. Think of the fright of the dimorphodons, first winged vertebrates at sight of a pneumatic equipped Dinosaurless six, driven by Paleolithic Pete, rumbling along Main street.

Imagine our Stone Age ancestor arising at dawn to the chime-like song of the diplodocus—alarm clock of those times—grasping his crude, stone implements and reporting to work at the Paleolithic Rubber Company. At nightfall after a hard day's work building tires, he jumped into his speedy Cro-magnon runabout equipped with pneumatics and gave himself over to the joy of the chase.

Perhaps he went to some shady pool and with hook and line angled for the wily dinichthys or threaded forest trails to do battle with the ferocious triceratops and the cunning ceratosaurus. You've got to hand it to those ancient industrials for facing prehistoric mammoths and other towering carnivorous dinosaurs with nothing in the way of weapons but smooth stones flung by a muscular right arm. Shades of Goliath and Christy Mathewson!

As George M. Cohan used to sing amid a galaxy of flag-waving chorus beauties, "There's Nothing New Underneath the Sun."

Little Billy, a four-year-old, was being lectured by his mother for teasing baby Bobby.

"Why, Billy," said his mother reproachfully, "I don't think you love your little brother—we'd better send him back."

"Oh, yes, mother, I do love him; besides," triumphantly, "you can't because we've used him!"

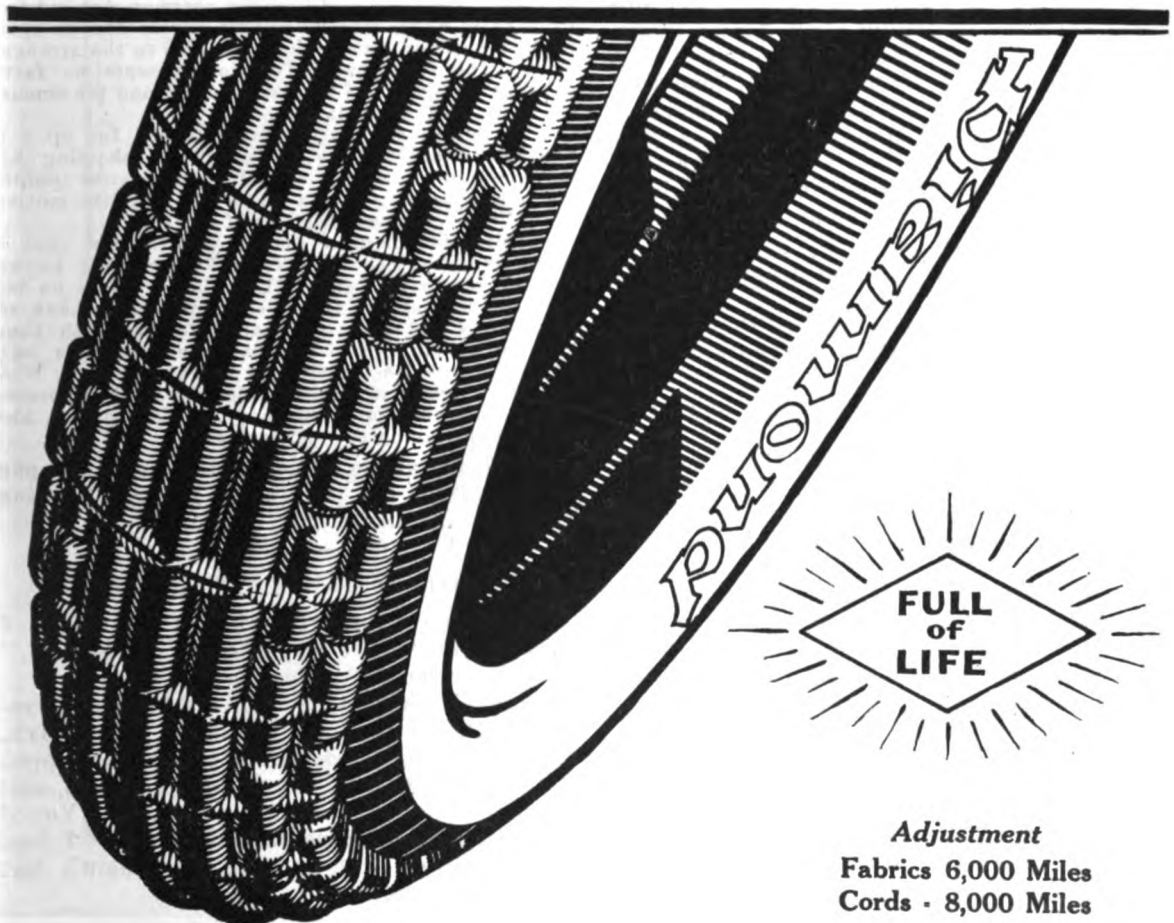
HERE'S the 1920 Diamond. A big, husky, seven bar Tire. It's the best tire Diamond has ever made—and Diamond has *always* made a good tire. Already it has met a ready welcome from tire buyers.

Under the Diamond 1920 proposition YOU, the distributor and YOU, the dealer, are the beneficiaries of one of the broadest and most generous policies ever formulated by a tire manufacturer.

Write today for this new Diamond proposition.

THE DIAMOND RUBBER COMPANY
INCORPORATED
AKRON, OHIO

Diamond TIRES



Adjustment
Fabrics 6,000 Miles
Cords - 8,000 Miles

NO NEW LAW NEEDED TO PROTECT AGAINST PRICE SLAUGHTERERS

(Copyright by Elton J. Buckley)

There is pending in Congress now a bill which if it passes will empower manufacturers of trade-marked goods like package corn flakes, or automobile tires, or B. V. D. underclothes, to say what those goods shall be sold to the public for. Several of the big manufacturers of trade-marked goods have been trying for a long time to get that bill through, for they argue that it will enable them to prevent their brands from being made leaders by price-cutters with the result of becoming unpopular with other merchants. The bill would compel the sale of trade-marked goods at prices fixed by the manufacturer.

The courts are apparently doing all they can, however, to make the passage of this bill unnecessary. That is, they are affirming the right of any seller to refuse to sell any buyer, thus giving the manufacturer of trade-marked brands a present remedy against the cutter who would slaughter his prices, viz.: the right not only to cut him off, but to cut off anybody else who sells him.

Another decision has now been handed down by the United States Court, for the Southern District of New York, which makes it perhaps clearer than the preceding cases, that a manufacturer doesn't need new laws in order to keep his goods from being cut to death. He can keep them out of cutters' hands. The case referred to involves the sale of Goodyear tires. A New York tire jobber who wanted Goodyear tires to cut, took the manufacturer into court, claiming that he was violating the anti-trust laws in the following ways:

1. By selling only certain dealers.
2. By refusing to sell him.
3. By forbidding the dealers that he did sell to sell to other dealers, but only to consumers.
4. By compelling them to resell at certain prices.
5. By threatening that if the dealers didn't obey all these rules he would cut them off.
6. By spying on the trade so as to prevent dealers from selling to any dealer not on the list.
7. By refusing to make adjustments on tires unless they came through the recognized dealers.

It seems that this jobber did persuade a few listed dealers to sell him secretly, but the manufacturer soon learned about that and put a stop to it. Some of these listed dealers he cut off, others agreed to go along merely upon being threatened. The result was that the jobber couldn't get Goodyear tires for love or money. He took the position, therefore, that this whole scheme was an illegal interference with compe-

tition and a practical monopoly, and he asked the court to smash it.

Let me say here that I can think of no scheme to keep goods away from cutters which could be more complete than this, and if the court decided this to be legal, it means that pretty nearly everything along this line is legal.

The court did decide it to be legal. The decision went deeply into the question of the seller's right to cut off a buyer, and to cut off others who sold that buyer, and decided that he had that right almost without limit. I quote the following from the decision:

There is no decision of an Appellate Court construing the Sherman Act, to which I have been referred that prevents a single trader from rejecting a customer because he did not like the prices at which the customer resold or otherwise disapproved of his mode of conduct. Nor does the fact that a single trader extends his policy of refusing to sell to any one of many customers who may cut prices impose any additional legal liability. It is impossible to see how a single person may choose one customer or reject one customer with impropriety, and not separately select or reject a number of customers with equal freedom.

The Circuit Court of Appeals for this circuit seems to have held that this may be done in the case of *Great Atlantic and Pacific Tea Co. vs. Cream of Wheat Co.*, 227 Fed. 46, 141 C. A. 594. Judge Waddill has recently passed upon this precise point on demurrer to an indictment under the Sherman Act in the decision of *United States vs. Colgate & Co.* (D.C.) 253 Fed. 522. He there held that the Sherman Act did not reach cases where a manufacturer sold to dealers upon an agreement by each dealer to live up to the arrangement. The first cause of action presents no facts showing a violation of the Sherman Act and the demurrer to it must be sustained.

To impose the restriction contended for upon a producer would restrict his actions in choosing his customers in a way that only the clearest public policy can justify. Such a rule would make the motive of declining customers the test of legality.

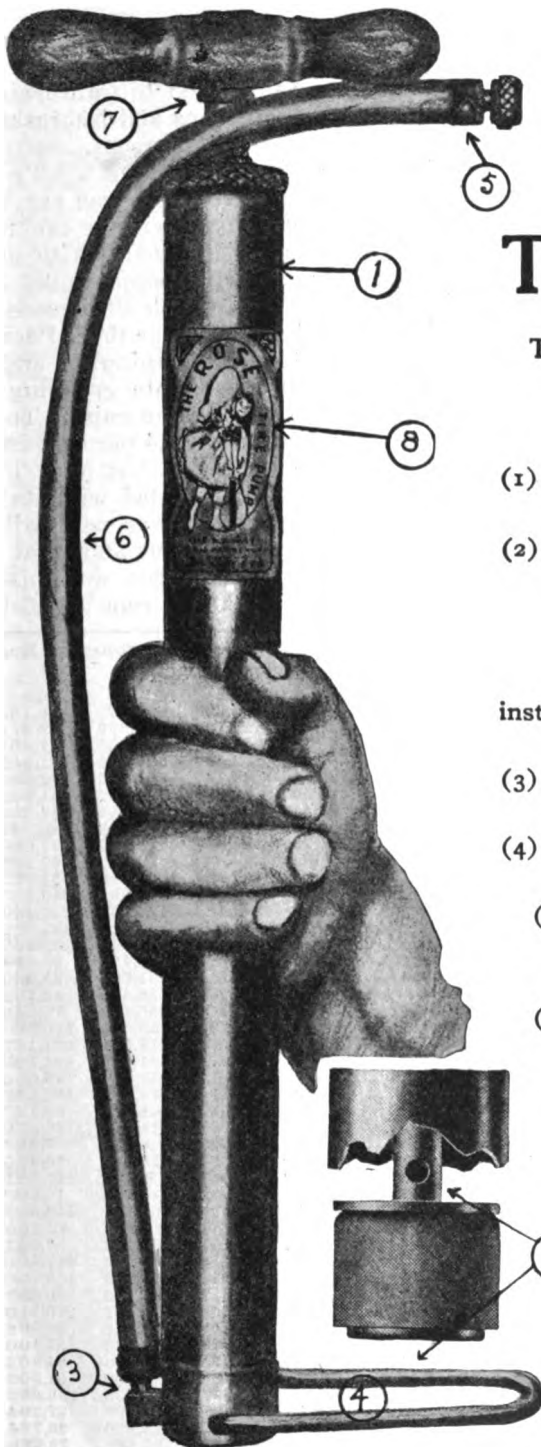
Before the Sherman Act, it was the law that a trader might reject the offer of a proposing buyer, for any reason that appealed to him; it might be because he did not like the other's business methods, or because he had some personal difference with him, political, racial or social. That was purely his own affair, with which nobody else had any concern. Neither the Sherman Act, nor any decision of the Supreme Court construing the same, nor the Clayton Act, has changed the law in this particular.

With the above settled as the law, I can see no reason for the passage of any resale price legislation at all.

NOT SO MANY, AFTER ALL

"Judging by the sound of their voices, I imagine you have a large family of children," said a traveler in Arkansas.

"That's like the story of the bullfrog," returned Gap Johnson, of Rumpus Ridge, Ark. "Estimating by the belling, the feller figgered that there must be about a thousand frogs, and when he looked he found just two. You'd think, to hear 'em yellin' and cussin,' I had forty children; but, shucks, there hain't but fourteen of 'em."



Over 1,500,000
satisfied users of

ROSE TIRE PUMPS

The reason is the unsurpassed
quality and correctness
of design

- (1) Seamless steel barrel, polished inside, baked enamel outside.
- (2) Patent valve, admitting the air thru the center of the rod and not around the leather. The leather valve is not disturbed and the compression starts the instant the downward pressure on the handle takes place.
- (3) New steel base permitting the hose to run alongside the barrel.
- (4) Steel stirrup folds alongside barrel.
- (5) Steel hose band, no bolt, permitting of the connection being made in close places.
- (6) 5-ply hose with pure para-rubber inner wall.
- (7) Locking nut for handle. Loosen nut, remove handle by spinning backward.
- (8) Your protection. The insignia of Tire Pump perfection.

Manufactured and Guaranteed
by

FRANK ROSE MFG. COMPANY
Hastings, Neb.

U. S. Passes 7,000,000 Automobile Registration Mark

REGISTRATIONS of automobiles in the United States reached the astounding total of 7,718,020 in 1919!

These figures show a gain over 1918 registrations of 1,708,882 passenger cars, trucks and tractors placed in operation in twelve months. This gain in car ownership is greater than in any prior year and exceeds by more than 700,000 the 1918 gain of 1,004,162 new registrations over 1917.

In percentage gain the United States increased 27 per cent in automobile registrations last year. Had not the factory output been restricted by steel shortage, coal shortage and labor troubles, it is estimated that approximately 3,000,000 new automobiles would have been produced in 1919, and it is certain that this entire production would have been absorbed by the buying public.

Taking the estimated population of the continental United States from the Rand-McNally atlas as slightly more than 98,500,000, there is one automobile to each unit of 12.8 persons in the country! In other words, there are sufficient automobiles in use today to simultaneously transport half the national population—a condition that was inconceivable so few years ago as 1915, at which date there were only 2,423,788 motor cars in the United States.

Fourth in Total Number

In 1919 California registered 493,463 automobiles, trucks and tractors and these figures give California fourth place among the states of the union in automobile ownership. New York, Ohio and Pennsylvania in the order named exceeded California in total 1919 registrations. Last year California's gain in cars registered was 141,600 over 1918—a percentage gain of 40.2 per cent in car ownership in a single year. This gain in total of automobiles registered is greater than that shown by any other state except the gain made by Pennsylvania, which led California in 1919 registration increase, by 1,990 machines. However, in percentage gain California's mark of 40.2 falls below the respective gains made by several other states, which list is headed by Missouri, with a gain over 1918 of 55 per cent in automobile licenses issued.

California Largest per Capita

In ownership of automobiles in proportion to population, California now leads all other states of the union with one car to each 5.6 persons in the state. Last year Iowa and Nebraska were practically tied in first place in this method of computation with one car to every 7 of population and California stood

seventh in the list of states with one car to each 11 persons.

Iowa now ranks next to California, having a car to each 6.1 persons and Nebraska is third with one car to each 6.2 persons. South Dakota ranks fourth with a car to each 6.3 of population; Montana if fifth with one car to each 7 persons; Arizona sixth with a car to each 8 persons and Kansas is seventh with one car to each 8.1 persons. Mississippi ranks lowest in this list with a car to each 40 persons.

In sectional statistics the three Pacific Coast States of California, Washington and Oregon outdistanced all other state groupings in percentage of 1919 registration gains. These three named states increased 35.4 per cent in automobiles placed in operation last year over 1918 registrations. California led with its 40.2 per cent gain. Washington was next with a percentage gain of 37 per cent and total registrations of 164,674, and Oregon was third with a percentage gain of 30 per cent and total regis-

Number of Cars and Trucks Registered in Each of Past Five Years

	1915	1916	1917	1918	1919
Alabama	13,798	22,354	32,873	46,155	69,991
Arizona	7,320	12,122	19,890	22,671	28,712
Arkansas	8,021	14,704	28,862	41,458	49,445
California	163,801	232,640	306,816	351,883	493,463
Colorado	28,811	44,180	68,850	70,000	103,815
Connecticut	38,950	56,048	74,842	84,902	101,900
Delaware	4,924	7,520	9,555	12,066	16,150
Dist. of Col.	10,200	13,118	21,198	40,045	*40,000
Florida	13,123	14,220	39,216	47,059	67,000
Georgia	24,059	54,775	70,496	99,160	126,750
Idaho	7,093	12,996	24,316	31,925	41,770
Illinois	182,290	251,300	340,292	389,135	478,318
Indiana	96,915	139,138	189,433	227,160	277,252
Iowa	139,808	172,791	278,213	327,500	362,353
Kansas	74,956	114,364	154,442	186,109	228,000
Kentucky	19,500	31,500	47,400	65,884	89,906
Louisiana	10,880	20,014	31,650	39,355	50,000
Maine	18,600	28,951	38,499	42,154	53,420
Maryland	27,638	33,364	56,129	78,146	89,000
Mass.	89,133	136,790	155,044	176,564	222,500
Michigan	114,845	169,639	215,001	261,167	325,052
Minnesota	91,829	137,500	191,500	201,127	258,719
Mississippi	11,500	20,474	31,650	40,000	48,000
Missouri	76,462	107,865	146,142	185,146	288,181
Montana	14,520	24,585	41,896	50,125	61,297
Nebraska	59,140	101,201	148,101	175,370	200,000
Nevada	2,177	4,609	6,760	7,987	9,305
New Hamp.	10,819	14,338	18,146	20,458	30,000
New Jersey	67,556	75,108	87,421	129,011	189,167
New Mexico	4,947	8,028	14,086	16,893	18,333
New York	212,844	279,406	404,247	453,588	558,453
N. Carolina	21,160	35,150	55,950	72,300	107,672
N. Dakota	24,678	41,761	62,993	70,531	82,886
Ohio	179,767	252,179	333,630	417,400	540,500
Oklahoma	25,615	52,718	100,199	120,300	150,800
Oregon	23,758	30,917	48,132	66,607	86,899
Pennsylvania	150,729	230,648	325,153	370,110	513,700
Rhode Island	16,362	21,406	25,142	30,595	*39,000
S. Carolina	14,500	19,000	36,822	55,400	70,956
S. Dakota	29,336	44,271	67,158	84,003	104,576
Tennessee	27,266	31,400	48,500	61,500	*83,500
Texas	90,000	197,687	213,334	250,083	326,444
Utah	7,994	13,507	21,226	27,204	35,130
Vermont	11,499	14,251	18,550	20,764	26,800
Virginia	21,357	35,426	55,661	72,228	94,100
Washington	36,905	62,546	93,822	119,905	164,674
W. Virginia	13,256	20,437	31,306	37,025	50,185
Wisconsin	81,371	117,603	164,531	196,844	245,602
Wyoming	3,976	7,125	12,001	16,150	21,370

2,423,788 3,564,674 5,004,976 6,009,138 7,718,020

*Estimated.



Converse Tires

More Miles—Less Skid

When you tell a customer that the perfect non-skid rubber tire has not been built, you are removing the bunk from tire-talk.

By the same token you can assure him that the Converse Cord, with its tough, buttressed edges and powerful suction grip, is the nearest approach to 100 per cent non-skid of any tire yet produced.

CONVERSE RUBBER SHOE COMPANY
MALDEN, MASS.

Service Branches:—

300 Amsterdam Ave., N. Y. 618 W. Jackson Blvd., Chicago
801 Boylston St., Boston

Exclusive Distributors:—

The Potter Hoy Hardware Co.
Bellefonte, Pa.
Nash Hardware Co. Fort Worth
F. F. May Hardware Co.
Washington, D. C.
McGowin-Lyons Hardware &
Supply Co. Mobile, Ala.
Sloss & Brittain
55 Main St., San Francisco, Cal.
Stratton-Warren Hardware Co.
Memphis, Tenn.

Stauffer, Eshleman & Co.
New Orleans, La.
Falling, McCalman Co.
Portland, Ore.
J. S. Latta & Co.
1318 Arch St., Philadelphia
Stowe-Shaw Rubber Co., 1319 S.
Figueroa St., Los Angeles, Cal.
Charles A. Shaeffer, Reserve
Bank Bldg., Kansas City, Mo.

trations of 86,000. Oregon last year exceeded its 1918 registrations by 20,292 and Washington licensed 44,769 more cars in 1919 than it did in 1918.

Southern States Show Next Largest Gain

The group of states which ranks next to the Pacific Coast group in 1919 percentage gain is composed of the Southern states which showed a 33 per cent gain in registrations last year. The Mountain states maintained the national average of 28 per cent gain. The Eastern manufacturing states fell to 23 per cent gain and the Middle Western agricultural states made the poorest showing with only 22 per cent gain of automobile registrations last year over 1918.

Explanation of this variation in percentage registration gain is apparent by noting the proportion of automobiles to population in the various state groups. In the Middle Western farming states the "saturation point" has been nearly reached. For instance, Iowa has one automobile registered to each 6.1 persons; Nebraska one car to each 6.2 persons; Indiana one car to each 10 persons; South Dakota one car to each 6.3 of population; Minnesota one car to each 8.8 persons.

Thus it will be seen that there is not the available field here for percentage increase in ownership of cars that is possible in the Eastern states or in the Southern states where there are many fewer machines owned in proportion to population. In the Southern group of states, Alabama has one car to 33 persons; Georgia registered one car to each 22 of population; Mississippi one car to 40 of population; Tennessee one car to each 35 of population, and Louisiana one car to each 35.5 persons. Among all the Southern states Florida makes the best showing with one car to each 13 persons. In both the Middle Western farming states and the Southern cotton states there have been several years of good crops and high prices and these conditions are reflected in the large numbers of automobiles that have been purchased. In former years the Southern states showed comparatively small car ownership and they still have fewer cars in proportion to population than do other parts of the nation.

However, the South is now undoubtedly a splendid field for automobile sales and with a continuance of good crops and high cotton prices this part of the country should absorb a large volume of the 1920 automobile output. Even this year, the South's increase in automobile registrations was notable and next to the Pacific Coast group of states reflected in percentage increase of automobile registrations the plentiful supply of money and its general distribution better than did any other state group.

The percentage of car ownership among the eastern manufacturing states shows that a large

market for cars among new owners exists there in comparison with a similar market in other groups. New York has registered only one car to 13 of population; Pennsylvania one car to 16 persons; Delaware one car to 13 persons; Massachusetts one car to 16 persons; New Jersey one car to 16 of population. Counting Ohio among this group of manufacturing states gives it ranking position with one machine registered to each unit of 9 persons.

Mountain States Have High Percentage

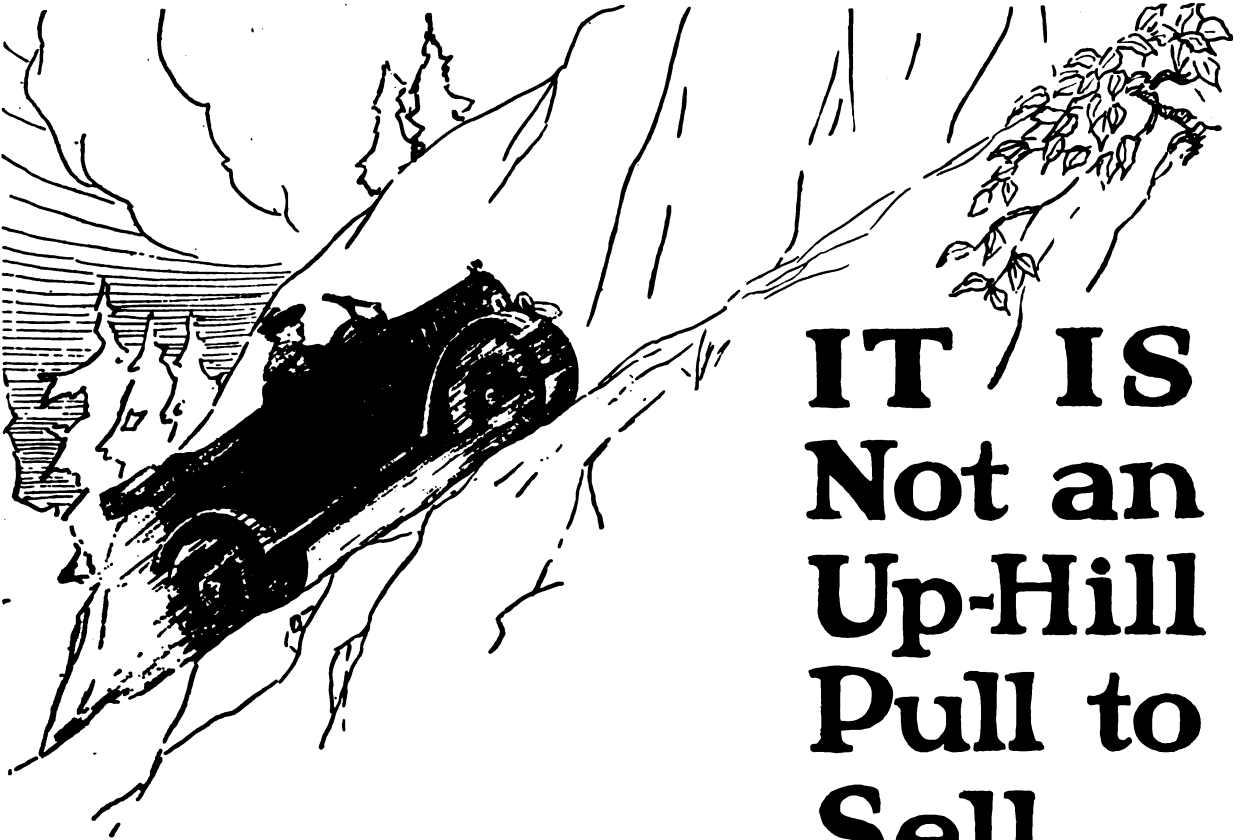
Among the Mountain states automobiles are well distributed in proportion to population. Colorado has one machine registered to each 8.8 persons; Wyoming one machine to each 8 of population; Montana one car to each 7 persons; Idaho one car to each 9 of population. Utah makes the poorest showing in this listing among the Mountain states with one machine to each 12 persons.

In the Pacific Coast group California leads in "automobile saturation" with one car to each 5.6 of population; Washington is next with a machine registered to each 8.5 persons and Oregon has one car to each 9 persons.

Among the leading ten states in total auto-

1919 Registration, Percentage Gains and Units of Car Ownership in Each State

	Registration Gain	Percentage Gain	One Car to Unit of Population
Alabama	23,836	51%	33
Arizona	6,041	22%	8
Arkansas	7,987	19%	34
California	141,600	40.2%	5.6
Colorado	33,615	48%	8.8
Connecticut	16,998	20%	11
Delaware	4,084	33%	13
Dist. of Columbia	8,445	—1%	0
Florida	19,941	42%	13
Georgia	27,590	29%	22
Idaho	9,845	30%	9
Illinois	89,183	23%	13.5
Indiana	50,092	22%	10
Iowa	34,853	11%	6.1
Kansas	41,891	22%	8.1
Kentucky	24,022	38%	26.5
Louisiana	10,645	28	35.5
Maine	11,268	26%	14
Maryland	10,854	14%	15
Massachusetts	45,938	26%	16
Michigan	63,885	24%	9
Minnesota	57,592	28%	8.6
Mississippi	8,000	20%	40
Missouri	103,035	55%	11.4
Montana	11,172	22%	7
Nebraska	24,630	14%	6.2
Nevada	1,318	17%	10.6
New Hampshire	9,542	46%	14.5
New Jersey	60,156	46%	15
New Mexico	1,440	9%	21
New York	104,865	23%	18
North Carolina	35,372	48%	21.5
North Dakota	12,355	17%	8.2
Ohio	123,100	30%	9
Oklahoma	30,500	25%	13
Oregon	20,292	30%	9
Pennsylvania	143,590	30%	16
Rhode Island	8,405	27%	16
South Carolina	15,556	30%	22.5
South Dakota	20,573	24%	6.35
Tennessee	22,000	35%	26.5
Texas	76,361	30%	13.4
Utah	7,926	25%	12
Vermont	6,036	28%	13
Virginia	21,872	30%	23.5
Washington	44,769	37%	8.5
West Virginia	13,160	36%	26
Wisconsin	48,758	24%	10
Wyoming	5,220	32%	8
Average for U. S.	1,708,882	27%	12.8



**IT IS
Not an
Up-Hill
Pull to
Sell
PEERLESS
HONEYCOMB
RADIATORS**



The Peerless Guaranteed Honeycomb Radiator is designed to meet all requirements for Ford cars. Its unique core construction, which gives it so much cooling surface, also permits of a flexibility that will withstand freezing.

National advertising of Peerless Radiators is stimulating the already large demand—and a banner year is the outlook.

Your jobber can supply you—if not, write us direct. Address Dept. 14.

For Ford cars—for they sell themselves on their own merit. Live, progressive dealers readily recognize this fact—that there is no resistance in selling PEERLESS PRODUCTS.

The CORCORAN Mfg. Co.
C I N C I N N A T I

mobile registrations for 1919 New York, as in all former years, heads the list with 558,453 machines of all types registered. Ohio is second with 540,500; Pennsylvania has forged into third place with 513,700 registrations, displacing Illinois from this ranking in 1918.

California is in fourth place with 493,463 a gain of one place over the 1918 listing. Illinois is now fifth with 478,318 machines; Iowa retains its 1918 position of sixth place with 362,052; Texas, with 326,444, is in seventh place, a gain of one position and changing places with Michigan, 325,052, which was in seventh place in 1918 and now is in eighth position. Missouri, with 288,181 machines registered, holds ninth position, breaking into the "first ten" for the first time, and reducing Indiana, 277,252, from its ninth place in 1918 to tenth position in 1919. These same states were all among the leading ten in 1918 automobile registrations with the exception of Missouri, which displaced Minnesota from honors among the "big ten" this year.

Ten Leading States in 1919 Automobile Registrations

	Registrations	Increase	Per. Cent Increase
New York.....	558,453	104,865	23
Ohio.....	540,500	123,100	30
Pennsylvania.....	513,700	143,590	30
California.....	493,463	141,600	40.2
Illinois.....	478,318	89,183	23
Iowa.....	362,353	34,583	11
Texas.....	326,444	76,361	30
Michigan.....	325,052	63,885	24
Missouri.....	288,181	103,035	55
Indiana.....	277,252	50,092	22

The leading ten states in registration gains in 1919 are: Pennsylvania, with a total of 143,590 new machines licensed; California, second, with 141,600 increase; Ohio, third, with 123,100 gain; New York, fourth, with registration gain of 104,865; Missouri, fifth, 103,035; Illinois, sixth, 89,183 increase; Texas, seventh, 76,361 gain; Michigan, eighth, 63,885 gain; New Jersey, ninth, 60,156 increase, and Minnesota in tenth place with registration gain for 1919 of 57,592.

The remarkable growth of the automobile industry in the United States is graphically shown by noting the yearly increase in automobile registrations during the past five years. In 1915 there were 2,423,788 motor cars registered in the various states of the union. In 1916 the registrations totaled 3,564,674, a gain of 1,140,886 machines. In 1917, 5,004,976 cars were registered, a gain for the year of 1,440,302 automobiles in operation. 1918 registrations totaled 6,009,138, a gain for that year of 1,004,162 machines. In this year the effect of curtailed production on account of the war is apparent. In 1919 the registration gain of 1,708,882 machines sets a new record and is particularly remarkable in view of the many obstacles that retarded production.

The spectacular increase in automobile registration among the different states is likewise one state, New York, had more than 200,000

machines registered. In 1916 five states, New York, Illinois, California, Ohio and Pennsylvania, showed registrations exceeding 200,000 each. In 1917, New York registered in excess of 400,000 automobiles and the remaining four of the states named above all registered more than 300,000 automobiles in each state, while three additional states passed the 200,000 registration figure. In 1918 Ohio climbed with New York into the 400,000 class; Illinois, Pennsylvania, Iowa and California each safely passed the 300,000 figure and four more states registered machines in excess of 200,000.

Last year, three states, New York, Ohio and Pennsylvania, went over the 500,000 mark and five additional states each registered cars in excess of 300,000.

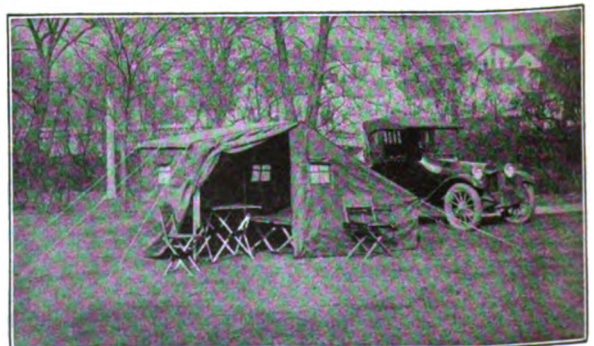


GOLD MEDAL AUTO CAMP

Here are a couple of the attractive items that make the selling of Gold Medal Camp Furniture an easy and attractive proposition to the merchant who handles automobile accessories and has a trade with summer automobile campers.

The ease of erection, the completeness, as well as the compactness of the Gold Medal outfit is evident from the illustrations. The double width cot folds into a small enough space to be carried in the tonneau, on the running board or in the rear of the car. For the traveler who prefers to be near his car, G. M. Auto Cot No. 180 is also illustrated. This has a folding foot rail, over which can be fastened a tent, the top of which can be fastened to the top of the car.

A complete catalog, as well as full information and dealers help, can be obtained from the Gold Medal Camp Furniture Company, at Racine, Wisconsin.



It is when you take interest in a thing you find it interesting.



“Big Business” Buys UNITED Spark Plugs

Owners of big truck fleets buy United Spark Plugs because they survive the hard work and abuse of truck service.

United Spark Plugs provide consistent ignition day in and day out—they serve. And truck owners want the “Lockt” terminal—for it gives a positive contact that no truck vibration can loosen.

There are many repeat orders of United Spark Plugs—“Big Business” buys them again and again.

United Spark Plugs are guaranteed—and you make a liberal profit on each sale.

Heavy Duty, \$1.00 } RETAIL PRICE { Junior Type, 75c
for Trucks and Tractors } for Passenger Cars

Ask Your Jobber for the Plug in the Yellow Checkerboard Box

United Manufacturing & Distributing Company

Lake Shore Drive and Ohio Street, Chicago, Illinois

Pacific Coast Representative

A. C. RIDDELL
Marvin Bldg., San Francisco, Calif.
Higgins Bldg., Los Angeles, Calif.

Southern Representative

BLOCK AUTOMOTIVE CO.
Charlotte, North Carolina

UNITED SPARK PLUGS

BUSINESS MEN SHOULD BE ON GUARD

At a recent conference held in St. Louis, attended by representatives of business and professional men, farmers and other unorganized groups to combat the spread of radicalism, Bolshevism and I. W. W.-ism in the United States, and to make the power of these business men and farmers felt in American politics, rather than leaving it to theorists, politicians and organized groups, a movement has been set on foot which it is expected will enlist the support of every true American having at heart the interests of his country, and who realizes the great impetus which has been given by our officials towards the soviet and socialistic forms of government.

The need for some strong, true American, who does not hesitate to fully and frankly express himself upon the great questions now being discussed, was mentioned, for the country has long realized the penalty in blood and treasure which it has paid through listening to the fine sounding phrases and pleasing words of its professional political leaders. Business men should consider the welfare of the country above that of party allegiance.

In a speech which thrilled his hearers, Edward F. Trefz, of Los Angeles, who served on the overseas commission for the United States Food Administration, told of the passage of the Adamson Law, a few years ago, when the President of the United States went before Congress and made his demands for the passage of this legislation, at the behest of four labor leaders, Congress, of course, naturally taking its cue from the President, a large majority of which was of the same political party.

After discussing the power wielded by organized labor in the state legislatures and city councils of the country, Trefz said:

"But in 1916 came the full tragedy, the Adamson bill, which, when introduced in Congress, brought a great protest from business men and farmers throughout the United States.

Occupying the President's Box

"I was in Washington the day that bill was passed," he continued. "Seated in a box in the house, usually occupied by the President of the United States, his family, or high diplomats, were Warren Stone, president of one of the brotherhoods, and Samuel Gompers, president of the American Federation of Labor.

"Stone held his watch in his hand and looked down upon the 422 men sent there to legislate for the entire people of the country. Can you visualize that scene—you men who pay 87 per cent of all the taxes in the country?

"I heard the monotonous roll call proceed until the majority of those congressmen with their eyes fastened in fear upon Stone and Gompers had voted to pass the Adamson bill and it became the law.

"When we remembered the courageous challenge of the revolutionary congress to Great Britain, the most powerful nation on earth, it was difficult to realize that this one had meekly surrendered to a small organized group in this country.

"Now, how long are you business and professional men, who are directors in this great corporation—the United States—going to endure this sort of thing? Just as long as you are willing to have a government by a class for a class this condition will continue.

KEEPING YOUNG

Most people want to grow.

They would like to advance in their work, earn more, have greater influence, do bigger things.

Yet, strange to say, the world is full of people who do not "grow up." They have lost the secret of their youthful days. They come to a halt in self-development, and folks say they are getting "old."

But a person is never old until he quits growing; and he need not quit growing until the end of his years.

The most conspicuous fact about great men—men who do big things, and keep on doing them—is that they never cease growing.

They are perpetually young.

They have the real thing, of which Ponce de Leon's "Fountain of Youth" was only an imitation.

If a man sets his heart upon growing, he has but three things to do.

First, he must be a learner all his life.

Then he must be a thinker—and must think hard.

Finally, he must be a doer.

Some people are long on thinking but short on doing.

They are dreamers.

Success and rewards always come to the person who continues to grow, but the greatest reward consists in having found the secret that makes life continuously interesting.

—J. Ogden Armour.

Don't take anything for granted—not even the things which you feel you are reasonably certain concerning. Find out beyond all peradventure of doubt. Some of the very points upon which you may think that you are well informed, may be the very ones where there will be unexpected complications. Find out of someone prepared to give you an authoritative opinion—banker, lawyer or someone else.

Remember that a good many laws were changed during the period of the war, to take care of the various war and inheritance taxes. More than one individual who "thought" he knew, has had a surprise party coming to him.



MOSSBERG

ALL STEEL

Wrenches and Tools



A MOSSBERG Wrench for every need; adjustable, open-end, socket wrenches; socket sets (most complete), special wrenches for automobile, truck, tractor and Ford car equipment—A “Mossberg” for every requirement.

Hardware dealers stock the Mossberg line of **all steel** wrenches because the individual wrench or socket is strong and convenient—it is the result of long study of wrench needs. And this one line is so complete that it meets the needs of every customer; and special sets arranged for the garage man, the expert machinist, the motorist, the marine engineer, sell on sight.

Send for catalog and get acquainted with the various styles and finishes of the Mossberg line.



FRANK MOSSBERG CO.

Wrenchsmiths for 20 Years.

LAMB ST., ATTLEBORO, MASS., U. S. A.



OPPORTUNITY WAITING JUST AHEAD

"No man can do his best work who spends his time envying someone else's position. Your big opportunity and mine lies right in the work we are doing now."

We all get tired of our particular tasks sometimes. As a rule, though, the trouble is not with the task nearly as much as with ourselves.

When we come to analyze the matter honestly and fairly, we are sure to find that we have been slighting the preparation for, or the performance of our work, somewhere, and as soon as we do that, we kill our interest in it. Or perhaps we are a bit physically out of tune and need overhauling by the doctor, or more fresh air, or longer hours of sleep.

Don't get grouchy with your job until you have got yourself into shape, and by that time you are sure to find that your big opportunity lies right under your hands. Naturally we are all ambitious and we want to advance and progress, but to do that we do not need to go off to some far-away field. It is much more logical that we shall do the work we are doing so well that we can use it as a stepping stone to something better. The secret of progress is to do what is ours to perform, so much better than anyone else can do it that advancement comes as a matter of course.

And, by the way, advancement does not always mean chasing from one point to another. Many a man has advanced steadily in the same concern from bobbin boy or office worker to president or director of the company.

Did you ever stop to think, as you viewed a great and splendid play made strong and dynamic by some powerful actor, that the actor himself had to begin with humble parts, always working up and carefully studying the methods and manners of the one just above him? through being a conscientious understudy, he learned to play the leading roles.

What about the ones who are just above you and me in the work we are doing? Are we wise enough to study them and to learn how and why they are worth more and more capable than we are? In place of envying their job, it will pay us to prepare ourselves definitely to fill the place we are in the best that it can possibly be filled, and to understudy the part of the one just above us.

Douglas Malloch says:

"If you can't be a highway, then just be a trail.

If you can't be the sun, be a star;

It isn't by size that you win or you fail—

Be the best of whatever you are."

If we make that last line our motto in life, we will have no reason to be dissatisfied, for, no matter what our sphere, we will be a splendid success. It is not given to all of us to be "pines on top of the hill," or big "bushes," or "captains," but, as the poet tells

us, if we can't be a "muskie" (muskellunge), "then just be a bass—but the liveliest bass in the lake."

All too many people find fault with fate, as they term it, and with their own opportunities in life, and their chances of getting ahead, when the fault lies with themselves. They do not take pains to be the best of their kind, and to brighten the corner wherever they may happen to be.

How is it in your business? Are you looking with admiration and envy at the position and income of some of your business neighbors and friends? Are you indulging in day dreams of what you would do if you had their power or bank account?

Don't waste time that way. Just go after your own position and your own bank account, always remembering that your big opportunity is in the work which you are obligated to do right now. If you do that well, better than anyone else can do it, your position will be assured, and your income will be a growing, vigorous thing.

Ask yourself these questions:

Am I exerting my full abilities and powers?

Am I doing all I am capable of doing?

Am I making the most of today?

Am I planning ahead for a more prosperous tomorrow?

What is the goal I have my eye fixed on five years from now, ten years from now?

What am I doing to make myself big enough and well trained enough for larger things?

Do I want success enough to pay the price of self-sacrifice and hard work and strenuous understudy?

Take it from me—if you do, you will never complain of lack of Opportunity, for Opportunity is always just ahead waiting for you to catch up with it!

SPEED LIMIT EASILY FIXED

"I was motoring with a friend along the Dixie highway last summer when a bewhiskered old constable on a motorcycle overhauled us, shook his stick in a threatening manner, showed his badge, and ordered us to come along with him," relates Sam Rork.

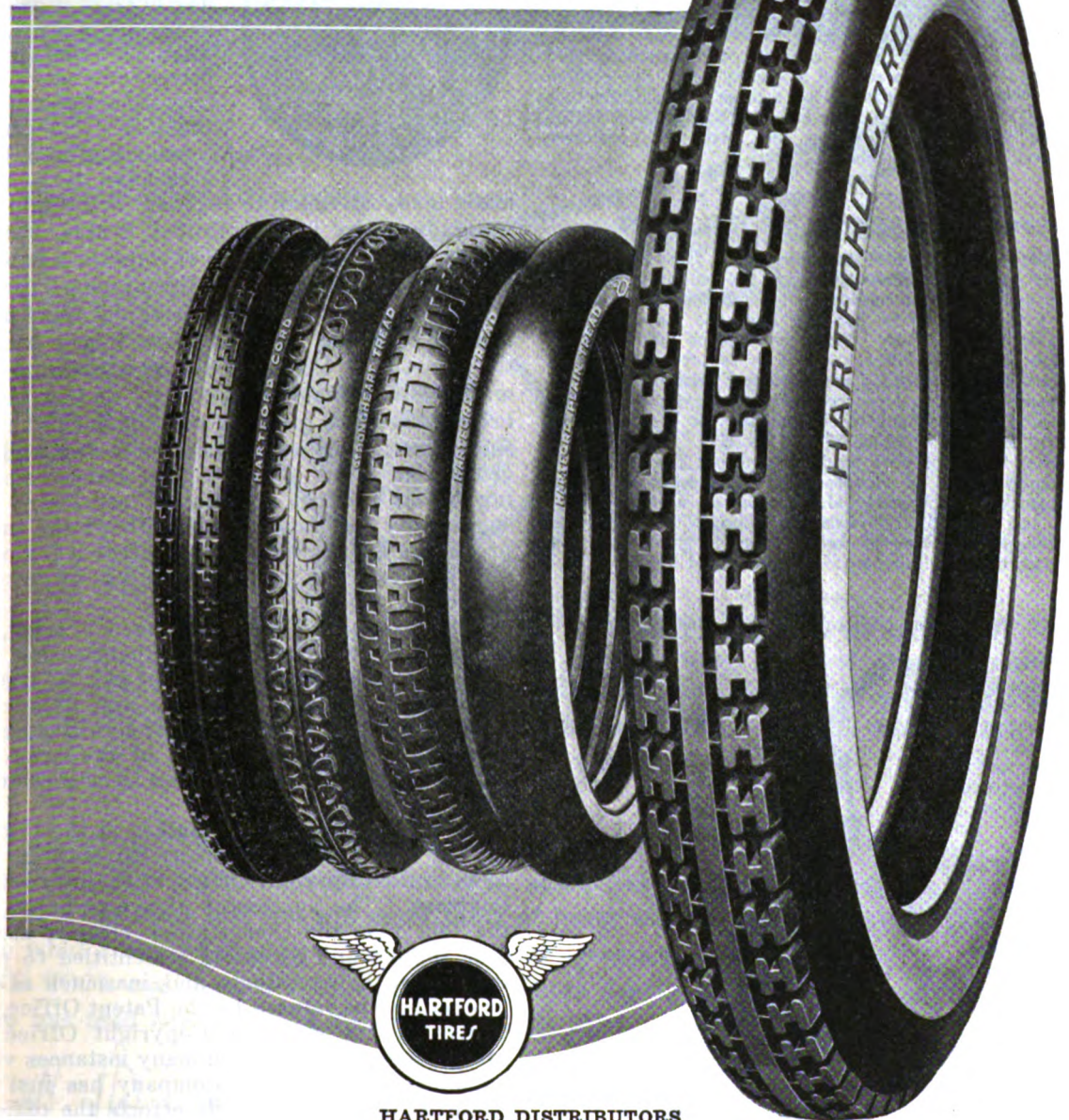
"Fearful of being late—as I was to officiate as best man at a wedding—I decided to temporize with the old fellow. 'We were not exceeding the speed limit, uncle,' I declared. 'I'm sure of it, and here's \$2 to back up my assertion.'

"'And here's a drink, just to prove that my friend's right,' chimed in my companion.

"'Well, with all this agen me, p'haps I'd better give in,' said the old chap, after putting away the money and the drink. 'It's been a long, dry summer and I don't feel like running the town into any more expense.' And so we parted amicably."

HARTFORD TIRES

—mean tire insurance



HARTFORD DISTRIBUTORS

Albany Hdw. & Iron Co., Albany, N. Y.
Auto Supply Co., Scranton, Pa.
Barker, Rose & Clinton Co., Elmira
Belknap Hardware & Mfg. Co.,
Louisville, Ky.
Beals, McCarthy & Rodgers,
Buffalo, N. Y.
Burhans & Black, Inc., Syracuse, N. Y.
Bostwick-Braun Co., Toledo, Ohio.
Blish, Mize & Silliman Hdw. Co.,
Atchison, Kan.
Crump Co., Benj. T., Richmond, Va.
Decatur & Hopkins Co., Boston, Mass.
Dills & Son Co., Parkersburg, W. Va.
Delaware Electric & Supply Co.,
Wilmington, Del.

Economy Auto Supply Co., Newark, N.J.
Goodby-Rankin Co., Providence, R. I.
Hibbard, Spencer, Bartlett & Co.,
Chicago, Ill.
Knapp & Spencer Co., Sioux City, Ia.
Morley-Murphy Hdw. Co., Green Bay
Martin-Evans Co., Brooklyn, N. Y.
Motor Supply Co., Pittsburg, Pa.
May Hdw. Co., F. P., Washington, D.C.
Meyers, Harper F., York, Pa.
Marshall-Wells Co., Duluth, Minn.
Spokane, Wash.; Portland, Ore.
Nelson & Price, Los Angeles, Cal.
Morley Brothers, Saginaw, Mich.
Pneumatic Tire Repair Co.,
Philadelphia, Pa.

Prusia Hdw. Co., Fort Dodge, Ia.
Reilly Bros. & Raub, Lancaster, Pa.
Stauffer-Eshleman & Co., New Orleans
Supplee-Biddle Hdw. Co., Philadelphia
Seufflohn & Seefeld Co., Milwaukee
Tracy-Wells Co., The. Columbus, O.
Varney Electrical Supply Co.,
Indianapolis, Ind.
Wilson Hdw. Co., E. L., Beaumont, Tex.
Wilson & Pugh Co., Cumberland, Md.
Worthington Co., George, Cleveland, O.
Weed & Co., J. D., Savannah, Ga.
Witte Hdw. Co., St. Louis, Mo.
Wimberly & Thomas Hdw. Co.,
Birmingham, Ala.
Ferguson & Adsit Co., Burlington, Vt.

1790 Broadway **Hartford Rubber Works Company** New York

Digitized by Google

DEATH OF CORBIN SALES CHIEF

William E. Diehl, Sales Manager of the Corbin Screw Corporation, New Britain, Conn., died last month of pneumonia, after an illness of but one week.

For the last twenty years Mr. Diehl was employed in different executive positions by either the Russell & Erwin Mfg. Company or the Corbin Screw Corporation.

Mr. Diehl was exceedingly active and successful in each of the positions he filled. He was possessed of a tireless energy, a cheerful temperament, and never-failing kindness and courtesy, and his sudden death was deeply regretted by a large circle of friends.

In 1917 he married Miss Mildred E. Waite of Staten Island, N. Y., who survives him, with two children, Mildred and Mary Louise.

FIRES CRIPPLE PRODUCTION

Not content with the hire and fire difficulties which manufacturers all over the country are encountering in their employment departments, an avenging fate seems to be hanging over the manufacturers of the Middle West. With production difficult, materials dear and labor high, it is reported to us that three of the leading manufacturing establishments in Indiana and Ohio have recently been crippled by fire losses. The Vlecheck Tool Company, at Cleveland, recently suffered a \$100,000 loss by fire, which will, of course, interfere with their production for some time to come. Also at Cleveland, the Columbia Hardware Company was recently the victim of a smaller fire loss and over in Ft. Wayne, Indiana, E. C. Manweiler & Company's plant producing electric goods and specialties has also been partially destroyed by fire.

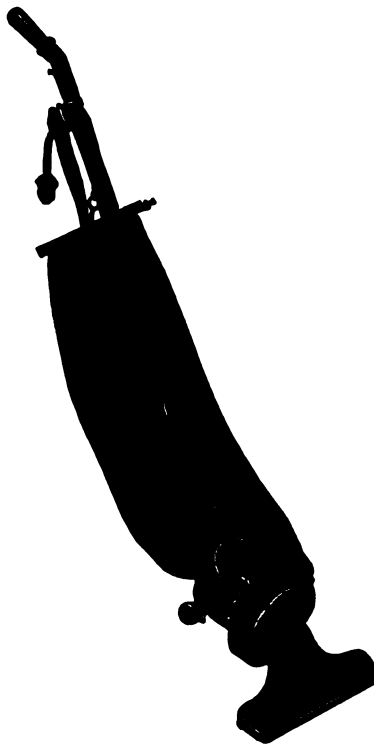
UNIVERSAL VACUUM CLEANER

The Universal Vacuum Cleaner is a new member of the large group of Universal home needs, and is the result of extensive tests before its appearance on the market.

The company feels that it has been rewarded for its delay by the enthusiastic reception that greeted the new sweeper.

Those who have long handled the Universal line, know that Landers Frary & Clark would not advertise any new item that was not worthy of the reputation and standing of that institution, and this vacuum cleaner's name was made the minute Universal was stamped on it.

Merchants not familiar with this item will be interested in meeting it even more intimately than they can from the printed page.



SELLER OF SERVICE GRANTED TRADE-MARK



It is now possible to secure government registration for an emblem or business badge of a concern which sells brain power or "service" as distinct from merchandise. Jobbers, commission men, brokers, have in the past

made many attempts to register their emblems as trade-marks in the United States Patent Office. The Commissioner of Patents has been steadfast in supporting the Examiner of Trade-marks, who held that only insignia applied to articles of trade and commerce might secure the benefit of Uncle Sam's registration. No matter how valuable a "service," or how much brain power was given, it was not deemed that such functioning was capable of being tagged or marked. Thus, a wide field of endeavor having for its product a "salable" service or responsibility has found itself without the same protection for its integrity as accorded a canner of beans or a manufacturer of patent medicine.

The issuance, after a prolonged hearing, of a formal Federal credential authenticating the use of the emblem embodying the words "Truth Well Told," by the H. K. McCann Company, advertising agents, is of utmost significance to those who offer the product of the brain as distinguished from commodities having customary physical form.

After being repeatedly balked at the Patent Office, the McCann Company directed its efforts to the Copyright Office, at the Library of Congress. The successful plea was based on the fact that the Constitution clearly states that authors and inventors are entitled to protection for their products, and, inasmuch as the protection was refused by the Patent Office, an obligation lay with the Copyright Office to protect a class of marks in many instances very valuable. The McCann Company has just secured as the reward of its efforts the official certification of the emblem shown in the accompanying picture. The primitive hewer of stone, chiseling the words "Truth Well Told," was the emblem granted recognition.

Of chief interest to the readers of the **HARDWARE WORLD** is the fact that a way is now open for certifying the marks of brokers, warehouses and others offering certain types of expert service. Similarly shippers, middle-men, forwarders, brokers, commission houses and all manner of concerns not engaged in manufacturing lines have the way pointed to a new haven.

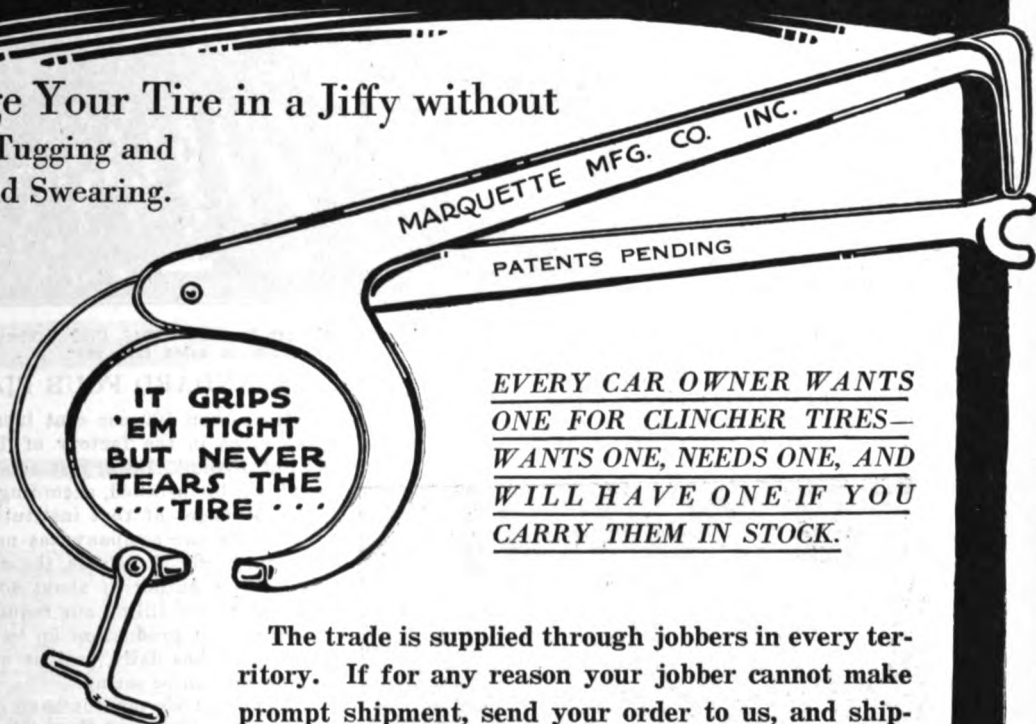
THROW AWAY YOUR OLD TOOLS

—and Change Your Tire in a Jiffy without
Pulling and Tugging and
Sweating and Swearing.

NO MORE

Hard Work,
Dirty Work,
Useless Work.

KING OF ALL CLINCHER TIRE TOOLS.



EVERY CAR OWNER WANTS
ONE FOR CLINCHER TIRES—
WANTS ONE, NEEDS ONE, AND
WILL HAVE ONE IF YOU
CARRY THEM IN STOCK.

The trade is supplied through jobbers in every territory. If for any reason your jobber cannot make prompt shipment, send your order to us, and shipment will be made either through your jobber, or direct if necessary.

Marquette Tire Tools take the drudgery out of changing clincher tires. The Marquette is a REAL Tire Tool. It is positive in action, positive in its grip, and will not tear the tire. Use it a few times and you will never think of being without a "Marquette". It is to a tire what a screw-driver is to a screw. Not an accessory, but a NECESSITY. It is the ONE TOOL most needed in an emergency. There are thousands in use—ask any one who has used one and know for yourself of its value.



MARQUETTE

Manufacturing Co., Inc.

SAINT PAUL, MINNESOTA, U. S. A.



GOING ←

(TO MOUNT TIRE REVERSE OPERATION)

→ OFF

BETTER BUSINESS AT N. C. R. CONVENTION

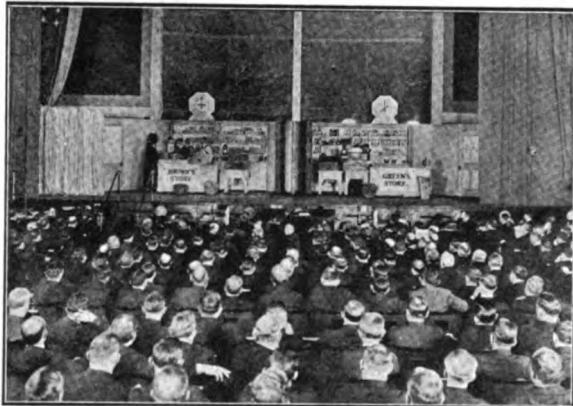
The National Cash Register Co. at Dayton, Ohio, has been building up a reputation through a great many years for doing nothing half way, and for inspiring the members of its own organization, as well as the commercial world by the force of its very example for enterprise and innovation.

The recent convention of the N. C. R. Hundred Point Club is no exception to the general rule of the company's procedure. There are 440 members in the 1919 100 per cent club. Each of these men has sold 100 per cent or more of his year's quota in order to attend the convention. The slogan of the hundred pointers, adopted at the convention, was "Appreciative, but not satisfied."

Throughout the week the Big Idea as expressed by general sales manager, C. E. Steffey, was to become bigger, better, broader business men, to become a power for good in your home community, to give better service to merchants in all parts of



The 440 members of the National Cash Register 100% Club. These salesmen exceeded their quota in sales last year.



One of the features of the convention was a reproduction of two stores, one doing business on a cash register system, and the other on the "carry till doomsday" system.

the world. Many improvements have been made in cash registers during the past year, and a brand new model was placed on the market in January, 1920. Perhaps the feature of this new model is the fact that it prints an itemized receipt of the accounts when paid, as a receipt.

SALES THROUGH A STORE PAPER

The Radiator is the title of the house organ of the Arps Right Price Store at Nuola, Colo., which is issued bi-monthly, "with the selfish motive of increasing your hardware wants and incidentally defending our principles." Its news columns contain the views of the editors and proprietors in an interesting and frank style, and especially attractive goods are advertised. This store paper idea is one that a wide awake merchant cannot overlook.

E. O. Furlong is one of the enterprising hardware merchants of Colorado. He has opened a new store at Craig and has moved his business at Steamboat Springs to a fine new building.

STANDARD FOUR PLANS BIG YEAR

More than 100 per cent increase in production will take place in the factory of The Standard Four Tire Co., at Keokuk, Iowa, just as soon as additional equipment can be installed, according to F. R. Eyers, General Sales Manager of that institution.

"While the company has never aspired to big production," said Mr. Eyers, the other day, "we find that our present output of about 450 tires a day is wholly inadequate for filling our requirements. We are going to bring that production up to a thousand tires and a thousand tubes daily, just as quickly as the necessary equipment can be set up.

"The last six months have set new records in every way for the Standard Four Tires Co., and we feel that this is largely due to the quality of the tire we are turning out. That quality can be verified by the fact that out of 50,000 tires sold during 1919 there were only 263 adjustments—considerably less than one per cent.

"One of the features of the Standard Four policy that is very popular with the trade, is the fact that we are in position to furnish new distributors and jobbers, who order in large quantities, with a direct factory representative, who will assist them in establishing dealers for our product."

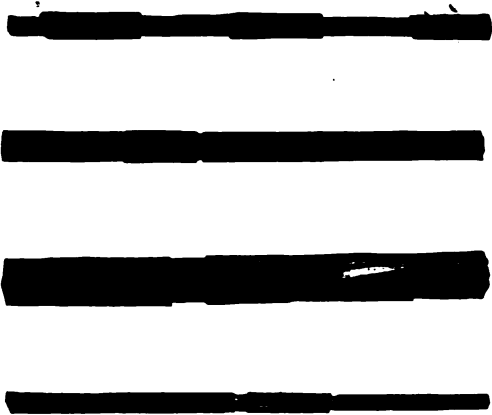
For the benefit of its distributors, however, two important factory warehouses have been established—one in Los Angeles for the advantage of the Far West trade, and another in Indianapolis, which has been made a large distribution center for Standard Four Tires.

\$500,000 BREWER-TITCHENER EXPANSION

At the last Directors' meeting of the Brewer-Titchener Corporation, at Cortland, New York, \$500,000 was voted for extending the manufacturing facilities of the company.

The plans include an addition to the forging shop, accommodating about twenty-five 3000 pound drop hammers and other equipment. Additions will also increase the output of the Bow Socket plant to 4500 sets a day. An up-to-date stamping plant will be built at the Crandal Stone Division, Binghamton, New York. All the added capacity will be available for operation by July, 1920.

REAMERS



For Repair of
FORD
Automobiles

Are You Meeting
Your Share of the
Great Demand for
These Tools?



TAPER



PLUG



BOTTOMING



CARRIED BY ALL
LEADING
JOBBERs

*Write for Your Copy of Our
Catalogue No. 5-A*

ALVORD REAMER & TOOL CO.
MILLERSBURG, PA.

BRANCHES

309 Broadway	-	-	-	New York, N. Y.
26 North Fifth Street	-	-	-	Philadelphia, Pa.
190 North State Street	-	-	-	Chicago, Ill.
693 Mission Street	-	-	-	San Francisco, Cal.

WINCHESTER ANNUAL REPORT

The trade received during the last month with interest the report of the annual meeting of the Winchester Co. and the Winchester Repeating Arms Co., held recently.

Significant figures are of course reported as to the volume and nature of the business and the plans for the future. From April 16, 1919, when the consolidation of the Winchester Repeating Arms Co. with the Winchester Co. took place, until December 31, 1919, the close of the fiscal year, the earned surplus from the consolidation amounted to \$1,748,273.92. At the time of the meeting it was reported that the plan of giving exclusive sales of the new products to dealers was working out well, and that three thousand dealers had become stockholders in the company.

This is in line with the story which persistently carries, to the effect that it is but the beginning of a move that will finally circle the globe with Winchester stores. The sales and charges for the whole year were \$24,910,903, and the net profit \$3,004,023. The assets of the concern amount to \$30,317,989.22.

The liabilities cover miscellaneous reserves, including interest of stockholders in Winchester Repeating Arms Company other than the Winchester Company, \$1,636,184; capital first preferred 7 per cent, cumulative, 97,547 shares at \$100, \$9,754,700; second preferred, 6 per cent, 20,000 shares at \$100, \$2,000,000; common, 10,000 shares at \$100, \$1,000,000. Capital surplus—being excess of assets acquired over consideration given therefor—appropriated to meet carrying charges and expenses arising from the termination of the war, \$2,800,000; unappropriated, \$8,627,794.60. The current liabilities are \$2,751,036.

In a discussion of its financial arrangements, operating conditions, new products and marketing plans, the company says that its entire issue of eight millions of the 7 per cent W. R. A. Co., notes, which matured March 1, was retired from funds resulting from the organization of the Winchester Company. Both concerns are now entirely free from funded debt. The business has been turned from war work to a strictly commercial basis and to the development of new products and new lines of business. All its government contracts have been completed and satisfactorily paid—there is only a relatively small amount of items which are yet under adjustment. Following the war the company's business was rapidly turned to the commercial side and as a result the company has enjoyed the largest year of this sort on record.

Regarding the new industries the report says that in order to utilize that portion of the plant left idle by the cessation of war work, it is now making pocket knives, cutlery, flashlights and batteries, edge tools, wrenches, augers, skates, fishing rods, fishing reels, artificial bait and clay targets. In order to facilitate production of these items the company bought the Eagle Pocket Knife Co., of New Haven, Conn.; the Barney & Berry, Inc., of Springfield, Mass.; the Napanoch Knife Co., of Napanoch, N. Y.; the auger bit business of the Lebanon Machine Co., Lebanon, N. H.; the wrench business of the Page-Storms Drop Forge Co., Chicopee, Mass.; the clay business and plant of the Morrill Target Co., of Omaha, Neb.; the fishing business of E. W. Edwards of Bangor, Maine, and the reel and bait business of the A. B. Hendryx Co., of New Haven, Conn.

With the exception of the Barney & Berry skate plant and the Morrill Target factory, the plants have been moved to New Haven. The skate factory will continue to be operated in Springfield and the clay targets will be manufactured at a newly constructed plant in Chicago. The Omaha plant will most likely be abandoned.

In speaking of its new plan of marketing its new products bearing the brand "Winchester," the company announces the carrying out of the sales policy already mentioned to give these sales to dealers who have

taken up stock in the new company. On this point the company says: "The new products will be marketed through exclusive agency dealers, of whom at this date over 2,200 have become stockholders of the company and have entered into contractual arrangements to distribute its goods. The number of these dealers is being increased. In the larger cities the company is establishing its own retail stores. The first of these stores will be opened in March and additional stores will be opened as rapidly as possible thereafter. For the purpose of serving the exclusive agencies and the company's own retail stores, warehouses are being located at points strategically with reference to traffic and other conditions. The company's new plans are developing in a highly encouraging manner and progress made thus far exceeds expectations. Indications point to the successful accomplishment of this very large undertaking."

Winchester guns and ammunition will be marketed as in the past.

AIRPLANE RIDE FOR BIGGEST BUY

A novel contest was recently held by Streeter & Riddell, Inc., enterprising merchants at Van Nuys, Cal. With every purchase of a dollar during a month's time, tickets were issued for an airplane ride, making a circuit of the nearby San Fernando Valley. At the end of the month the votes were counted and the person receiving the largest number of votes was elected to make the trip.

The contest naturally greatly increased the sales of the Company, but it would not have been the success it was, had it not been for the extensive publicity and newspaper advertising, such as is reproduced herewith, which appeared in the local paper.

Such a contest as this is a test of enterprise, and though the goods or the firm were not mentioned in a single advertisement, it was aimed to bring the people to the store and sell them after they got there.

Say Folks!

We Need Your HELP!

Our great trouble now is to find a SUITABLE PLACE TO LAND and START FROM on our Aeroplane Trip.

If any of you people know of a GOOD SMOOTH STRIP, at least 200 FEET WIDE and 1/4 OF A MILE LONG, please be sure to let us know about it. The location must be available for the SIXTH (6th) DAY OF MARCH.

The Plane we will use leaves the ground at a speed greater than sixty miles an hour, hence the starting and landing space must be fairly smooth.

REMEMBER ONE VOTE FOR EACH DOLLAR PAID ON A CASH PURCHASE

The Contest will close Saturday Evening, February 28th, the Votes will be counted immediately thereafter, and the person receiving the largest number of votes will make the trip, or may elect someone to go in their stead

Now Hustle!!

Streeter & Riddell, Inc. Phone Van Nuys 29
Van Nuys, California

TIRE DEALER

Profit for the dealer

STERLING TIRES have met extreme conditions in many lands. Stand on any public highway in this Country—or in foreign countries, and you will see them roll by, each one making a satisfied customer for the dealer who sold it.

A satisfied customer is usually a permanent customer. That is what you want and that is precisely what you will get, when you sell Sterling Tires!



One of the Oldest

THE "Sterling" is one of the oldest tires on the market—although the tire industry as a whole, is comparatively new.

For thirteen years now, we have been building tires of the best materials obtainable—and in accordance with the most scientific principles; we have carefully weighed every opportunity for improvement. Sterling Tires have always been sturdy, but today, they have greater endurance than ever.

We want wholesale distributors and retail dealers to write for full information.

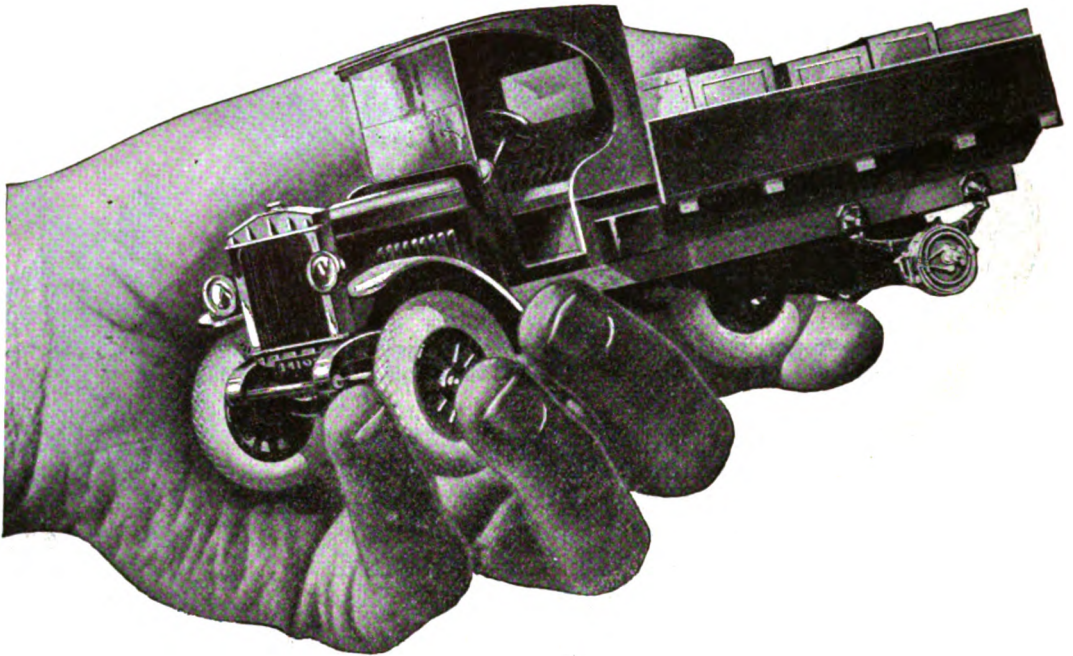
Sterling Tires

STERLING TIRE CORPORATION
Rutherford, New Jersey, U.S.A.

DISTRIBUTORS

Washington and Oregon—Oregon Rubber Company, Portland, Ore.; West Coast Rubber Co., Seattle, Wash.
 Colorado—Dillon Hardware Company, Denver.

Northern California—Charles A. Warren Co., 575 Market St., San Francisco, Calif.
 Missouri—Day Rubber Company, St. Louis.
 Michigan—Buhl Sons Company, Detroit.



What are their brake

SAFETY, Service, Economy for your customers and greater profits for you, all depend on the right answer to this question—What are their brake bands lined with?

Too many people wait until brakes refuse to hold before they give any consideration to this question.

Here's where you can make friends and extra profits. Speak the friendly word of warning before slipping brakes result in costly accidents. Tell truck owners that their brakes need re-lining with Johns-Manville Non-Burn Asbestos Brake Lining;—the lining that lasts longest and holds best, because it is made of the best asbestos, because it's



Through—

Asbestos

and its allied products

JOHNS-MANVILLE
Serves in Conservation

Heat Insulations, High
Temperature Cements,
Asbestos Roofings,
Packings, Brake
Linings, Fire
Prevention
Products

JOHNS— AUTOMOTIVE



bands lined with?

a Johns-Manville product from mine to brake drum.

Turn your eyes in the direction of this truck or commercial car brake replacement business. You will be surprised how much of it there is and how well it pays when backed by such dependable product as Johns-Manville Non-Burn Asbestos Brake Lining.

Use Johns-Manville Non-Burn Asbestos Brake Lining for all brake renewals.

H. W. JOHNS-MANVILLE CO.

New York City

10 Factories—Branches in 63 Large Cities

For Canada,

Canadian Johns-Manville Co., Ltd., Toronto

To the trade:—Our jobber-dealer sales policy assures you real trade protection. Write for details.

MANVILLE

EQUIPMENT



THE SPIRIT PASSES FROM A CHRISTIAN HARDWARE GENTLEMAN

In the words of A. C. Rulofson, "the hardware trade lost a fine, Christian hardware gentleman when Charlie Watts passed from this earth a month or two ago, after fifty years as a sound, healthy, earnest member of the Fraternity in the West."

Hardware men know that in few other fields or lines of endeavor there are to be found so high a type of citizens and men. The hardware conventions this spring have brought together in every state of the country the soundest men and most thorough going citizens.

Yet even among this superior group of friends and competitors in commercial affairs, there is occasionally a character whose personality seems to lend a certain atmosphere, charm and endearment to all his associations. Such a man was Charlie Watts.

He was brought up in London, and he had his introduction to the hardware field in a five year apprenticeship there. As a young man he came to the United States, and was attached to a prominent New York house at first.

In 1880 he came to the West and was a member of the old firm of Osborne & Alexander, leading merchants of tools and builders' hardware. For thirty years he served the same firm, continuing when George W. Alexander carried on the business.

Since that time his health has failed and he has lived a life of retirement. He lost his wife many years ago, so his later years have been only brightened by the friendship and respect of the many friends he has gathered unto himself through his years.

All in all, he was a genial, lovable character, a man of the highest standards and principles, who leaves behind him nothing but the warmest memories among those who knew him and the highest respect among those who knew of him. No greater honor can be paid to the memory of any man, and surely there can be no higher goal to which the young hardware clerk or merchant of the present can aspire.

The hardware department of the J. D. Halstead Lumber Co., at Phoenix, Arizona, has just been located at 624 West Van Buren Street, opposite the lumber yard. The department under R. H. Philabaum has been greatly enlarged in every line, particularly builders hardware.

FOR AMERICA

The Nicholson File Co. has sent for its yearly souvenir to the trade an attractive hanger, on which there is an impressionistic drawing of Theodore Roosevelt, under which appears the following text:

For America

"Though we may not always have agreed with his tenets, there was a point at which every one of us could be in perfect accord with the Great American. He was, first, last and always, for America. All that is left of him is his written word and his deathless spirit—yet it is a rich heritage.

"Where we find those who do not know, but wish to learn, the true meaning of Americanism, let us teach. Where we find those who will not learn, let us make it clear that there is no place in the sun in these United States save for the loyal citizen or the friendly sojourner.

"As this New Year begins, let us, each and all, dedicate much of our time, much of our energy, to the building of a greater Americanism, which shall become a mighty power for good within our own borders and wherever our nation comes in contact with the other peoples of the earth.

NICHOLSON FILE COMPANY."

MONTANA COMPANY EXPANDS

Work has started on a three-story brick addition to the Rynicker-Winter Wholesale Hardware Company's warehouse at Billings, Montana, to be built at a cost of between \$15,000 and \$18,000. Billings is the state headquarters for the firm, which does an extensive business throughout Montana and adjoining states. Rapid growth of the company's business made the addition imperative.

BLACK & DECKER IN CHICAGO

The Black & Decker Mfg. Co. has established a permanent office and show room at 1436 South Michigan Ave., Chicago. This is in charge of R. G. Ames, with a staff of ten men working from there to cover the middle west. The show window is redecorated weekly, and no pains or expense have been spared in making as attractive as possible the display of portable electric tools, electric air compressors and special machinery manufactured by the Black & Decker Co.

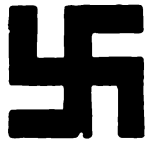
NEW MOUNTAIN STATE OFFICERS

At the recent convention of the Mountain State Hardware & Implement Association, the following new officers were elected: President, Chas. A. Wohrer of Des Moines, New Mexico; vice-president, E. D. Holmes, Caspar, Wyoming; vice-president, J. H. Adams, Delta, Colorado; W. W. McAllister, the veteran secretary of the association of Boulder, Colorado, was of course continued in office.

BENNETT BROTHERS RETIRE

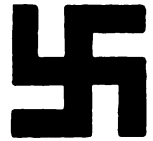
J. W. Brockman, for a number of years at 520 Haight Street, San Francisco, has formed a partnership with R. H. Rusch and taken over the former location of the Bennett Bros. Hardware Store at 516 Market Street. Mr. Rusch was with Bennett Bros. for 32 years, starting in when a boy. For the last few years he occupied the position of manager of their Market Street store. Bennett Bros. have retired from business.

Charles L. Bell has purchased the business, stock and fixtures of the W. G. Ross Co., at San Bernardino, Cal. The stock of the present store will be increased to a great extent and new fixtures installed. The business will be conducted under the name of the Bell Hardware & Plumbing Co.



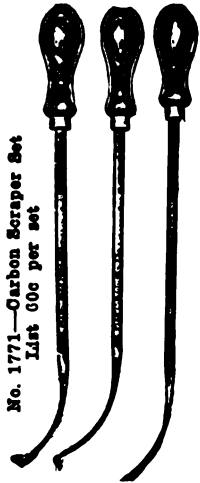
THE BUFFUM TOOL CO.

LOUISIANA, MO.



"High Grade Tools for High Grade Workmen"

"Swastika" Trade Mark Registered U. S. Patent Office



No. 1771—Carbon Scraper Set
List 60c per set



"Special" Knurled Nickel or Pin Punch
Blued

No. 285-C—Reliable Chisel Set

Warranted Chisels—Oil Finish Body,
Polished Ends, Spread Points

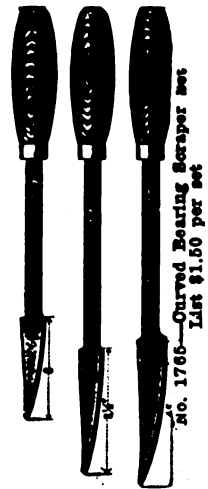


List Price—\$2.00 Set

Canvas Roll



Machinist's Blued Auto Punch



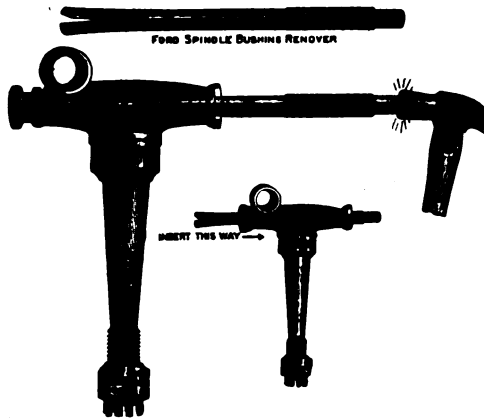
No. 1766—Curved Bearing Scraper Set
List \$1.50 per set



No. 1754—Three-Cornered Bearing Scraper
List 25c each

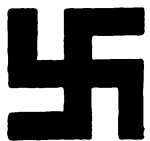
These are the
tools every auto-
mobile owner
needs.

Display them
and you will make
sales.



Ford Spindle Bushing Remover
No. 2713—14 Tempered Steel. List per doz. \$9.00

If your Jobber
cannot supply
you, write to us
or our agents.



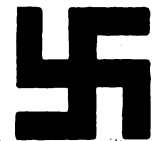
C. W. GAUSE COMPANY

WESTERN SALES AGENTS

Room No. 605 Williams Building

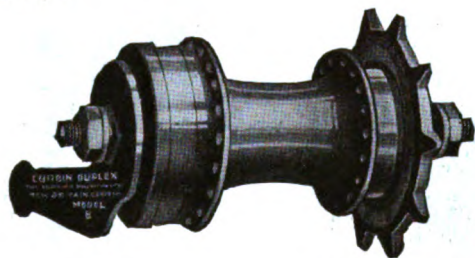
693 Mission Street

San Francisco, California



How's Your Corbin Stock for National Bicycle Week May 1 to 8?

This annual national affair in bicycle circles is certain to increase the already big demand for the



CORBIN DUPLEX COASTER BRAKE

By placing your orders now, you will be prepared for this increased business, and a Corbin Buyer, because of the perfect service he gets from a Corbin Coaster Brake, naturally becomes a regular customer.

Orders are being filled in the order of their receipt, and the wise dealer will stock Corbins far enough in advance to insure prompt shipment and guard against possible delay occasioned by transportation congestion.

While you're at it, include a substantial order for Corbin-Brown Speedometers for Automobiles, Motor Trucks and Motorcycles. Their reputation for performance plus those exclusive features—Maximum Speed Hand and Luminous Dial and Hands—make them popular and profitable favorites. Catalogs and selling arrangements sent on request. Write today.

CORBIN SCREW CORPORATION

American Hardware Corporation, Successor
NEW BRITAIN, CONN.

Branches: New York Chicago Philadelphia

Makers also of Corbin Automatic Screw Machine Products

Ride a Bicycle



Contributor to
National Publicity
Campaign



ZION CO-OPERATIVE INSTITUTION DISPLAYS TIRES

Here is a booth of the Z. C. M. I. at the Salt Lake Auto Show recently. The rubber man stood 10 feet high, with a weight of 600 pounds. The legs, arms and head were wound of water hose, and the hands are baseball pitchers' mits. A red, electric light tips off the brown paper cigar, and the goggles were a pair of headlight lenses.

On a table at the right is the son of the man, composed of two old tires with sections cut out of the sides. This demonstration naturally attracted much attention, and is only typical of the wide-awake methods of this great organization in the intermountain territory.

FURNACE OFFICIAL VISITS

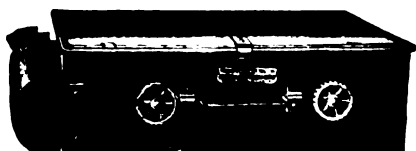
Harry H. Morrill, of Morrill-Higgins Co., of Omaha, Nebraska, has made the rounds of the far-western trade during the month just passed. Morrill-Higgins Co. are known as manufacturers of Vacuum Pipeless Furnaces, being introduced to the Western trade by Alexander & Kuhn, Monadnock Building, San Francisco. During his visit Mr. Morrill added Arizona, Utah and Idaho to the territory of the western representatives. During his visit jobbers' contracts were made all over the territory.

Mr. Morrill started in making furnaces seven years ago and since that time 50,000 vacuum furnaces have been installed in the United States. For the far Western trade Mr. Morrill plans to announce in the near future a special bungalow furnace calculated to meet the peculiar demands of the climate and building construction of the far West.

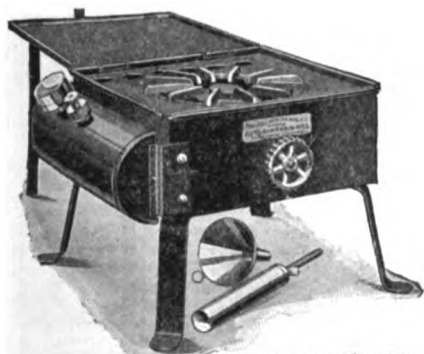
The Coquille Hardware Co., at Coquille, Oregon, has been incorporated by Arthur Ellingsen, Huldo Ellingsen and William Bettys. The capital stock is \$15,000.



KAMP KOOK KITS



Two Burner Kit Closed. All Equipment Packed Inside



One Burner Kit Open



Four Part Suit Case Outfit

A Real Sales Opportunity

IF you have not yet ordered your Auto-Kamp-Kook-Kits—order now, and be sure that you have an ample number of each model in stock.

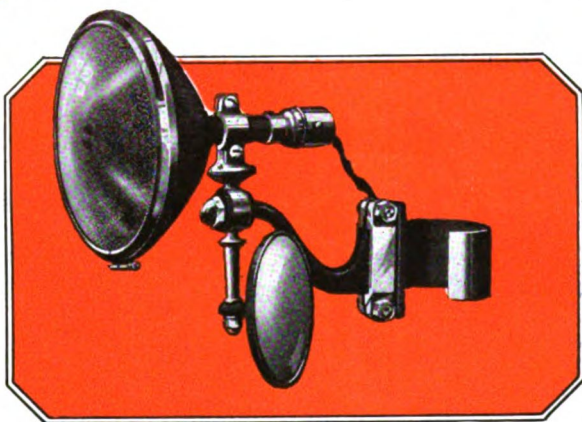
We are already feeling the results of our consumer advertising, and it has just started.

The biggest advertising campaign ever scheduled for a camp stove will appear in all the prominent outdoor and motor publications this spring and summer. Double page advertisements and color pages, and many full page advertisements, are going to bring people into **your** store. Write or wire for an attractive dealer proposition, and sales and advertising helps we furnish free.

Prentiss-Wabers Stove Co.

18 Spring Street

Grand Rapids, Wisconsin



Clear, Penetrating Light with Absolutely No Glare

THE Raydex Shaftlight is beyond doubt the finest, handsomest spotlight made. That's the verdict of every dealer who has seen it. It is built entirely of silver, aluminum and brass and has a unique universal bracket that fits any car. It is equipped with full circular Raydex Glassless, Glareless Lens which throws a clear, penetrating shaft of light with a projecting distance that is unapproached. *And there is no glare.* The Raydex Glassless, Glareless Lens is made entirely of highly polished metal. Each lens contains more than 9000 separate metal reflectors which not only *eliminate all glare*, but actually concentrate and intensify the beam.

You get a perfect driving light—right *on the road* where you need it. The Raydex Lens is legal in every state. Distributors and Dealers will find the Raydex Lens an unusually attractive sales proposition. Send for sample.

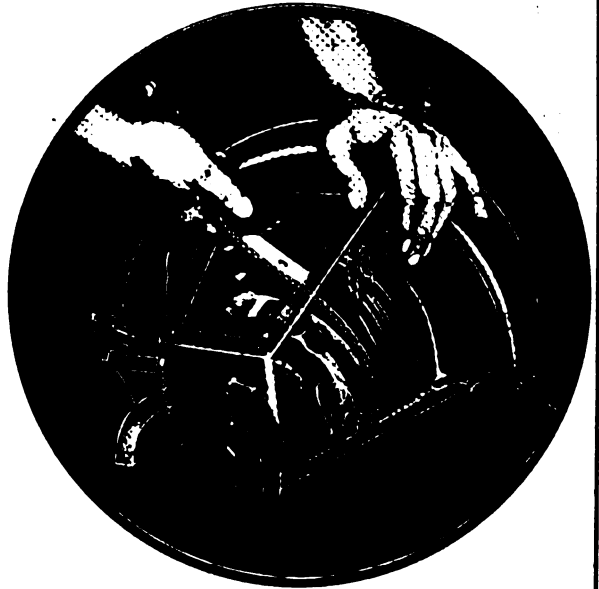
RAYDEX MANUFACTURING CO., Brackenridge, Pa.
Sales Department: CHARLES F. U. KELLY, Inc., 1834 Broadway, New York City



RAYDEX

Thousands of Ford owners are asking for Raydex Reliners

RENEWING the lining on Ford transmission and brake bands has always been a hard, mean job. It has meant taking off the transmission cover, disconnecting the exhaust pipe—and in the new Ford models—removing the self starter, electrical connections and gears in order to reach and remove the transmission and brake bands.



Raydex Reliners eliminate all this once they are installed. You have to go through it the first time Raydex Reliners are put on a Ford—but *only once*. After that the transmission and brake bands do not have to be removed from the case and the work is reduced to *four* simple operations:

- (1) Remove handplate of transmission cover.
- (2) Pull out pedal.
- (3) Slip Raydex Reliner in the ample space between Ford transmission and drum.
- (4) Secure Raydex Reliner to original Ford band by reinserting pedal.

That's all there is to it. The entire job can be done easily—and in a very few minutes. Thousands of Ford owners have found that Raydex Reliners cut costs and keep their cars in continuous use.

Dealers and garagemen find them just as great a boon. They simplify the work—help them keep pace with the flood of such jobs in their shops. And then *there are the profits of selling and installing Raydex Reliners.*

They make a mighty good proposition to handle.

An Opportunity for Distributors and Dealers—one of the *few* real live ones!

And we help you make the most of it with an exceptional method of sales and advertising co-operation that is making big money for every dealer handling Raydex products. Write, wire or phone us for complete particulars.

RAYDEX MANUFACTURING CO.

BRACKENRIDGE, PA.
Sales Department:

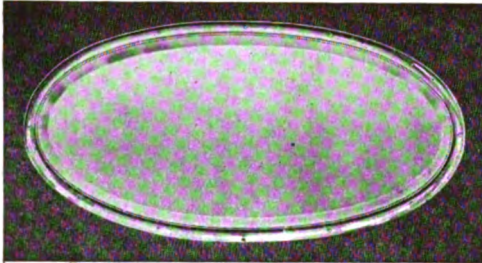
Charles F. U. Kelly, Inc., 1834 Broadway,
New York City

RAYDEX
RAYDEX

AUTO CURTAIN LIGHTS

**Bow Sockets, Snap Fasteners
Forgings, Stampings, Etc.**

Our Improved Pioneer Automobile Curtain Lights dress up any car; many otherwise good appearing cars have been disfigured by the use of cheap looking stitched-in celluloid lights which soon turn yellow, become smeared and brittle and then break—a constant eyesore ever after; but with these Pioneer polished, bevelled plate



glass lights, handsomely framed, and in a variety of styles, sizes and finishes, enabling anyone to secure a perfect harmony with the individual design of any car, and which cannot get shabby looking, as they are so easily washed, the result is a permanently neat, distinctive and fashionable car. And so constructed that they will not give way, yet they are extremely light and require no extra top lining.

Number 144 Radiator Clip

This is the season when Hood and Radiator covers are in demand; therefore great interest in this clip. It is made from No. 24 gauge steel; length $4\frac{1}{4}$ in., width $\frac{1}{4}$ in. Furnished black enameled, complete with Back Plate.

Priced by the hundred.

WINDSHIELD CLAMP Number 140

Features: A substantial thumb screw or bolt, giving security when clamped to stub on Windshield frame. $\frac{1}{2}$ -in. Socket Hole, offset $\frac{1}{4}$ in. from base that rests on wood bow to center of socket. Slot screw hole, permitting of a side adjustment without changing screws if necessary to adjust.



Number 143 Back Stay

A secure and practical means of attaching the stay strap to the body of the car. The roller feature permits of ease in adjustment of stay strap and eliminates wear on same.

Slot for One-inch Web. Black enameled. Sold by the hundred.



The
Complete
Line



SOLD THROUGH THE JOBBERS ONLY
THE BREWER-TITCHENER CORP.
Manufacturers
OORTLAND, NEW YORK

LLOYD SALES AGENCY ORGANIZED

The Lloyd Sales Co. has been organized by A. T. Lloyd, who for the last thirteen years has been manager of the Baker Smith Co. at San Francisco. The new company will represent manufacturers of household and electrical merchandise, as selling agents for the Pacific Coast territory.



A. T. Lloyd, long a power among the manufacturers' agents in the West, who now heads the new Lloyd Sales Agency.

The Lloyd Sales Agency will hold to a strict selling policy in doing business only with the hardware and electrical jobbing trade, and among the merchandise which will be represented are the following items: Tungsten and Nitrogen Electric Lamps, Electric Lighting Fixtures and Portable Electric Lamps, Gas and Oil Heaters and Stoves, Gas Stove Tubing and Accessories, Fire Screens and Andirons, Brass Wares, Jardinieres and Smoker Sets, Imported Chinaware and Cut Glass.

The ability and enterprise of Mr. Lloyd is recognized by the western trade, by his long association in a similar line of work, and his friends are glad of his new opportunity for advancement and achievement under his own name.

Mr. Lloyd desires to hear from any reliable manufacturer, who is open for the Pacific Coast sales representation. Although most manufacturers are not soliciting any new business at the present time, the far seeing executives are preparing plans for the future, which will enable them to hold their business in the Pacific Coast territory, and build it on the lines that future development will warrant.

BLACK & DECKER PLANT SOLD

The Baltimore plant of the Black & Decker Mfg. Company, the birthplace of the Hex trademark, and all that it stands for, has been sold complete to the Diefenbach-Westendorf Mfg. Company. When Black & Decker moved to their new location at Towson Heights in the suburbs of Baltimore.

The new company was formed from old members of the city plant organization. They will continue the special machinery business, formerly carried on by the Black & Decker Mfg. Company, at the old plant. The Black & Decker Company will devote all of its energies to an endeavor to keep up with the demand for Lectro-flaters, Portable Electric Drills and Electric Valve Grinders, and a new product, the Loadometer, a device for indicating on the dash the amount of load carried.



No More Squeaking Sagging or Breakage

When the
Car is
"Better"
Spring
Equipped



Graphiting between leaves assures a two years' lubricating service. "Better" Springs are guaranteed, without restriction, for 1 year against sagging and breakage. Do not squeak or sag and match any other springs on car in load depression.

They Do Stop Breakage

With opening order of twelve "Better" Springs, the above attractive display rack is furnished FREE.

This rack, which is compactly made of iron, displays "Better" Springs to such an advantage that dealer sales are greatly facilitated, as experienced wherever used.

Write for Nearest Jobber's Address

NEW ERA SPRING & SPECIALTY CO.
1196 HAMILTON AVE., GRAND RAPIDS, MICH.

TWO BOKO PRODUCTS

THAT are going big throughout the entire country.

Boko Products are backed by a strong guarantee. Highest quality of material and workmanship is responsible for their universal popularity.

Dealers are urged to anticipate requirements.



FOLDING
STEEL STOOL

AN excellent grate for cooking over a flame or coals. Made of heavy steel rods electrically welded. When not in use can be folded up. It occupies very little space. Made in two sizes.

No. 1110, 10x14, \$.75
No. 1112, 12x24, \$1.15

WHENEVER an extra seat is needed—in the car or around a camp fire—this strong, durable and comfortable stool is ideal. Folds flat into a space of 7½x10 inches. All steel frame, heavy canvas seat and weighs only two pounds.

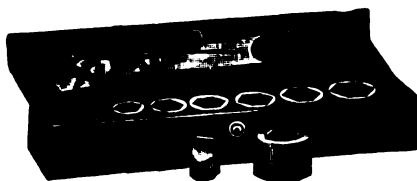
No. 1100
List Price \$1.25



FOLDING
CAMP GRATE

Manufactured by
THE DEFIANCE WELDING CO.,
Defiance, Ohio

Sales Management
BAILEY-DRAKE CO., Inc.
1120 Michigan Avenue, Chicago, Illinois



UNIQUE

LANE'S

**Ratchet Socket Wrench Sets
and "SUPER-UNIQUE"**

(Trade Marks Registered)

DEALERS: NOTE THESE SELLING POINTS:

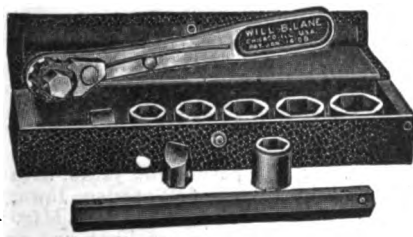
Round Sockets, Turned from Solid Steel Bar

Broached Hexagon Openings. Guaranteed Against Wear and Spreading

NO PROFITEERING IN OUR PRICES

**JOBBER'S EVERY-
WHERE CARRY**

LANE'S **UNIQUE** **TOOLS**



Made only by
Will B. Lane
Unique Tool Co.
180 N. Dearborn St.
CHICAGO, ILL.,
U. S. A.





Service—

that is what the user requires of an ignition battery—not only long service but the right kind of service. High amperage is an important item of service—so is rapid recuperation after use and very slow deterioration when idle.

THAT IS WHAT YOU GET FROM THE

Red Seal Dry Battery

**“THE GUARANTEE PROTECTS YOU”
AGAINST YOUR NOT GETTING SERVICE**

Ask Your Dealer

Manhattan Electrical Supply Co., Inc.

New York Chicago St. Louis
17 Park Place 114 S. Wells St. 1106 Pine St.
604 Mission St. San Francisco
Factories: Jersey City, N. J.; Ravenna, Ohio;
St. Louis, Mo.



W. J. BOTSFORD AT WALLA WALLA

Last month, in speaking of the growth of the Yakima Hardware Company, it was mentioned in the **HARDWARE WORLD** that W. J. Botsford had taken over the Walla Walla territory for the Yakima jobbers. Since then, we have been fortunate in securing this photograph of Mr. Botsford and hereby we introduce him to those members of the western trade who do not already claim him among their acquaintances.

Mr. Botsford has had long experience and contact with the Northwestern trade, through his connections with the Marshall-Wells Hardware Company and the Schwabacher Hardware Company. He is also a partner in Dyer & Botsford at Granger, Washington. His new work in the Yakima Hardware Company will not affect his partnership in the latter business.

It is a matter of mystery to the editor why it should be so difficult to secure photographs of the members of an organization when they are of the type of Mr. Botsford. We are sure that our readers join us in acclaiming his acquaintance through our pages. Although looks may not make the man, it is very seldom that such an appearance as that of Mr. Botsford does not lead to something better or to something equally good beneath the surface and within the heart.

NEW BUFFALO FORGE OFFICERS

At a meeting of the stockholders of the Buffalo Forge Company, new officers were appointed, as follows: Henry W. Wendt, President; Edgar F. Wendt, Vice President and Treasurer; Henry W. Wendt, Jr., Vice President and Secretary; C. A. Booth, Vice President and Sales Manager.

The new directors include the above named officers, and in addition, Mr. H. S. Whiting.

At its May convention, the American Hardware Manufacturers Association will take up the elimination of the practice of some manufacturers in designing by marks, labels, or in literature a size, weight, or count, that is not carried out in the article so marked, labeled or otherwise designated.

A. H. Ambrose, for the past eight years with the Associated Manufacturers Co., of Waterloo, Iowa, has become advertising manager for the Radiant Mfg. Co., of Sandusky, Ohio, manufacturers of light and power plants.

MOTOR MERCANTILE COMPANY

Wholesale



Exclusively

AUTOMOTIVE PARTS EQUIPMENT AND SUPPLIES

Distributors for

Motol and Oydemer Oils,
Gears and Cusps
Columbia Storage Batteries
Stanley Self-Oiling Springs
Johnston Curtain Windows
Kay Bee Spotlights
Falmir Bearings
Zenith Carburetors
Reliable Jacks
Lenox Hack Saw Blades
“Dri-Kure-Retarder” Val-
caniser
Edison Masda Lamps
Rives’ Pedal Pads

“Genemotor” Ford Start-
ing and Lighting System
Arrow Grip Truck Chains
Aluminite Solder
Gills Oil Cups
Ford “Ever-Safe” Brake
Shoes
Raybestos, Non-burn and
Thermoid Brake Linings
Chase Auto Top and Up-
holstery Materials
“Elo-Mie” Winter Fluid
Vulcaniser Tools, Sup-
plies and Equipment

And a Complete Line of Mechanics’ Tools and Garage
Equipment

New 1919 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY

115-117 South West Temple Street, Salt Lake City

The Efficiency Cotter

This Is an Age of Specialists



When sick, you consult that physician with special training on your particular ailment. He is a specialist.

When you want a man to handle a new line, you choose carefully, and select one with more than ordinary knowledge of the merchandise. He is a specialist.

When your Flivver refuses to go another foot you call up one of Mr. Ford's assistants. Another specialist.

THE OHIO WIRE GOODS MFG. CO.
AKRON, OHIO

Specialists in the Manufacture of Cotters

Western Representative

J. M. JACKSON,
320 Market Street,
San Francisco, Cal.

Other Branches:

180 No. Market St.
Chicago.
29 Murray St., N. Y.
Nashville, Tenn.



FOR EVERY
MOTOR NECESSITY

SEND FOR CATALOG NO. 250



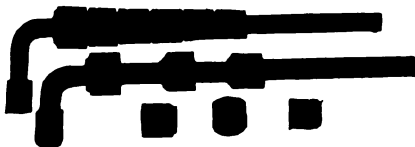
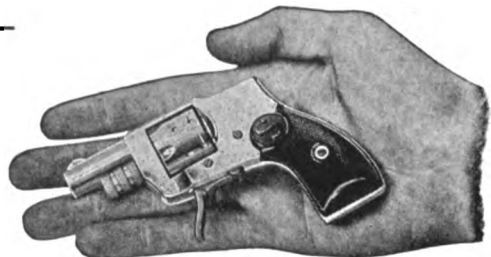
WALDEN-WORCESTER, Inc.
Worcester, Mass.

Carry the Lines That Carry With Them—

Profit, Satisfaction and Goodwill in most generous measure. Thousands of jobbers and dealers have found this combination in—

“BABY” Hammerless Revolvers

The “BABY” speaks for itself! It is just this size in proportion to the size of the hand—measures only 4 inches over all, weighs but 6 ounces, but it is a REVOLVER in every sense of the word. Shoots six, sure shot, .22-caliber, short, rimfire cartridges, yet it's perfectly safe to handle, for it fires only when the trigger is pulled all the way back. Push a line like that!



“HEXALL” Socket Wrench No. 5—8 Pcs.

“HEXALL” for every need. Every “HEXALL” is mechanically-perfect and gets to the seat of the trouble quickly and efficiently, no matter how far out of ordinary reach the repair may be. Handles are drop-forged; sockets made from the bar on automatic machines, broached and case-hardened. And, every “HEXALL” is sold under this guarantee:

“Break Any Sedgley Wrench and We Repair It — No Charge”

R. F. SEDGLEY, Inc. Est. 1897

2311-13-15 North 16th Street . . . Philadelphia, Pa.

Pacific Coast Representatives: McDonald & Linforth, San Francisco, Cal.

and — “HEXALL” SOCKET WRENCHES

Trade Mark Reg. U. S. Pat. Off.

—the best wrenches in the world—that users have found, thru experience, to be thoroughly dependable. There are seven sets—a “HEXALL” for every need. Every “HEXALL” is mechanically-perfect and gets to the seat of the trouble quickly and efficiently, no matter how far out of ordinary reach the repair may be. Handles are drop-forged; sockets made from the bar on automatic machines, broached and case-hardened. And, every “HEXALL” is sold under this guarantee:

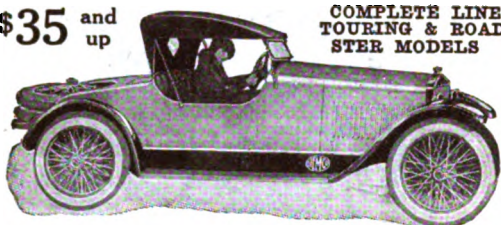


“HEXALL” Ratchet Socket Wrench No. 2.
11 Pcs.

Stylish Fidelity Bodies for Fords

\$35 and up

COMPLETE LINE
TOURING & ROAD-
STER MODELS



If you are selling, or intend to sell, **AUTOMOBILE ACCESSORIES** send for "The Little Salesman," our dealers' wholesale net price list—it's the greatest auto supply catalog ever published, and free for the asking.
NEW ENGLAND MILLS CO., 1027 West Van Buren Street, Chicago

ULTRA
A GLASS THAT IS SAFE
GLASS

(Trade Mark)

Pacific Coast Distributors

The Western Agencies Company
285 Minna Street, San Francisco, California

Manufactured by
GLASS FOUNDERS CORPORATION
Milltown, New Jersey

GET FULL MEASURE OF SPRING WEAR



The far-reaching Guarantee under which
HIGGINS QUALITY SPRINGS
For Replacement

are sold—years of successful usage back of them—the new, improved principle of construction give you positive protection against imperfections—breakage, and bother.
Best for the dealer because they deliver greatest worth in wear to user. Write for Trade Discouants and Big Catalog listing 500 different styles.

HIGGINS SPRING & AXLE CO., Dept. 441, Racine, Wis.

NO BOLT — NO HOLE — NO HUMP — NO JOLT

"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pne. Mch. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.



BLACK & DECKER AT CLEVELAND

The Black & Decker Mfg. Company have further extended their permanent organization by the establishing of a branch office at 6523 Euclid Avenue, Cleveland. Garth A. Dodge, whose photograph we are fortunate to reproduce herewith, was formerly connected with the Austin Company at their Cleveland headquarters. Mr. Dodge has joined the Black & Decker organization in the capacity of branch manager for the states of Ohio and Indiana, and will be in charge of the Cleveland branch.

HOPPE'S SOLVENT HUNTER'S FRIEND

With the coming of the sporting season and the movement of firearms involved, western merchants will not want to overlook the opportunity of stocking Hoppe's Nitro-Powder-Solvent, said to be the only reliable liquid cleaner for high-powered rifles, shot guns, revolvers and firearms of all kinds.

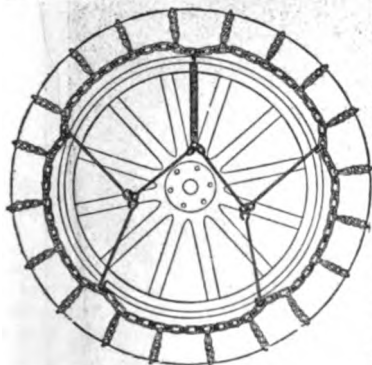
The manufacturer guarantees that it is not made with acids, that it removes and prevents rust and positively prevents corroding. The retail price is 35 cents a bottle, and it can be obtained, together with sales literature, through the jobbers, or from the manufacturer, Frank & Hoppe, 2314 N. 8th Street, Philadelphia.

Lafe Hendricks has bought the stock and building of the Kinleyside Hardware Co., at Lakeport, Cal. The business will be conducted by Mr. Hendricks and his two sons.

Andy Austin, who for 17 years has been employed in the hardware store of Mills & Cowles, has purchased one-half interest in the business. The new firm name is now Mills & Austin.

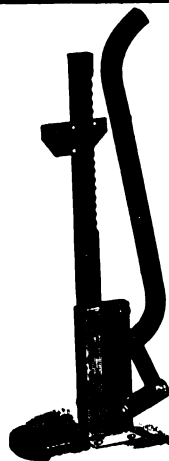
The Farmers Hardware Co. at Whittier, Cal., held their annual stockholders meeting recently, and reports showed the past year to have been a profitable and successful one for the firm.

Booth & Herboth, prosperous hardware dealers at Marysville, Cal., have moved into their new quarters. The new hardware store is one of the most up-to-date in this section of the state.

SAVE YOUR FENDERS Merchant's Anti-Skid CHAIN TIGHTENER

Loose chains slap against fenders, marring and bending them and creating an infernal racket. Merchant's prevent this by gripping the chain at five points, giving an easy tension all around. Saves chains. Saves tires. A wonderful little accessory. Price per pair \$1.00. M. H. Merchant Corp. 236-8 Emma St. Syracuse, N. Y.

Exclusive Distributors, Gray-Heath Co., 1440 Michigan Ave., Chicago

**LANE'S Steel Wagon Jack**

NO CAST METAL
NO WOOD

Strong—Light—Compact

Substantial Profit
to the Dealer

Have you Catalog and
Latest Prices?

LANE BROS CO.
River St., Poughkeepsie, N. Y.

THE ROMORT AIR STATION

WILL BRING NEW BUSINESS TO YOUR ACCESSORY DEPARTMENT

For your automobile trade it is "Service" that is the begetter of increased sales in your accessory department.

Increased service means increased business.

You will find the new Romort Air and Water station a real trade trapper. With its electrically lighted globe it is on the job 24 hours a day, ever ready to serve your customers and prospective customers with a superior class of air and water service. It is a real creator of good will—a firm foundation in the building of a bigger and better business.

NEW METHODS SUPPLANT OLD ONES

The new Romort air and water station completely overcomes all the objectionable features of the dirty, grimy and usually broken curbstone air hose and the bothersome old water bucket.

EXCLUSIVE FEATURES APPRECIATED BY ALL WHO KNOW

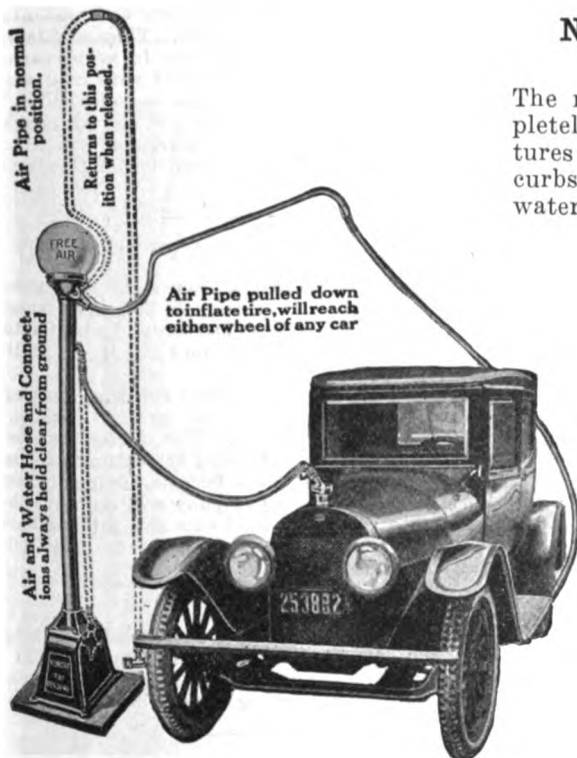
With the new Romort Air Station the hose is held clear of the ground at all times. The hinged air pipe automatically returns to a vertical position after using, which prevents the hose from dragging in the dirt and filth. The flexible wire armor and the automatic air valve prevent kinks, breaks or short bends in the hose and there are no joints to leak, as there is one continuous hose from the tire valve to the base of the stand.

The new Romort Air and Water station is so designed that it may be used with an inside air tank or with an air compressor in the base.

Built in Four Styles.

No. 11 Curb Air Station.

No. 12 Curb Air Station with water.



Manufacturers
THE ROMORT MFG.
CO.
Oakfield, Wis.

Write today for full details

Sales Dept.
THE ZINKE CO.,
1319 Michigan Ave.
Chicago, Ill.



STREVELL PATERSON SALES MEETING

The annual sales meeting of the Strevell Paterson Hardware Co. brought together recently in Salt Lake City, factory representatives from all over the United States, besides the members of the well known intermountain jobbing house.

These representatives talked about their respective lines to the assembled salesmen, giving the factory point of view, and inspiring and enthusing the men to increased sales and renewed energies during the coming year. At the conclusion of the convention, a dinner was held for the Strevell Paterson family, and we are fortunate enough to be able to reproduce this photograph of the gathering.



A TWO POUND FOLDING STOOL

To fill the need on every camping, fishing, automobile or boating trip, for a comfortable and economical place to sit, the Defiance Welding Co. offers its folding steel stool, with an all steel frame 15 inches high, and a seat of genuine army duck. The stool weighs only 2 pounds, and can fold flat in a space $7\frac{1}{2} \times 10$ inches.

It is said to be comfortable, strong, light and durable. This is item No. 1100 in the Defiance catalog, and it is listed at \$1.25.

Western merchants interested in an attractive accessory and sporting goods novelty line, would do well to get the Defiance Co.'s complete catalog from the home office at Defiance, Ohio, or from the Bailey Drake Co., Inc., 1120 Michigan Ave., Chicago.

The Dabney Hardware Company is a new institution at De Leon, Texas, one of the thriving new oil field towns.

N. W. Williams and F. M. Power have purchased the Everett & Co. hardware store at Centralia, Washington. The store is the oldest of its kind in that section of the country, and has always enjoyed a large business.

A BIRD CAGE BOOK

One of the most interesting trade catalogs of recent years is the 68 page catalog No. 41 of O. Lindemann & Co., 35-37 Wooster Street, New York. Established in 1863, O. Lindemann & Co. have specialized on japanned, brass and tinned wire cages for all manner of birds and pets. This catalog illustrates their complete assortment, 188 cages, stands and tables; also 120 cage sundries, feed cups and baths.

It has always been the Lindemann policy to work on the theory that the best goods are the cheapest in the end, and it is not so much a question with these manufacturers as to how cheap their goods can be produced, but how perfect their cages can be made.

They are the original inventors and patentees of brass cages, made without solder. They are lacquered with an article of superior quality to avoid tarnishing in any climate, and may be cleaned with cold water in the same way as japanned cages are cleaned. Every merchant with a general hardware line of course has business in bird cages, and no merchant can afford to be without this complete information on this standard line.

J. H. HANEY COMPANY DIVIDED

From Hastings, Nebraska, comes the announcement to the trade that J. H. Haney & Company, manufacturers of Rose Specialties, has been divided into the Rose Manufacturing Company and the W. M. Dutton & Sons Company.

The Rose Mfg. Company will continue making the Rose Tire Pumps, grease guns, grease buckets, fan belts and other accessories. The force remains the same and will give its undivided attention to the manufactured products which have become nationally famous.

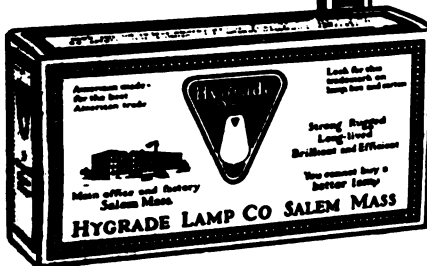
W. M. Dutton & Sons Company will continue the old J. H. Haney & Company wholesale and jobbing business particularly along harness lines and manufactured specialties in that field.

The Baker Hardware Co., at Goldendale, Washington, have moved into their new building, which will give them excellent facilities for carrying a larger stock and an increased business during the coming year.

The Vancouver Hardware Club recently held its annual banquet at Hotel Vancouver, Vancouver, Wash. There was a program of music and recitations, as well as toasts by the various members of this progressive club.

**FOR HYGRADE
DEALERS ONLY**

Are you on our mailing list, so that you are kept in touch with the newest selling helps and ideas? If not, write us today.

**They Pay More to Make More**

"If," said a former dealer, "I can't sell Hygrade Lamps I won't sell any."

This frank statement came from a man who had tried lamps that cost him less than Hygrades and on the surface promised larger profits.

But, like 90 per cent of the other Hygrade dealers, he had found that in spite of the higher price paid for Hygrade Lamps he had made a greater net profit in selling them because the volume of business was so much larger and the complaints so few.

The Hygrade selling plan, too, makes it possible for any dealer, however small his total sales, to make a satisfactory profit from those sales.

Do you wonder that Hygrade dealers are willing to pay more to make more?

HYGRADE LAMP CO

GENERAL OFFICE
AND FACTORY



SALEM MASS

Have you had your copy of the Hygrade book of advertising helps?

You Should Always

carry a stock of the old style

**"BLACKSMITH
STOCK AND DIES"**

Especially designed for re-tapping and re-threading old rusty nuts and bolts, such as are found lying around every farm and blacksmith shop, but of course will also do splendid work on new ones.

Cost only one-third (33 1-3%) as much as any screw plate, and for many uses are superior.

No farm can afford to be without one or more assortments.

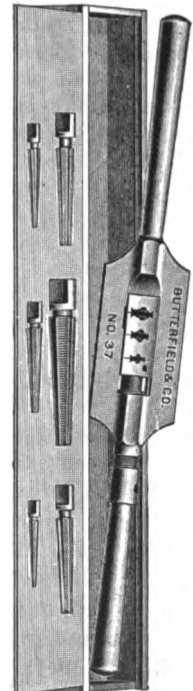
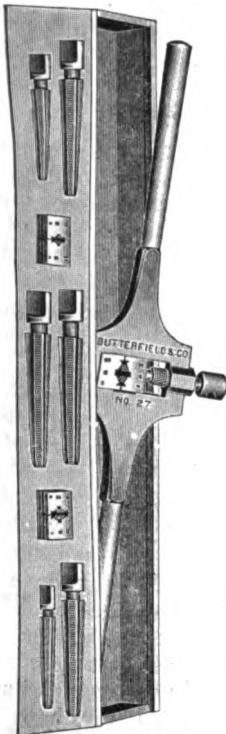
BUTTERFIELD & CO. Division

Union Twist Drill Company

DERBY LINE, VT.

CHICAGO STORE, 11 South Clinton Street

PACIFIC COAST REPRESENTATIVE,
V. S. Walsh, 560 Mission St., San Francisco, Cal.



MUTUAL INSURANCE FOR WISE MERCHANTS

(By Chas. A. McKenzie, Western Manager of the Hardware and Implement Dealers Mutual Fire Insurance Companies)

Insurance is a very important factor in your business, and should receive the most careful attention. It is a remarkable fact when you consider how old insurance is, something which nearly every one carries, that so little is understood concerning the requirements of a policy holder, and the action taken by the first insurance company at the time of a fire.

Your policy is a contract which states clearly what it covers. Referring to the back of the policy, you will read the conditions which make a policy void. In case any of these conditions exist, it would be well to notify the company at once, to that effect, having proper clauses attached to overcome same.

It is absolutely necessary that the written part of your policies be identical; you will find this on the form inserted in the policy. For example, a dealer carrying groceries and hardware should be careful that part of his policies do not specify hardware without any mention of the groceries; such a mistake as this would make complications on an adjustment.

The Co-Insurance Clause

Some policies contain the co-insurance clause; this clause has no advantage, only offers a slight reduction in rate because of the fact that the company gets a larger portion of insurance than they perhaps would otherwise. Where this is made part of the policy it is necessary that you keep insured up to the required amount. If you were carrying the 80 per cent clause it would be necessary to insure to 80 per cent of the replacement value, not on what you have paid for the stock or building.

On stocks it will most likely be necessary for you to figure your inventory twice. One of the jobbing houses found that the replacement value was \$500,000 more than their cost and it was necessary to base their insurance accordingly. In case you are not up to the required 80 per cent, and should have a partial loss, you would be the co-insurer for the deficiency. It is not advisable to accept the co-insurance clause on stocks unless you keep a perpetual inventory or watch your insurance very closely. On a building the proper way to do is to have same appraised; these figures will be accepted by the insurance company during the life of the policies then in force.

Now let us pass the co-insurance clause and take up the matter of straight insurance, which is the kind generally purchased. To be fully protected you should insure your buildings to at least three-fourths the replacement value. Stocks can be insured to about the same figure

your inventory shows. At this time of year, stocks will be low and many items under-priced. Adjustments are made on the actual cash value so you would encounter no trouble in collecting your insurance if based on your inventory figures. This is true on an advancing market but not so with the reverse.

Office and Fixtures Mentioned

Be sure your office and store furniture and fixtures are covered as they are not considered stock and must be mentioned separately.

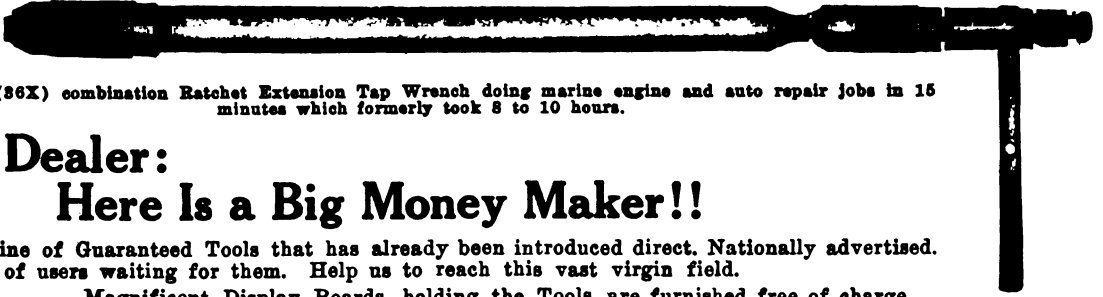
Occasionally I come in contact with a dealer who states that his rate is so high he can't afford to carry much insurance. A high rate is generally a good indication of a poor risk. No individual can afford to carry his own insurance; this is like insuring with a company who has only one risk on its books and no one would want to place his insurance with such a company. Your premium is a very small amount to pay out in proportion to a loss. A dealer having limited capital, is apt to affect his credit materially, by not carrying adequate insurance. Dealers can now place their insurance with the Hardware and Implement Mutuals at a saving of 50 per cent, or securing twice as much insurance for the same money they now pay out. These companies are absolutely reliable and have been doing business for many years.

Even though you are fully insured, you would be at a big loss replacing your stock, and opening up a new place of business. This all takes time and costs money. Remember you can deduct your insurance premiums in your income tax returns to the government, so why not buy the protection?

Furnishing Proof of Loss

There are some necessary bookkeeping requirements which are essential to furnish a satisfactory proof to an insurance company in case of loss. An annual inventory is the basis to start with. And if you have not taken stock for two or three years, you might just as well stop paying insurance premiums, as you would have a great deal of trouble to make up a proof in case of total loss.

Your books should reveal a complete record of all purchases, goods returned, freight paid, cash discounts taken, and daily record of all cash and charge sales. With these records an adjuster can easily determine the amount of stock on hand the day of the fire. By adding to your inventory the purchases less sales, deducting a percentage of profit, you have the amount of stock on hand. It makes no difference how these records are kept, but be sure your daily transactions are set down in some form and all records kept in a fireproof safe. This is very important and no merchant can afford to be without a good safe. A good book-keeping system is like the compass to the mar-



Our 18" (26X) combination Ratchet Extension Tap Wrench doing marine engine and auto repair jobs in 15 minutes which formerly took 8 to 10 hours.

Mr. Dealer: Here Is a Big Money Maker!!

A Line of Guaranteed Tools that has already been introduced direct. Nationally advertised. Millions of users waiting for them. Help us to reach this vast virgin field.

Magnificent Display Boards, holding the Tools, are furnished free of charge.

Order through your Jobber or Direct

Write for Proposition



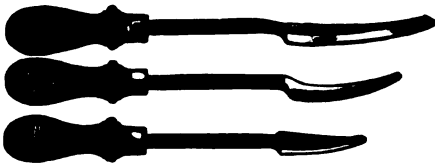
ALERT TOOL CO.

237-241 North 6th Street

Philadelphia, Pa.

MOUND TOOLS FOR THE AUTOMOBILE

STANDARD FOR 20 YEARS



Bearing Scrapers

Carbon Scrapers

Chisel Sets

Send for Catalog

Pry Bars

Cotter Pin Extractors

Mound Tool Rolls

Offset Screw Drivers

THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.

Farmers and Owners of Cars are Prospects

YOU who have in the past handled vehicles and wagons and have lost that profitable trade to the Motor Vehicle, are in a position to get the old volume and more back in handling "Utility Trailers" and without the necessity of giving service or having an expensive service department as is required where you sell motorized vehicles.

Every farmer in your community is a prospect for a Utility Trailer of some sort. Every motor truck running over your highways is necessarily a prospect for a Utility Trailer, if he is to compete with others using them, they bring truck operating cost down to a point where the profits are satisfactory, and truck operating brought out of the Red Ink.

Utility Trailers are motorless auxiliaries to the truck or passenger automobile, bringing you a clean profit when sold and a profit that is yours, not to be later paid out in shop costs of free service as in motorized vehicles.

We have some good territory open, write us for our proposition to dealers.

UTILITY TRAILER SALES CO., of Southwest
1302 Young St., Dallas, Texas

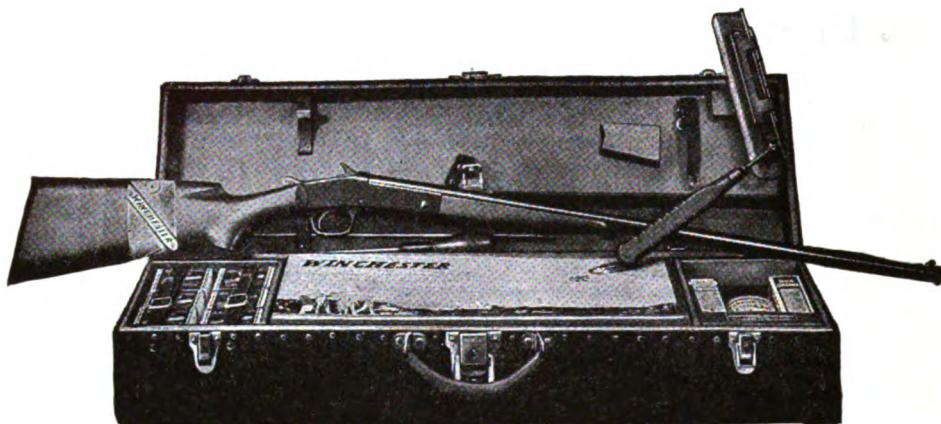
LOS ANGELES TRAILER CO.,
1328 Palmetto St., Los Angeles, Cal.



WINCHESTER



Clay Target



Winchester Junior Trapshooting Outfit



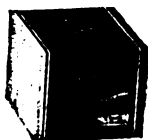
Gun Grease



Rust Remover



Gun Oil



.410-Bore Shot Shells

TWO OPPORTUNITIES FOR BUILDING NEW BUSINESS

THE merchant who has the knack of turning to his own account every possible assistance from outside sources, "cashes in" in a visable way.

The merchants who are taking advantage of the thousands of dollars in time and effort invested by Winchester in ways and means to increase retail gun and ammunition sales, are getting returns that are particularly gratifying.

For example, many dealers are telling us of their increased sales and profits since getting behind and pushing the Winchester Junior Trapshooting Outfit and the Winchester Junior Rifle Corps Range Kit.

The sales possibilities of these two Winchester items are unlimited. The high Winchester standard that you know so well is reflected fully in these Junior outfits. And the thoroughness you are accustomed to expect of the Winchester organization is being applied to the sales promotion of both.

DEALERS ARE MAKING PROFITABLE SALES

EXTENSIVE magazine advertising is being used to interest every member of the family in the Winchester Junior Trapshooting Outfit.

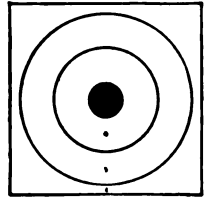
Advertisements appearing in boys' publications are accomplishing similar results for the Winchester Junior Rifle Corps Range Kit.

You are familiar with the national scope of the Winchester Junior Rifle Corps and perhaps with the field work we are doing in aid of trapshooting. We wish we could make you just as familiar with the results dealers get when they tie in with our efforts.

And these dealers are not only making immediate sales that pay profits today, but they are also creating new shooters, who will become enthusiasts and never cease buying sporting goods.

Do not delay any longer in getting your rightful share of these profits. We are ready to co-operate. Write us, and we will do so gladly—and speedily.

WINCHESTER REPEATING ARMS CO.
New Haven, Conn., U. S. A.



W. J. B. C.
Target



Winchester Junior Rifle Corps Range Kit

WINCHESTER

Buy Your Hardware Direct From the Navy

UNCLE SAM WILL SELL YOU IN ANY QUANTITY—BIG OR SMALL—AND AT PRICES THAT WILL MEAN MONEY IN YOUR POCKET.

Here are only a Few of the Items on the List;

Chopping Axes, 4½" blade.
Carpenters' Chisels, ⅜", ½", 1".
Chisel Bars, all sizes.
Pinch Bars, all sizes.
Monkey Wrenches, Knife Handle, all sizes.
Brad Awls, 1-16", 3-32", ⅛".
Buckets, 14 qts.
Lanterns, 13⅛" height.
Anvils, 25, 80, 100, 120, 300 lbs.
Portable Forges.
Ships Hammocks.
Portable Platform Scales, 600, 1000 lbs.
Double Platform Counter Scales.
Brass Scoops, capacity 30 and 240 lbs.
Jack Knives.
Scissors.
Pitch Kettles, 4 gals.
Goggles.
Shovels, Scoop and Snow.
Oak Platform Trucks.

All goods are new. They are of the best quality and all are inspected and passed by U. S. Government Inspectors.

Write today for prices on the above articles, or ask us for our complete list on hardware.

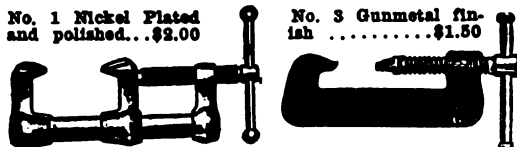
U. S. NAVY STORE

29th Street and 3rd Avenue, Brooklyn, New York

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated and polished...\$2.00

No. 3 Gunmetal finish\$1.50



Easy to operate. Fits any spring. All dealers, or sent prepaid Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.

"ANSONIA" NAIL CLIP

Made by the makers of the "Gem" Nail Clipper. Twelve in a box or 12 on a display card.

Write

H. C. COOK CO. - ANSONIA, CONNECTICUT



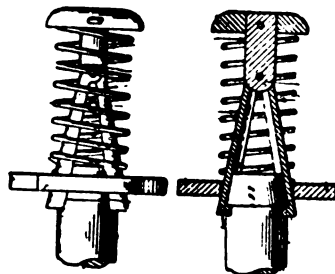
iner, and careful observance spells success and disregard spells failure.

In case of loss the first thing to do is to notify the Company by wire or in writing. If the local agent is notified, write a letter to each company carrying your risk. These may be handed to him. You have then complied with the requirements of your policy.

Goods Saved not Deducted from Loss

If not a total loss, immediately clean up the stock, drying such goods as will rust, and wipe with an oily cloth. Separate the damaged goods from the other stock, taking an inventory of both. Continue your business in the same manner, keeping track of the sales of all undamaged goods. Anything damaged is not to be disposed of until you have made settlement with the insurance company. Do just the same as though you had no insurance at all, and you will receive the same adjustment. Some people have the impression that any goods saved will be deducted from their insurance, this is erroneous. Your policies states you are insured against loss, so no deductions will be made for goods saved if they exceed the loss.

Don't overlook the home. Residence insurance is very cheap but you will find the replacement value now is very expensive.



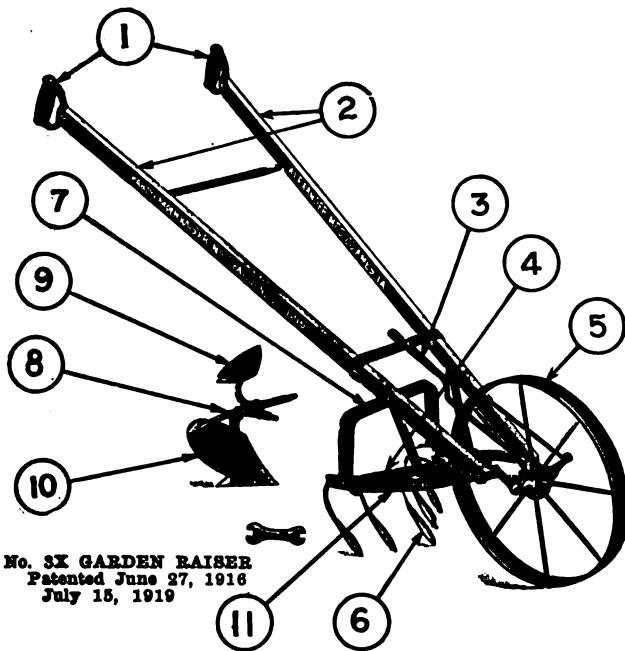
THREADLESS NUT AND BOLT

John B. Zandecki, Forest, Washington, is the inventor of a new threadless nut and bolt, which is particularly calculated to fill a long felt want among wagon owners, machinists, or anyone who has to apply or remove nuts.

The present device does away with the threads, and does not require tools to apply or remove. If used on a wagon axle, the nut is slipped on the axle after the wheel, and the wheel is positively prevented from coming off. As is evident from the accompanying illustration, the device is simple, and by the use of a spring on the nut, two shoulders are engaged in grooves in the bolt until released by pressure of the thumb and finger.

Mr. Zandecki, the inventor, is a young man and a native son of the Pacific Northwest, having been born at Salkum, Washington. His life has been spent in contact with the agricultural and industrial problems of the northwestern territory, and he is a graduate of the Modern Auto and Tractor School at Spokane, Washington. The bolt has been patented by the inventor, and he is willing to sell his patent to anyone interested in the invention.

H. W. DeMuth has sold his interest in the Pasco Hardware Co., Pasco, Washington, to D. C. Gibbs. Earl James, who has been associated with the store for some time, will remain with the firm.



No. 3X GARDEN RAISER
Patented June 27, 1916
July 15, 1919

Alexander Manufacturing Company, Inc.
Established 1913 Ames, Iowa, U. S. A.

A LETTER FROM A WELL PLEASED CUSTOMER

Alexander Mfg. Co.,
Ames, Iowa.

Gentlemen:

Three garden raisers received by express this morning. All sold. Mr. Hasler wanted one of these, but the customers wouldn't give him a chance.

Please rush by express six more of your No. 3X Garden Raisers, same as shipped before, obliging,

Yours very truly,
HASLER BROS. CO.,
Bastrop, Texas.

This is only one of the many pleasing testimonies we have on file.

The No. 3X Alexander Garden Raiser has eleven (11) points of merit and superiority. Our new 32 page 1920 catalog describes our complete line of Garden Raisers (seeders, cultivators, wheel-hoes and plows).

"THE GARDEN DESERVES
A GOOD TOOL"

Announcement



THE ATLAS TACK COMPANY Fairhaven, Mass.

finding it necessary to enlarge its producing capacity in order to enable it to properly care for its constantly increasing business, both domestic and foreign, has re-organized its business and largely increased its capital for the purpose, and will add to its productive capacity as rapidly as the necessary facilities can be obtained.

The new company, under the same management, will be known as

ATLAS TACK CORPORATION
Fairhaven, Mass.



DIXON'S Silica-Graphite Paint

A protective paint, the pigment of which is flake silica-graphite, the vehicle best linseed oil obtainable, an ideal protector for metal and wood surfaces exposed to climatic and other conditions of service.

Dixon's Paint lasts longer and is lowest in cost per year. It is invariably of first quality only, which is a guarantee of standard quality. Its reputation for economy covers over a period of 50 years.

Write for Booklet 230-B.

Made in JERSEY CITY, N. J., by the
JOSEPH DIXON CRUCIBLE COMPANY



Established 1827



SALES VALUE IN WINDOW DISPLAY CONTEST

There are few things more interesting to a dealer than to watch the results of his window displays. The differing results in interest creation and in actual sales that follow the installation of various windows have settled the value and actual sales work that a good window can stand for.

To stimulate dealer interest in window display work and to help them to create displays that will have strong attention value and sales compelling results, the Winchester Repeating Arms Company instituted in 1918 its Fall Hunting Window Display contest by offering 41 cash prizes totalling \$1000 for the best displays put into windows during that season.

The interest created was beyond expectation and many remarkably fine windows, both as attractive displays in accordance with the terms of the contest, the enthusiasm shown by the dealers and the reports of greatly increased sales, the company announced a second contest along the same line during the hunting season of last fall.

Dealers from almost every state in the United States and Canada submitted photographs of their window displays in accordance with the terms of the contest. Again the sales curve of practically every store that entered the contest showed a remarkable upward trend as a result of the displays. One dealer wrote in that his entire stock of Winchesters has been sold out within ten days after he had placed the display in his window. Still another writes thus:

"Our 1918 Winchester sales far exceed any previous year, but this fall we sold three times the amount of Winchester products we sold last year."

Sales Effectiveness Increases

The most notable thing about the window displays this year was the marked improvement shown in the sales effectiveness of the displays over those submitted a year ago. At that time the judges found a splendid collection of windows from the standpoint of attractiveness and attention value, but a uniform weakness running through them in the matter of tying up sales value with these. Now in the judging of the windows the board of judges divided its work into three parts, giving 40 per cent for attention value, the ability to attract the passerby and to interest him; 40 per cent for sales value, creating a desire for the goods, and 20 per cent for general appearance, the artistic arrangement and selection of display material.

Whereas last year the judges found an average of 33 per cent for attention value and only 22 per cent for sales value, the board this year found the latter feature had come up so strongly that it was practically as good throughout the displays as the former. As the prime factor of a display is the sales compelling result attained, this indicates an important contribution to effective window display that has resulted from these contests.

Just as the contest was divided into classes last year, so it was again this year. In each class the prizes were exactly the same, but by the division dealers were enabled to compete against other dealers who were in



While it isn't every merchant who can make such a hunting trophy display as that made by the Belcher-Loomis Co., of Providence, R. I., in every locality there are resorts that are always of local interest to the people of each community, and any enterprising merchant can easily reproduce them, feeling assured that his efforts will be rewarded through increased sales.



Every Foot of
COLUMBIAN MANILA ROPE

can now be easily and positively identified on the dealer's floor or in actual use by anyone. This Rope, if a few inches are untwisted, will show imbedded in the heart of a strand a small twisted tape. Pulling this tape out and unwinding it brings to view the colors (red, white and blue) and the signature of the Columbian Rope Company.

Think what this means;- you have the tangible evidence in every foot of Columbian Manila Rope that it is made by this Company and, therefore, is guaranteed to be not only pure Manila, but equal and in most cases superior to *ANY* Rope made.

Mr. Dealer, teach your Rope customers to look for the red, white and blue marker; it means repeated orders for you.

COLUMBIAN ROPE COMPANY
AUBURN, N. Y. "THE CORDAGE CITY"
Branches: New York-Chicago-Boston-Baltimore-Houston

253
GRO
1/4
ON
EVERY
COIL

business under similar conditions with themselves. So a dealer in a town under 2500 population, listed in class D, did not have to try to outdo a dealer in a city of 500,000, who would naturally have a greater stock and a greater wealth of material at hand to make his display more elaborate and attractive.

The contest was divided into four classes: A for those in cities of upwards to 50,000; B for all in cities between 10,000 and 50,000; C for all in towns of 2,500 to 10,000, and D for all towns under 2500. In passing it might be stated that some remarkably fine displays were found from the many class D dealers who entered the competition.

The value of trying again and the result of the interest awakened by the previous contest is forcibly shown in the fact that the first prize in class A and the super-prize for the best window of all those submitted, was won by the Belcher-Loomis Hardware Company of Providence, R. I., whose display in 1918 had been awarded eighth prize in class A. The Belcher-Loomis display attracted great attention to their Westminster store in Providence while it was exhibited and had a marked effect on sales. This display was found almost as strong in sales value as in attention value and it was a strikingly attractive window to look at.

The display represented the interior of a log cabin in the heart of the hunting country. The log walls with the bark still on and the crevices filled with moss

in themselves transported the window gazer into the woods. At the back in a comfortable fireplace swung the big kettle that spoke of refreshment to the hungry hunter after the luck of the day had been decided. Above the fireplace was set a magnificent moose head flanked on either side by two fine deer heads. On the floor of the cabin was stretched a great black bear skin with head attached. Other trophies of the hunt, fine skins, ducks, game of various kinds, completed the wall adornments.

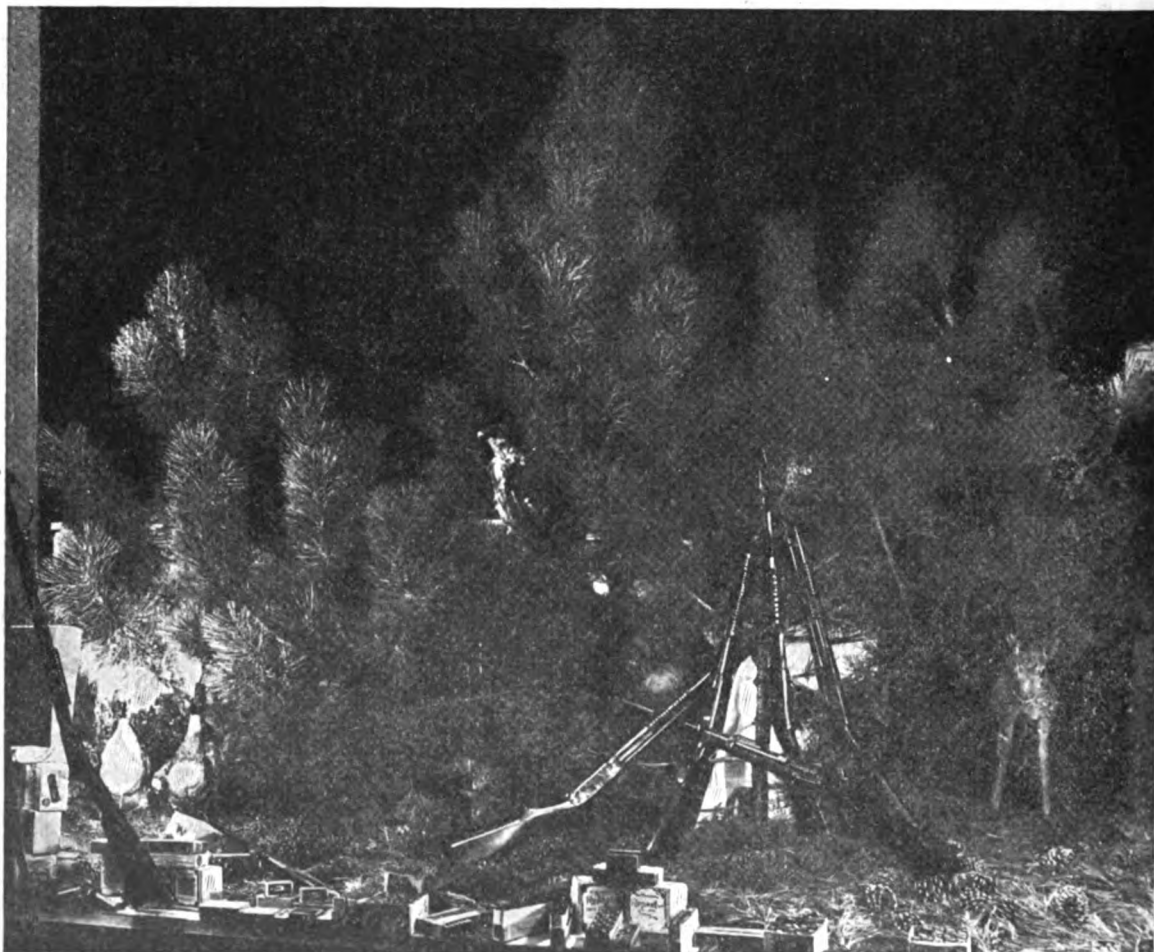
Only four guns are used in the display, but they are so arranged with the cases of Winchester ammunition which line one side of the cabin as to carry a vivid impression of the idea that they are exactly the things needed to bring home the results which the cabin so eloquently bespeaks.

It is a window which sells hunting on sight. It ties up Winchester guns and ammunition so completely with hunting that it sells the goods as the natural equipment for the man who wants to enjoy the sport the owner of that cabin has so evidently enjoyed.

Here are the winners of the entire list of 41 cash prizes:

Superprize, \$100.00—Belcher-Loomis Hardware Co.,
Class A

1. \$100.00—Belcher-Loomis Hardware Co., Providence, R. I.
2. 50.00—Ray E. Ellis Co., Wichita, Kan.



The Harlowton Grocery Co., of Harlowton, Montana, won the first prize in class D with this attractive display. While the photo doesn't do justice to it, it gives an idea of this excellent sales window. Photos of the displays in this contest will be shown in subsequent issues.



Pioneer ROOFING

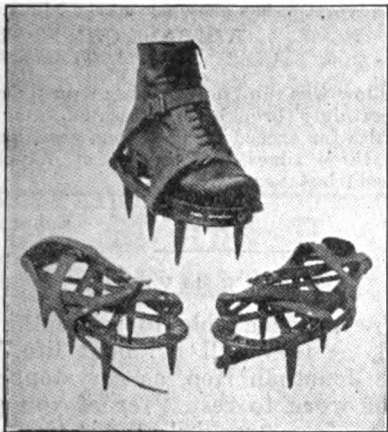
A Grade for Every Purpose

- For new buildings and for old.
- Economical, durable, easy to put on.
- Makes friends—Builds up trade.

Samples and Prices on Request
Manufactured by
PIONEER PAPER CO., Los Angeles

Roofing
Pioneer
MANUFACTURED BY
PIONEER PAPER CO.
LOS ANGELES
SAN FRANCISCO

Every Lawn Owner a Prospect



**RECOMMENDED BY LANDSCAPE GARDENERS
AND PARK SUPERINTENDENTS**

Straps on one's shoes when working or walking
on the lawn. Opens up the sod for air and moisture

**ESPECIALLY VALUABLE ON SLOPING
GROUND TO RETAIN MOISTURE**

Best Sales in Dry Seasons

COSTS YOU \$2.00—RETAILS FOR \$3.00

Try it on your own lawn and you will be an enthusiast.
Samples sent responsible merchants

Write to **A. L. RICHMOND, Distributor**
149 VALENCIA STREET SAN FRANCISCO, CALIFORNIA

3. 25.00—Kelley Hardware Co., Duluth, Minn.
4. 10.00—Warner Hardware Co., Minneapolis, Minn.
5. 10.00—Morley Brothers, Saginaw, Mich.
6. 10.00—Alexander Grant's Sons, Syracuse, N. Y.
7. 5.00—Senour Hardware Co., Tampa, Fla.
8. 5.00—Prater-Palmer Hardware Co., Chattanooga, Tenn.
9. 5.00—Knebel Sporting Goods Co., Pueblo, Colo.
10. 5.00—Bering-Cortes Co., Houston, Texas.

Class B

1. \$100.00—Peoples' Hardware Co., Gary, Indiana.
2. 50.00—Stangel Hardware Co., Manitowoc, Wis.
3. 25.00—Pacific Hardware Co., Everett, Wash.
4. 10.00—Stangel Hardware Co., Manitowoc, Wis.
5. 10.00—Wright Hardware Co., Vicksburg, Miss.
6. 10.00—Jordan Hardware Co., Willimantic, Conn.
7. 5.00—H. Kalbitzer & Son, Wheeling, West Va.
8. 5.00—J. J. Stangel Hardware Co., Manitowoc, Wis.
9. 5.00—Hubert Day & Sons, Elyria, Ohio.
10. 5.00—Sanner Hardware Co., Mt. Carmel, Pa.

Class C

1. \$100.00—W. S. Finn & Company, Austin, Minn.
2. 50.00—Central Commercial Co., Kingman, Ariz.
3. 25.00—Kalispell Hardware Co., Kalispell, Mont.
4. 10.00—Thill, Leicht & Petre Hardware Co., Two Rivers, Wis.
5. 10.00—Mabie-Lowrey Hardware Co., Roswell, N. M.
6. 10.00—Manville Hardware Co., Prince Albert, Sask., Canada.
7. 5.00—B. O. Daubert Co., Norfolk, Neb.
8. 5.00—Smith & Hoyt, Defiance, Ohio.
9. 5.00—William Gerrets Hardware Co., Waupun, Wis.
10. 5.00—W. E. Lamson & Son Co., Randolph, Vt.

Class D

1. \$100.00—Harlowton Grocery Co., Harlowton, Mont.
2. 50.00—Montesano Hardware Co., Montesano, Wash.
3. 25.00—Harris Brothers Co., Chagrin Falls, Ohio.
4. 10.00—Johns Brothers Co., Litchfield, Minn.
5. 10.00—Newton Hardware & Implement Co., Roundup, Mont.
6. 10.00—Mt. Horeb Hardware Co., Mt. Horeb, Wis.
7. 5.00—McGowan Hardware Co., Evart, Wash.
8. 5.00—A. D. Hostetter, Wellsville, Kan.
9. 5.00—Edward H. McGowan, Ogemaw County, Mich.
10. 5.00—Foe-Burritt Hardware Co., Manderson, Wyoming.

The purpose of the Winchester Window Display Contests is to stimulate dealer interest in window displays during the fall hunting season and to help him to develop effective sales display that will return him a harvest of largely increased sales and consequently increased profits. The educational value of this contest is shown perhaps most clearly in the fact that the Belcher-Loomis Company of Providence captured eighth prize in the 1918 contest in class A and in the 1919 competition landed first in that class and also carried off the super-prize for the best window of all those submitted.

Here are some of the evidences of the value of these displays received from the dealers.

Letter from Weed & Company, concerning display in their Buffalo, New York, store:

"P. S.—Frank statement, result not a Winchester gun in stock after ten day display."

"I have secured several different kinds of game birds, which were placed throughout the display, and I printed the sign Winchester ammunition gets them all. The display was in our window for two weeks, October 13th to October 27th, and during that time our sales

of Winchester arms and loads were increased over 200 per cent over any previous period."

W. STANLEY VEACO,
George W. Roberts Electrical Works,
Marysville, Cal

"As a hunting advertising medium, we feel that this window was a banner. Within three days after this scene was put in we did not have a Winchester gun of any description in the house. We even went to the expense of telegraphing your firm to forward some by express if possible. It has more than doubled the output of shells."

PEOPLES HARDWARE CO.,
Gary, Ind.

"I am sending you under separate cover a picture of our fall hunting window to be entered in your Hunting Window Contests. This, like all Winchester windows, has proved a winner when it comes to selling rifles and hunters' supplies. From the first day the window was put in our sales of these articles have been on the increase and this should prove one of the best seasons we have ever had."

L. K. BRADBURY,
Manville Hardware Co.,
Prince Albert, Sask., Can.

"This is a picture of our Winchester window this fall. It has been a big help to sell Winchester goods. This is a town of 800. W. R. Wingert is the window trimmer."

A. D. HOSTETTER,
Wellsville, Kan.

"We are sending you today via parcel post a photo of our Winchester window display, which we had in the last two weeks. We believe that this window increased the sale of guns and ammunition fully 50 per cent. Please enter same in your window display contest."

McGOWAN HARDWARE CO.,
Evart, Mich.

"We are enclosing two copies of our Winchester prize contest window display. This trim was run for a week and a half during the latter part of the hunting season. We are still perceiving the results from it in a very large sale of Winchester arms and products, in fact such a large demand as to keep sales ahead of stocks. The demand for .22 caliber guns, which it was especially to advertise, has shown a marked increase."

KIMBALL GUN STORE,
Tacoma, Wash.

"This window was run from October 8 until October 24, having certainly brought big results. Our 1918 Winchester sales far exceed any previous year, but this fall we sold three times the amount of Winchester products we sold last year."

I. C. SPRECHER'S SONS,
Ephrata, Pa.

MRS. HEP'S SAYINGS

I ain't never been able to see nuthin' so complicated, as they call it, 'bout life," observed Mrs. Jonathan Hep, as she stopped in the midst of work to rest, "fer ef you plays enuff to keep frum workin' all th' time—and works enuff to keep frum playin' all th' time, and acks durin' the day souse you ain't 'shamed of yourself at night—tha's all they is to it."

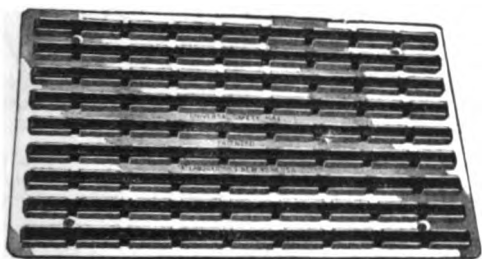
If you have an hour to waste remember other people may not be so wealthy.

NEW ALUMINUM FACTORY ON THE PACIFIC COAST

The Western Aluminum Mfg. Co. has purchased a large tract of land in Emeryville, California, and will start at once to erect a modern re-enforced steel and concrete factory, for the purpose of manufacturing full and complete line of aluminum kitchen ware, stamped, spun and cast.

It is classified that this plant, when completed will be the largest of its kind west of Chicago, both in magnitude of structure and volume of production. No expense will be spared in the construction, relative to convenience and comfort for the employees. Special consideration will be given to the welfare of the workers.

Inquiries from the trade throughout the West have been made requesting information relative to deliveries, prices, etc. This will be given at an early date and the expectation now is to have the line ready for the trade by June 1 next. Temporary offices of the Western Aluminum Mfg. Co. have been established at 207-08-09 Federal Realty Building, Oakland, Calif.



NOVEL UNIVERSAL SAFETY MAT

Shown here is the Universal Safety Mat—an absolutely new idea in running board mats. This is made on an entirely new principle from any now in use. The base is of highly polished solid aluminum. The nine heavy rubber ribs are tightly clamped by a patented process that they cannot work loose. These ribs are made of new live rubber, and are unusually high, forming deep channels that get all the mud and dirt off of shoes.

The Universal Mat is claimed to be elastic and practically wear-proof. It adds to the appearance of guaranteed to last as long as the car, and always keep its neat appearance. It is standard equipment on some of the highest grade cars. The list price is \$2.50.

If you set out to make your store attractive, do it along the lines of brightening influences rather than dull, dark decorative designs.

To be cheerful makes dull business seem better, and it helps to make it actually better. People like to do business with a cheerful man in a cheerful store.

“Why does the giraffe have such a long neck?” asks the teacher.

“Because its head is so far away from its body,” hopefully answers the boy.

REDUCE YOUR INSURANCE TAX



HARDWARE AND IMPLEMENT MUTUALS

... FOR **50%** SAVING
WRITE

CHAS. A. MCKENZIE, Manager

905 Pacific Bldg., San Francisco

L. W. SOELLERS

1138 No. Edgemont, Los Angeles

This Means Real Money for You THE HATCHER SAFETY LOCK PRACTICALLY SELLS ITSELF

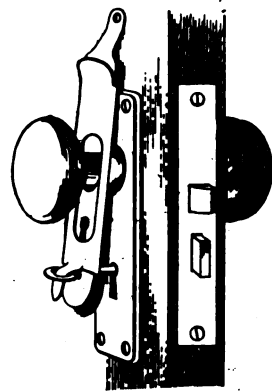
Easily put on any door. Affords absolute protection. Holds the key in a vise-like grip. Cannot be opened from the outside.

Retails for 50 Cents Each

This article will be extensively advertised. It will pay the up-to-date merchant to be the first to handle this safety lock in his vicinity.

Write for terms and advertising data.

R. H. MARCHANT CO., 2999 E. 12th St., Oakland, Cal.





LAWN REVIVERS POINT TO PROFIT

"Tickle Mother Earth, and be tickled by the results," says A. L. Richmond, distributor of the new Walker Lawn Reviver, announced elsewhere in this issue of the **HARDWARE WORLD**. Such a simple and clever device is certain to appeal to the dealer with a line of garden implements. Every owner of a lawn should be a prospect for a Walker Lawn Reviver. Each step taken, with the Revivers attached to one's shoes, drives the spikes down among the roots of the grass and allows air and moisture to enter with new life.

The retail price of the Revivers is \$3.00, and the dealers' proposition is very attractive. Those interested can communicate with A. L. Richmond, 149 Valencia Street, San Francisco, California.

H. J. GUTE INTRODUCING EASY WASHER

H. J. Gute & Co., western representatives for the Syracuse Washing Machine Corp., are announcing the Easy Washing Machine to the trade of the West. So rapid has been its development that they are now erecting a 25-acre plant at Syracuse, New York. The entire plant will be equipped with new and modern machinery. Production will be on the progressive or unit system, so that the raw materials will move forward from the stock room through the various phases of production to the shipping department.

The Easy Washer Machine is radically different from the other washers, in that it operates on the vacuum or suction principle. Two vacuum cups, inside the tub, move up and down at the rate of 60 times per minute, taking a new position on each downward stroke.

The Priscilla Ware Aluminum, which H. J. Gute & Co. are introducing to the western trade, speaks for itself, and is absolutely guaranteed to be the very highest grade merchandise obtainable by the distributor. The western representatives also guarantee that the factory can make shipment within 30 days, which is of course a great concession at the present time.

"I think your husband dresses so nicely and quietly."

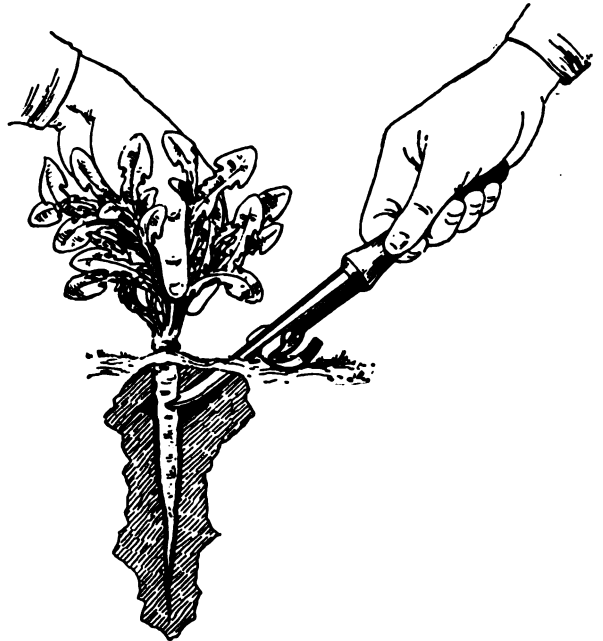
"Really? You should hear him when he loses a collar button!"

The reason that it is more difficult to see opportunity going away from us than coming toward us, is because we do not recognize the visitor as opportunity until someone else names him for us.

NEW STYLE ACME FRY PAN

The long expected, new style Acme Fry Pan of the New York Stamping Co., has been shipped to the trade, and is now available in all nine sizes. The feature of the new pan is a one piece cold handle, doing away with the necessity of an overlaying tin handle on the pan. The new handle is connected with the pan by a broad, shallow, bridge, and the handle curves over with a hollow channel underneath for the passage of air.

In the western territory the new Acme Fry Pan is to be handled as always by the William P. Horn Co., with main offices in the Rialto Building, San Francisco, and branch offices in Los Angeles, Portland and Seattle. The Seattle branch has just been added, and J. C. de Garmo, with offices in the L. S. Smith Building, will represent the William P. Horn accounts in the far northwest. Mr. de Garmo has behind him long experience and wide acquaintance in his territory, and he is a fortunate addition to the forces. George Killeets continues to represent Mr. Horn at Portland, W. A. Stone handles the San Francisco territory, and W. E. Graham is in charge of the Los Angeles office.



ROOTING FOR THE JIMMY WEEDER

Merchants who want just the little article to place on their counter and supply the customer with the very little thing he has been looking for in addition to what he came in to buy, will be interested in the Jimmy Weeder made by the Taylor Manufacturing Company at Canton, Ohio.

It is a patented device built of steel with turned wood handle. It has a 3-inch digging blade shaped so it will enter the earth as easily as a sharp pointed knife. After the blade has been inserted in the ground and the spring fulcrum comes in contact with the turf, by pressing back on the handle, you get a powerful leverage that with a few minutes' practice will allow you to bring out the entire root without disturbing the sod.

Don't sidestep responsibility. If you use any footwork at all step up to it.

The vicissitudes of fortune are the stepping stones of the wise man.

7 out of 10 shooters use

193



Quicker Turnover—Bigger Profits

MORE shells loaded with Du Pont Powders are sold than all others combined. *Seven out of ten shooters use nothing else.*

Put these fast-moving shells on your shelves and cut out the dead ones. Carry the complete Du Pont line and you reduce the number of different loads you have to carry 75%—your stock will move out more rapidly and your turnover will be faster.

The Du Pont Company has been making powder for 118 years. Their long experience and great resources are your guarantee that their products are the best that can be made. They have a plan for boosting sales in your vicinity. Ask for details—and, on your next order for shells,

Specify Du Pont Powders.

E. I. du Pont de Nemours & Company, Inc.

Sales Dept.: Rifle and Shot-Gun Powders Division
Wilmington, Delaware

Plumbing and Heating

TRADING AMONG FRIENDS

When an artisan builds a home for himself, he patronizes his fellow-workers. A plumber, for instance, decides that he will cut loose from the landlord and his annoying ways and have a home of his own. He hires some cellar diggers, masons, carpenters, plasterers, tinnermen, lumbermen, quarrymen, etc., to help him; that is he hires them indirectly. He doesn't negotiate with each craft separately but gives the job to some contractor and builder specifying that he will take care of the plumbing himself. The builder brings on the job the necessary materials and labor, but the big point to remember is that labor gets the big end of the money the house costs.

Why then should the plumber demur at the high cost of building? His friends in the building trades, the men with whom he is associated every day on other peoples' jobs, get most of the money he pays. He is helping these men and their families to live according to modern American standards of living.

And when the carpenter or the mason builds his home, he squares accounts with the plumber by giving him a job on his house at the prevailing 1920 scale of wages. It's just trading favors and on an equal basis all around.

What causes all the trouble, what makes so many men hesitate to build is wrong reasoning. The plumber thinks he should have the 1920 wage for his work, but feels he ought to have his house for about what it would have cost in 1913. That's only another way of saying he thinks his building trade friends should work for 1913 wages. Well, maybe they would be glad to do it, if the plumber when his turn to work for the carpenter or the mason on their homes would work for them at 1913 wages.

But why quibble over so simple a matter? What's the difference whether a plumber receives four one hundred cent dollars or eight fifty-cent dollars for his day's work? What difference does it make whether his house costs 4000 one hundred cent dollars or 8000 fifty cent dollars? Just remember that these good old U. S. A. are now on a fifty cent dollar basis and you won't go wrong. Don't hesitate to pay

two of your fifty cent dollars for what you used to buy for one of the hundred cent dollars. It's really the same thing except in your own mind.

If you have regarded the plumbing and heating trade as a young man's job, you have been thinking that workmen just naturally graduate into positions as bosses or managers as they get older—without regard to whether they deserve the advancement or not.

Your trade is a job for a man who knows how, and after a score of years of experience you ought to be able to do better work and give better satisfaction to the people who have the work done.

Fit yourself physically now for continuing to work as long as you live. You want to wear out, not rust out. Fit yourself mentally for doing better work, for handling your work more intelligently every year you work at it. You can make yourself so good that at 50 or 60 or more your services will be in demand by the best men in the trade in your town.

RENEWING METAL LACQUERS

Dealers in lighting fixtures, plumbing supplies, hardware, metal beds, etc., sell a great many lacquered goods. After a time the lacquer wears off, especially in case of articles subjected to wear or much handling. When the metal is exposed it oxidizes and loses its attractive appearance. At this point many customers register complaints re the quality or durability of the goods.

The best answer to these complaints is the suggestion that the customer purchase a package of the same lacquer used on the goods when new. It is obtainable in combination packages, with thinner, sponge and brush; also directions for applying it. These directions are simple and easily carried out.

Dealers in lacquered metal goods should have on sale the relacquering materials. There's a profit in them, and the complaining customer is better satisfied if she can get them at once than if she has to hunt around several stores to find what it is suggested she use to renew her pieces, whatever they may be.



The M. L. Kline Co.

WHOLESALEERS

**PLUMBING, HEATING. MILL
and STEAM SUPPLIES**

EXCLUSIVE AGENTS FOR

DURABLE PRODUCTS—

Valve Discs
Rod Packing
Sheet Packing
Union Gaskets
High Pressure
Gauge Glasses

DURABLE denotes QUALITY

SOLD ON A SERVICE BASIS

84-86-87-89 Front St., Portland, Ore.

The President

of this corporation has devoted his life to the study of the small items of merchandise used in your line of business.

THEREFORE



Registered

**Plumbing Specialties
are Dependable**

Ask us for the material to make your repairs. Our service is individual.

C. W. B. CORNELIUS CO., INC.

Manufacturers of

PLUMBING SPECIALTIES

209-211 Tehama St., San Francisco



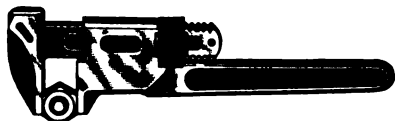
Trimo Pipe Wrench
in steel or wood handle.



Trimo Pipe Cutter
one or three wheel



Trimo Chain Wrench
Eight sizes, take pipe 1/8" to 15"



Trimo Nut Wrench
steel handle only

The Word TRIMO

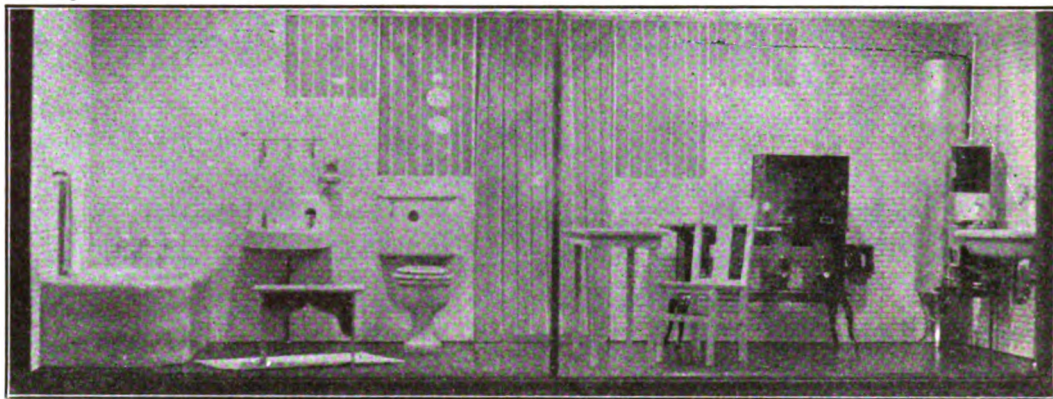
stands for good tools made by the Trimont Mfg. Co., which are the following:

*The Trimo Pipe Wrench
The Trimo Chain Pipe Wrench
The Trimo Monkey Wrench
The Trimo Pipe Cutter (Hand)*

The four good points that make the Trimo Pipe Wrench superior are the **Spiral Spring**, always in place, the **Steel Frame**, that will not break, the **Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle, that can be replaced when worn. **Save time and money and buy Trimo tools, made by**

TRIMONT MFG. COMPANY

ROXBURY (BOSTON), MASS.



Here is a window of plumbing fixtures made by Wells & Wade, at Wenatchee, Washington, which would appeal to the architect, the home builder and the housewife. Instead of strewing a number of fixtures over the floor of the window, here we have a representative selection of fixtures as they appear installed under the most modern and advanced conditions. Surely if the instinct to buy can be engendered by the visible representation, such a motive has been induced by this window. It is to be noted that the representative fixtures in all lines, the kitchen, the bathroom, and the laundry, have been included. The "Hardware and Plumbing World" is always eager and anxious to reproduce just such trims or displays by any of its readers, or by any of the members of the trade, for the sake of its interested readers.

NORTHWEST LOSES PLUMBING LEADER

With the passing of James Beggs, the Portland Master Plumbers lost a stalwart member and the plumbing trade of the Northwest was robbed of a spirit that was always active and valuable in his thought and support. As typical of the feeling for Mr. Beggs in the trade, the following resolution was adopted by the Tacoma Master Plumbers and Heating Engineers Association and conveyed to the Portland Association of Master Plumbers:

"Whereas, Our esteemed co-laborer and friend, James Beggs, has been removed from the scenes of Earth, and,

"Whereas, Our long acquaintance with Friend James Beggs has greatly endeared him to us as a gentleman, and an honored member of our profession, and,

"Whereas, The cause of our endeavor has lost an able and distinguished member, who devoted his energies and talents to the furtherance of our profession, and that we received both inspiration and encouragement from his wise and kindly counsels,

"Therefore, Be it resolved, that we Master Plumbers and Heating Engineers Association of Tacoma express our deep sorrow that we have lost our friend and professional associate, and that the cause of our trade has been deprived of so wise and able a craftsman,

"And further, that we extend to you and the bereaved family our heartfelt sympathy in this great sorrow.

F. C. GROSSER, President.
A. M. GODDARD, Secretary.

Dave Powell, plumber at Colfax, Washington, is moving his shop from the Barroll & Mohny Building to the Grobe Building.

Business is more or less of a grindstone. Some people are sharpened and made wonderfully keen, and others are marred and dulled by the same turn of the wheel.

Chas. McDonald has opened a plumbing shop at Wilhows, California, and is prepared to figure and take jobs for any work in his line.

A new plumbing firm has been established at Modesto, Calif. The firm is composed of J. E. Noonan and J. Fowler, and will be known as Noonan & Fowler.

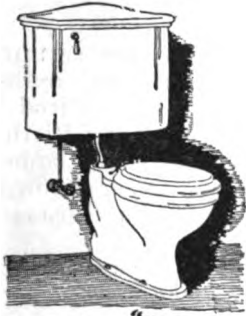
Two new plumbing establishments have been organized at Yakima, Washington. Chas. Wiley will conduct his own shop and the Yakima Plumbing and Heating Company has been organized by Fisher and Drinkwater.

Lon Stultz has commenced the erection of a new two story brick building at Charleston, Wash., the first floor of which will be occupied by his plumbing shop. The building will cost approximately \$10,000.

About 100 Pasadena, California, plumbers recently banqueted, with Adolph and Robert Mueller of Decatur, Illinois, large plumbing manufacturers, and Albert Keveney of Chicago, prominent publisher, as guests for the evening. President Wm. F. Creller of the Plumbers Union, was toast-master at the banquet.

A. J. Wheeler & Sons is one of the oldest and busiest establishments at Corning, Cal. S. A. and W. St. Clair Wheeler, the two sons, are associated with their father in the business. They are doing an excellent business in installing irrigating and water systems, heating, plumbing and sheet metal work, with experienced mechanics in charge of the work.

Following are the officers of the Pasadena Plumbers Association as elected at a recent meeting: President, Denneth Frazer; Vice President, Larry Johnson; Recording Secretary, Ray Patterson; Financial Secretary, Henry Alden; Past President, Paul Benner; Sentinel, Ralph Holmes; Executive Board, Robert Clapp, Arthur Creller, Joseph Hayden, Daniel McLain and Harry Mayhew.



The Silent "Kwy-eta"

A Known Product

Pacific advertising has educated thousands upon thousands of Pacific Coast people to the quality and beauty of

PACIFIC 
PLUMBING FIXTURES

FOR SALE BY ALL JOBBERS

Main Offices

67 New Montgomery St., San Francisco

Factories

San Pablo and Richmond, Calif.

Branches

Los Angeles, Portland and Salt Lake City

GENUINE

ARMSTRONG STOCKS and DIES



PIPE CUTTERS

Malleable Iron Pipe Vises

MANUFACTURED BY

THE ARMSTRONG MFG. CO.

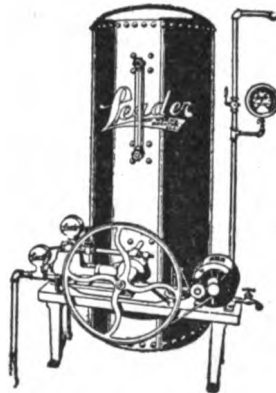
276 Knowlton St.

BRIDGEPORT, CONN.

New York Office: 248 Canal St.

Leader TRADE MARK

WATER SYSTEMS



FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS

PACIFIC PUMP & SUPPLY CO.

853 Folsom Street

San Francisco, California

Sole Distributors

When You Are Fifty

WHO is going to want your services when you have rounded out half a century? Are you going to be the kind of plumber or contractor or employe who will be worth more wages and increasingly useful on the job when you get past 50, or are you going to be the kind who will be dropped as soon as the first gray hairs appear? asks Frank Farrington.

When they begin to say of any business man, "He isn't as young as he was once," there are more or less people who begin to think, "Well, Bill is a good old scout all right, but you can't expect to get the same up-to-date service from these older fellows. It takes the young men to adopt the modern methods.

Up to You

It is squarely up to you whether you are valued more at 50 than you were at 30, or whether you are thrown into the discard as soon as you get to the point where you know the trade thoroughly.

At first thought the young fellow in the 20's and 30's says that this fifty years stuff doesn't concern him, that it will be time enough to worry about age when age comes. The younger men think that by the time they are 50 they will have businesses of their own and will be so well established that nobody will care what their age may be.

It is easy enough to believe all that when 50 is a score or more of years ahead and when we are filled with ambition and confidence. But it is worth while, even in your 'teens, to give a thought to what is going to happen when you get to 50.

For one thing, 50 comes a good deal sooner than you expect, and out of a hundred plumbers, clerks and workers in that line or similar lines, who think that at 50 they will be their own boss and financially safe enough, most of the number will be disappointed in that respect.

They will be disappointed for the reason that the law of averages is against a large percentage of them growing into successful business owners. And the law of averages is against them because the average man does not work hard enough or use enough intelligence. He does not deliberately fit himself to be something better at 50. He does not look ahead. He takes things as they come.

There is nothing the matter with the plumbing and heating trade for a man in the fifties and sixties, as employee or employer. The experience and judgment and intelligence of a man of many years in the work ought to be worth a good deal in that trade. Such a man may be the most desirable of all workmen, and he certainly is a better manager of such a business than a young chap who has not been all through the mill.

As an employe your age certainly is not going to exercise any arbitrary influence upon the situation. You will not be fired simply because you have reached your fiftieth birthday. If you are dropped at 50 it will be because you are not good enough. Others crowd you out, not because you are 50, but because they are better employes.

In the first place, if you expect at 50 to be able to hold your own with younger men, it is important that you take care of your health in order that you may not be a broken down old man at an age when you ought to be physically fit for a good day's work and mentally superior to any of the younger men.

Of course you should take care of your health for the immediate value of good physical condition, because you cannot be a hundred per cent efficient in your present work if you do not feel fit, but especially important is the physical preparation for your later years.

Whether you are going to continue the plumbing trade or retire and live on your wealth, you want health at 50 or 60 more than you want it now. What pleasure can you expect to get out of plenty of money and a score of years of life after 50 if you have to live with one foot in the grave and the other in a sanitarium?

You take out endowment life insurance so you may profit financially by it at sixty. Is it any less important that you invest carefully in health for use later?

Depends on Yourself

Whether you are wanted at fifty or not will depend first upon your being physically fit to do the work. It doesn't matter how much you know or how valuable your experience if you haven't the strength to make use of your ability.

Of course you will not be expected to show the pep of a young fellow of twenty. The younger man's great asset is his youth, his enthusiasm and his ability to learn.

We hire a young man of no experience because of what we think he is going to be. At 50 you must have developed the ability the young man is expected to develop and you should be cashing in on it by that time.

At 50 you ought to be able by reason of your experience, to do more work than a twenty-year-old because you can do it the best and the quickest way and make the least mistakes. The energy and the ambition of the twenties ought to be more than offset by the wisdom and judgment of 50.

If at 50 you have fairly good health and have not lost your nerve, you ought to be prepared to tackle any proposition. You should be able to get more business, make better sales,



MADE WHITE STAYS WHITE

Years of actual service under all conditions, have established the reputation for permanent wearing quality of

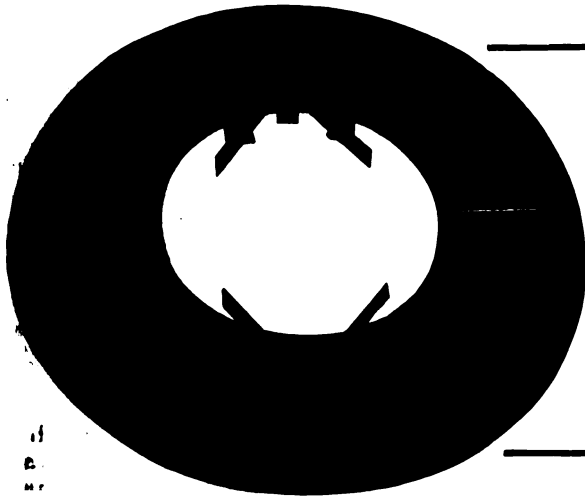
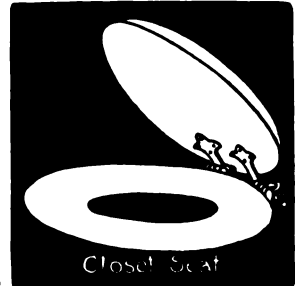
Genuine Pyralin Snow White Bath Room Fixtures

All our products are made strong and durable and are covered with **genuine Pyralin**—a pure white substance applied in sheet form with our patent process. Easily kept purely sanitary by the use of soap and water.

In buying white bath room fixtures insist upon the **genuine Pyralin**.

C. F. CHURCH MFG. CO.
HOLYOKE, MASS.

These goods can be obtained from the **LEADING JOBBERS. INSIST ON THEM.** If you cannot get them address for information, W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. Sold by Holbrook, Merrill & Stetson, Crane Co., A. H. Busch Co., and leading jobbing houses.



THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

The Beaton & Cadwell Mfg. Co.
NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. E. Devereux, No. 358 Beaver Hall Square, Montreal, Quebec, Canada.

"Pittsburgh"

AUTOMATIC GAS WATER HEATERS

PITTSBURGH WATER HEATER COMPANY - - - PITTSBURGH, PA.

secure more contracts. You should by that time know how to handle people as well as how to handle tools. You should have acquired such a knowledge of the trade as would make your opinions and your advice valuable enough to be sought by everyone. Any prospective customer with good sense knows that a young man in the trade has much to learn about it, and you have the advantage of the youthful competitor, or the beginner in the work.

You can just as well have people coming in and asking to do business with you, and sending their friends to you, because "He is an old experienced plumber," as to have them turning away with the thought, "I don't want to do business with that old fossil."

As a business man, a good deal is going to depend upon your appearance, upon your looking prosperous and business-like. If you are shiftless about your appearance, you will be regarded as a second-rater. The habits you are going to follow when you get a business of your own and have to meet men who come in to discuss business will be the habits of your younger days.

If you don't think it worth while to clean up and make a good appearance now when you go out on the street on other errands than rough jobs, if you are always perfectly satisfied to go about during working hours looking like a coal heaver just off his coal pile, you will be very likely to feel no interest in your personal appearance when at 50 you are trying to hold down the selling end of the work. Dress for your work; yes, but don't over-dress the part. Don't look black and grimy when there is no need for it. No one is going to think more highly of you or your work because you get just as black as you possibly can while on the job.

The Exeter Plumbing and Sheet Metal Co. have leased a new building at Exeter, Calif., to which they will move their business. They do a big business in plumbing and sheet metal work, and this move will give them facilities to take care of their rapidly growing business.

Quality, Efficiency and Durability



Patented
No. 65, Quart
Torch
No. 66, Pint
Torch

are the three essential points each mechanic must consider carefully when purchasing tools. Some mechanics overlook these points, yet they try to compete with their more progressive competitors. Experience has taught many that such an undertaking is unsuccessful. You must buy the best to get the best results.

Merely as a suggestion, try the "Always Reliable" when you again need torches, furnaces and braziers. You will then, also, be on our large list of satisfied users.

Your nearest jobber has our goods in stock or will stock them for you.

OTTO BERNZ CO., Newark, N. J.

WHAT HAPPENED TO THE DIRECTOR WHO DID NOT DIRECT

(Copyright by Elton J. Buckley)

Not long ago five men, all from small towns and cities, gathered in my office on business connected with the formation of a corporation. They were all men of affairs in their home towns. One was a large hardware dealer, one an insurance agent, one a doctor, who also ran a drug store, the fourth had a large automobile agency and the fifth lived on the proceeds of extensive real estate holdings.

I had just been reading the decision in a case which I will discuss presently, and, after the business was over, I asked them this question: "How many of you men are directors in some company?"

They all were. One had to think hard before he knew, but finally remembered that he was a director in a local brewing company. One was a director in his local bank, and always attended the meetings because it was to his business interest to do so. A third was director in a creamery company and never attended any meetings, a fourth was director in a real estate promotion company and never attended any meetings and the fifth—he was the man who had forgotten entirely—recalled that he was also director of a little company operating a hosiery mill in his town. He never attended any directors' meetings either.

My observation is that the more successful a business man is in his home town, the more certain he is to be asked as a director of something. Sometimes he attends the meetings and knows what is going on, but more often he never attends them and does not know what is going on.

My mind was full of the case just decided, which involved a friend of mine, and I told these five men the story of it. For the same reason I tell it here to the many thousands of business men who read these articles.

This friend, whom I call Fitz, was also a business man who because of his success, had been asked to become a director of a real estate and insurance company. Fitz was an intimate friend of the president of the company and had some banking connections with him. He was invited in out of compliment and to have the prestige of his name, with the promise that he "needn't bother to attend any meetings, the rest of us will attend to that."

And he didn't attend any of the meetings, except one, though he remained a director for six years. At the one meeting he attended, a dividend was declared, after a statement of the company's financial condition was rendered by the treasurer. Fitz, believing the statement, voted for the dividend, which amounted to nearly \$3,000.

Lever Handles and Knobs

WITH
ROSES AND KEY ESCUTCHEONS

OCTAGON, SIZES 2½" TO 5"

ALSO

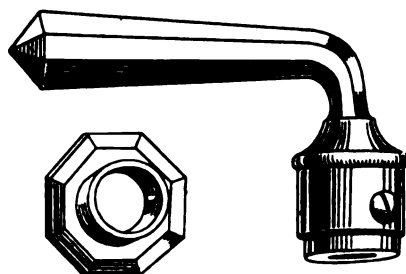
Plain, Fluted and Other Designs Threaded to Fit Your Spindles

SPECIALS TO ORDER

*Door Handles, Casement Fasteners, Sash Lifts
Kick and Push Plates, Etc.*

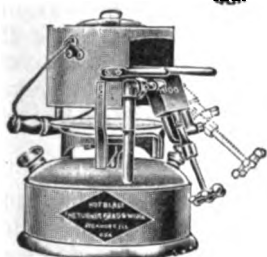
WESTERN BRASS MFG. CO.

Phone Sutter 2417 217-19 Tehama Street, San Francisco, Cal.



No. 803
Octagon Design

TRY THE **TURNER** HOT BLAST ^{TRADE MARK} Gasoline Furnace No. 36



No. 36. \$24.80 list.

SYCAMORE, ILLINOIS, U. S. A.

This is admitted by copper workers, plumbers, and electricians to be the best all-around furnace that can be obtained. It is well made of heavy gauge seamless drawn steel, copper plated inside and out and finished with blue enamel. A furnace which will withstand the acid used in connection with plumbing and electrical work. Our catalog is free.

THE TURNER BRASSWORKS



No. 32 Torch
List Price,
Each \$16.00
Ask for
Discount

CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.

USE C. & L.

Torches and Fire Pots and you will save time and money. The No. 32 is the best combination quart Torch on the market. With it, you can do your work quicker and better with less fuel expense; in fact, the user will save his cost in the saving of fuel alone. The burner is made of special generator metal; the tank of heavy gauge, seamless, drawn brass, re-inforced. The No. 32 will outlast several of ordinary make. All leading Jobbers supply at factory price. Send for catalog.

Dependable Tanks



If you desire the best, choose our

"Copper Brazed" Construction

Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO.
Pittsburgh, Pa.

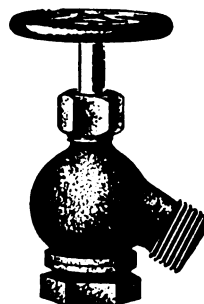
38 SOUTH DEARBORN ST., CHICAGO, ILL.
Factory, Oakmont, Pa.

Garden Hose Valves

OF

Recognized Quality

Which command repeat orders for you



Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.

Later it was found that the company had been very badly mismanaged, and that it was actually insolvent when the dividend was declared. The creditors of the concern then sued Fitz and other directors on the ground that they had sat by and allowed the business to be mismanaged, and had dissipated its funds, already too small to pay its debts, in illegal dividends. Fitz defended on the ground that he took the word of the officers of the company as to the condition of the company, and that he had no personal knowledge. The court said that was where he was derelict, being a director he should have had personal knowledge. And they made Fitz pay back all of the \$3,000 dividend out of his own pocket. This was the core of the decision:

1. Directors of a corporation are liable to the corporation and its creditors for failure to exercise reasonable and ordinary skill and diligence in conducting the business of the corporation.

2. One who suffered himself to be elected and continued as a director for over six years without giving the corporation's business any attention, and who, at the only directors' meeting he attended, participated in the declaration of a dividend, which impaired the corporate capital, without knowledge or investigation of the company's affairs or report of the business or financial condition of the corporation as required by the By-Laws, and in the face of the fact that it was then necessary to borrow money to meet current expenses and when a reasonable investigation would have disclosed the absence of net earnings, is guilty of such negligence as to render himself personally liable to the corporation and its creditors, since such conduct constituted a breach of trust.

I find that very few business men know clearly what they are taking on themselves when they consent to become a corporation director. They are flattered at the invitation, especially when it is coupled with the pleasant statement: "We only want the advantage of having your name; you needn't pay any attention to the matter at all." And that is true—a director needn't pay any attention to the business of the company, but if he doesn't, he is in very grave danger of being held personally responsible for the loss resulting from the company's mismanagement. Not for any share of it, but for every cent, if he happens to be the only one financially responsible. Directors are provided to direct, not to sit back and let somebody misdirect.

"What happened to that fellow, Jones, who was stabbed with a pair of scissors the other day?"

"He died of sheer exhaustion."

William Fisher and Edgar O. Drinkwater will open a new plumbing shop at Yakima, Wash., which will operate under the name of the Yakima Plumbing & Heating Co.

W. H. Gibson and Mr. Farrer have purchased the plumbing establishment of Busch & Busch at Bishop, Cal. Both are experienced plumbers, and expect to do a large business in their line.

AN ALPHABET OF SUCCESS

A—A—A

Always striving to do my very best, hour by hour, and day by day, remembering that life is not lived or achievements won in large chunks, but rather in infinitesimal portions of seconds and moments.

B—B—B

Being strictly observant of the rights of others as well as myself, remembering that the Golden Rule is a never-failing law which, if obeyed, brings happiness and satisfaction, and if disobeyed, invariably leads to selfishness, loss of friends and disaster.

C—C—C

Counting myself happy and fortunate to have difficulties and obstacles to overcome, in order that I may develop my own strength of character, executive ability and reasoning power. Not that I for one moment think that others are offered upon the altar of my possible development, but rather that others who meet me are caused to cross my pathway that I may have an opportunity to serve.

D—D—D

Doubting not for one single moment that life is a great preparatory school for the boundless future which we will all enter some day; and believing thoroughly that if I live in harmony with the Inevitable Law, that I will manifest through my own being, life abounding, joy, and financial success, for every human being is a spark of the Divine—the source of all power and the storehouse of all energy and riches.

E—E—E

Everlastingly working to the end of bringing into actual reality, the blue prints I have made out, of what I want my life to be and to accomplish, for if I drift I shall get nowhere in particular; but if I labor and march with a definite goal in sight, I shall at least make part of the journey, and perhaps I shall reach the point for which I fared forth.

F—F—F

Forgetting the seeming injuries and injustices met from time to time, except to be deeply thankful that I am the subject of such injustice, rather than the perpetrator; and being thankful that I have the chance to show the godlike spirit in me by returning, cheerfully, good for evil.

G—G—G

Going out of my way to bring help to the needy, and to gain for myself further light and help upon the everyday problems which I am called upon to meet; not forgetting that I am oftentimes in danger of becoming so calloused to the commonplace that I fail to see the romance and opportunities of everyday life.

H—H—H

Hearing respectfully to those who have truth to offer, and whose experience can save

YOU GET THE SIMPLEST AND BEST
COCK EVER MADE when YOU SPECIFY

B. B. HIGH PRESSURE BALL COCK



Has Only One
Packing Which
Is Readily
Removed

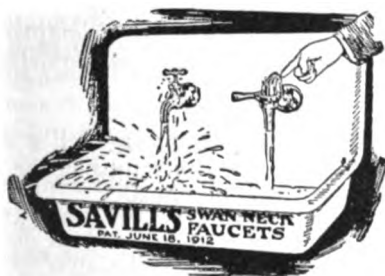
They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY

Bacon and Filmon St., Waltham, Mass.



Sold by Jobbers of Plumbing Supplies Everywhere

OVER 1200 PHILADELPHIA PLUMBERS

ARE USING AND SPECIFYING

SAVILL'S SWAN-NECK FAUCET

Full-stream flow in a fraction of a minute.

Gentle half-turn either way operates.

Protective Stop on handle. Saves pinching.

Best red brass, 85% copper. Saves replacing.

Long nozzle-outlet. Saves splashing.

THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.

Send postal card for catalogue showing 23 styles.



Revolving Cabinets

PLUMBERS, Hardware Dealers, Dealers in Auto Supplies, find our Cabinets invaluable. By using our Cabinets your stock is kept in good shape, clean, and where you can place your hand on any article instantly. They pay for their cost in saving of time. Made in various styles and sizes. Sold by all jobbers.

American Bolt & Screw Case Co.

Dayton, Ohio



No. 10 Steel $\frac{1}{4}$ " to 4"

Plates that Please

ORDER NOW

and be ready with a stock

Increasing Demand for "B & C" Styles

Catalog on request

THE BEATON & CORBIN MFG. CO.

Largest and Oldest Plate Company in the World.

Pacific Coast Representative

W. ERWIN GILCHRIST

681 Market St.

San Francisco, Cal.

me from error, grievous blunders and sad waste of precious time.

I—I—I

Intentionally using every means in my power to broaden and improve the worth-whileness of my own character, by business service, and my home life.

J—J—J

Judging others as kindly, sympathetically and tolerantly as I hope they will judge me.

K—K—K

Keeping myself in fine physical condition, that the real I need not be handicapped by a poorly adjusted, out-of-order, ineffective piece of physical machinery.

L—L—L

Learning consciously and humbly the lessons of everyday, that I need not repeat the second time the errors I have made the first time through ignorance.

M—M—M

Making every day count for all it is worth, in view of the fact that no day can ever return, and no money can beg, borrow or buy one to take its place.

N—N—N

Noticing closely the relation of cause and effects which make for success and failure, happiness and unhappiness, friends and enemies, wealth and poverty, in those about us.

O—O—O

Observing a proper distribution of the days and hours of the week, for there is such a thing as intemperance in work, intemperance in pleasure, intemperance in business absorption. The man who has not time for reasonable recreation is poor indeed, although he has millions; and the one who disregards the Sabbath and its observance is setting a bad example to others and is losing himself more than he can possibly realize.

P—P—P

Paying every obligation promptly, whether it be social, moral or financial, remembering that I have a duty to family, to employes, to neighbors, to community and to the nation to which I owe allegiance.

Q—Q—Q

Questioning carefully the soundness of every business proposition presented to me that I may make no mistakes which will cloud my days or make anxious the future.

R—R—R

Respecting and giving honor to those to whom respect and honor are justly due.

S—S—S

Smiling as often as possible and looking for pleasant things and humorous ones to smile and be cheerful about; always being careful that smiles are good-natured and leave no sting in the heart of anyone.

T—T—T

Teaching those about me the best I know, by setting the right example of promptness, efficiency, earnestness, thoroughness, persistence and consistency.

U—U—U

Using all of my leisure time in such a way that it will build me up and strengthen me for the business hours which lie ahead.

V—V—V

Venturing only into safe paths, for experience and observation have taught me that to go security for another man; to invest my hard-earned dollars to finance a stranger's proposition, or to take any risks of any kind which can be avoided is exceedingly poor business.

W—W—W

Watching carefully the details of my business and my personal affairs, not necessarily attending to every item myself, but holding somebody responsible for attention to these points, that my success shall not be undermined by slow leaks.

X—X—X

X-ing out the weaknesses in my own life and business administration with firm hand and mind as I meet them, recollecting that most of the failures I have met have been caused by people who always justified their own faults and clung to them tenderly, never admitting—even when convinced—that such faults existed. It takes a strong man and a determined char-

**WE
WELD
ANYTHING**

"WE KNOW THE STOVE REPAIR BUSINESS"

Stove and Furnace Repairs

**WE
WELD
ANYTHING**

MYER S. RUBENS
STOVE AND FURNACE REPAIR WORKS

We Furnish **DUPLICATE ORDER BOOKS** Free on Request
"We Know the Stove Repair Business"

WE know your wants and can fill mail orders 99-100% correct and with dispatch. We can supply parts for over 500,000 different Stoves, Ranges and Furnaces from Spokane. 15 years experience filling mail orders for Stove Repairs in Spokane.

MYER S. RUBENS STOVE AND FURNACE REPAIR WORKS

1009 W. First Ave., Spokane, Wash.

acter to say, "Here is a word, or a habit, or a practise which mars the symmetry of my life page. I will X it out for ever!"

Y—Y—Y

Yielding to impulses of kindness, generosity and the inclination to accept a reasonable amount of civic responsibility, that I may give as well as gain.

Z—Z—Z

Zealously guarding my reputation from all which might blemish or mar, for the good opinion of the people with whom we live is worth gaining and holding, but never worth sacrificing principle to win. In the end, however, the man who is honest and has the courage of his convictions, will be recognized as a man's man, a man among men, and a captain in his own particular line of industry.

SHADOWS OF HISTORY

"William the Conqueror," read the small boy from his history, "landed in England in 1066 A. D."

"What does A. D. stand for?" inquired the teacher.

The small boy pondered.

"I don't exactly know," he said. "Maybe it's after dark."



No. 1 Fire Pot, List Price, Each \$27.20
Ask for Discount

Look Well to Your Stock of C. & L. Fire Pots and Torches

And be in position to quickly supply the increasing demand. There are many rush orders for repairing and new work and the user can do his work quicker and better with a great big saving in fuel expense by using the best Fire Pots and Torches on the American market, for they are made by experts, skilled in the line, from the best materials that money can buy. Jobbers supply at factory price. Send for catalog.

CLAYTON & LAMBERT MFG. CO.,
DETROIT, MICH., U. S. A.



Nye the Die Man
Pipe Die Maker to Those Who
Know.

Shoveling Snow With a Pitchfork

You wouldn't hire a man to shovel snow and then give him a pitchfork to do it with.

Why pay a man good wages and then furnish him poor tools?

NYE DIE

will thread pipe quicker and better than any other die. It saves wages and worry.

If you use a die yourself, your own time ought to be worth something.

The patented features of a Nye Die have placed it in a class by itself.

Made of the finest tool steel obtainable and tempered in oil. Every one guaranteed.

NYE, THE DIE MAN

The Nye Tool & Machine Works

108-128 No. Jefferson St.
Chicago, Ill.

P. S. Don't forget to try a Nye thin blade
cutter wheel.



Solid Die



Cutter Wheel

DEALERS!!

"Lifetime"
Trade Mark
the Guarantee
of Quality



**Manufactured
at
Oakland**

ALUMINUM PRODUCTS CO. Of the Pacific Coast OAKLAND, CALIFORNIA

Spokane Stove & Furnace Repair Works

INCORPORATED

SPOKANE, WASHINGTON

Jobbers and Wholesalers OF Stove Repairs

MANUFACTURERS OF

ORIGINAL
STOVE
REPAIRS

DIAMOND
BREAKOFF
BACKS

Efficient Service : Superior Quality : We Solicit Your Inquiries

"The Largest Stove Repair House in the Northwest"

Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic

	Box.				
Blank Rim Fire	Semi-Smkls				
22 Short	Less Smkls				
32 Short					
Blank Center Fire—					
32 S & W					
38 S & W					
38 Long Colt.					
44 W O F.					
Shot Rim Fire—					
22 Long					
32 Long					
Shot Center Fire—					
32 S & W					
32 W C F.					
38 S & W					
38 W O F.					
44 W C F.					
44 X L					
44 Game Getter					
Rim Fire, Ball—					
BB Caps					
CB Caps					
22 Short					
22 Short H P.					
22 Long					
22 Long H P.					
22 Long Rifle					
22 Long Rifle H P.					
22 W B F.					
22 W R F. H P.					
22 Win Auto					
22 Win Auto, H P.					
25 Short Stevens					
25 Stevens					
32 Short					
32 Long					
38 Short					
48 Long					
41 Short					
Center Fire Pistol—					
22 Win SS					
25 Colts Auto					
25-20 Single Shot					
25-20 Win					
25-20 Win HV					
7.63 MM-Mausier					
7.65 MM-Mausier					
9 MM-Luger					
32 Colts Auto					
32 Colts Short					
32 Colts Long					
32 Colts Police Positive					
32 S & W					
32 S & W Long					
32-20 Marlin					
32 Winchester					
32-20 Win HV					
35 S & W Auto					
38 Colts Auto					
38 Colts Short					
38 Colts Long					
38 Colts Police Positive					
38 S & W					
38 S & W Special					
38 Winchester					
41 Colts Short DA					
41 Colts Long DA					
44 Bull Dog					
44 S & W Amer					
44 S & W Rus					
44 S & W Special					
44 Webley					
44 Winchester					
45 Colts					
45 Colts Auto					
Center Fire Military and Sporting—					
22 Savage					
250-3000 Savage					
25-21 Stevens					
25-25 Stevens					
25-35 Winchester					
25-35 Short Range					
25-36 Marlin					
25 Remington Rimless					
6 MM U S N					
7 MM Spanish Mausier					
7.65 MM Bel Mausier					
8 MM Mausier					
9 MM Mausier					
80-80 Winchester					
80 Remington Rimless					
80 Government Rimless					
808 Savage					
82 Remington Rimless					
82-40 Winchester					
82-40 Winchester H V					
82 Winchester Slt Ldg					
82 Winchester Special					
88 Winchester					
35 Remington Rimless					
35 Winchester					
35 Winchester Slt Ldg					
351 Winchester Slt Ldg					
38-55 Winchester Lead					
38-55 Winchester HV					
38-56 Winchester					
40-60 Marlin					
40-60 Winchester					
40-65 Winchester					
40-70 Winchester					
40-72 Winchester					
40-82 Winchester					
401 Winchester Auto					
405 Winchester					
45-60 Winchester					
45-70-405 Government					
45-75 Winchester					
45-90 Winchester					
SHELLS, LOADED—					
MEDIUM GRADE.					
BULK—SMOKELESS.					
12 8 drs. x 1 oz., 24 gra. x 1					
oz., drop shot					
8 drs. x 1 1/2 oz., 24 gra. x					
1 1/2 oz. drop shot					
3 1/2 drs. x 1 1/2 oz., 26 gra.					
x 1 1/2 oz., drop shot					
3 1/2 drs. x 1 1/2 oz., BB shot,					
drop shot					
3 1/2 drs. x Buck shot, drop					
shot					
16 2 1/2 drs. x 1/2 oz., 22 gra. x					
1/2 oz., drop shot					
2 1/2 drs. x 1/2 oz., BB shot,					
drop shot					
20 2 1/2 drs. x 1/2 oz., 18 gra., x					
1/2 oz., drop shot					
HIGH GRADE SMOKELESS—					
12 3 1/2 drs. x 1 1/2 oz., 26 gra. x					
1 1/2 oz., chilled shot					
3 1/2 drs. x 1 1/2 oz., 28 gra. x					
1 1/2 oz., chilled shot					
16 2 1/2 drs. x 1/2 oz., 22 gra. x					
1/2 oz., chilled shot					
20 2 1/2 drs. x 1/2 oz., chilled					
shot					
2 1/2 drs. x 1/2 oz., chilled shot					
Trap Loads—					
12 8 drs. x 1 1/2 oz., 7 1/2 chilled					
3 1/2 drs. x 1 1/2 oz., 7 1/2 chilled					
Black Powder—Loads—					
12 3 1/2 drs. x 1 1/2 oz., drop shot					
Caps and Primers—					
Percussion					
Musket Caps					
Primers, 100 in box					
Primers, 250 in box					
Empty Paper Shells—Black pow.					
12, 16, 20, Ga. per 100					
10 Ga. per 100					
MEDIUM GRADE SMOKELESS—					
12, 16, 20, 28 Ga. per					
100					
10 Ga. per 100					
HIGH GRADE SMOKELESS—					
12, 16, 20, 28 Ga.					
10 Ga. per 100					
Empty Brass Shells—					
Best qual. 12, 16, 20					
28, Box 25					
2nd Qual. 12, 16, 20					
28, box 25					
Wads—					
Cardboard, box 250					
Black Edge, Reg., box					
250					
Black Edge, 1/4 in., 125					
in box					
Black Edge, 1/4 in., 250					
in box					

ADZES (UNHANDLED)—Carpenter's, warranted \$3.50, second grade \$3.50; Railroad, warranted \$3.75, second grade \$3.75; ship, warranted \$4.00, second grade, \$4.00; Lipped Ship, warranted \$5.00, second grade \$3.75.

ALUMINUM WARE, CAST—

Bottles, Hot Water—		
Universal	3.50	
Griddles—		
Size 7	4.00	
Size 8	4.25	
Size 9	4.75	
Size 10	4.50	
Size 12	5.00	
Kettles, Berlin—		
2 1/2 quarts	6.00	
4 quarts	7.00	
5 quarts	8.50	
6 quarts	9.00	
Kettles, Maalin—		
4 quarts	5.50	
6 quarts	6.25	
8 quarts	8.00	
12 quarts	10.50	
Kettles, Tea—		
Size 6	7.75	
Size 7	8.50	
Size 8	9.25	
Pans, Lipped Sauce—		
2 quarts	4.50	
3 quarts	5.25	
4 quarts	6.00	
Skillets—		
Size 6	4.00	
Size 7	4.25	
Size 8	4.75	
Size 9	5.25	
Spoons, Basting—		
15-inch	.80	
Spoons, Mixing—		
18-inch, Slotted	.80	
Waffle Moulds—		
Size 7, Low	5.50	
Size 8, Low	6.25	
Size 7, Deep	6.25	
Size 8, Deep	7.25	

ANCHORS—Screws per 100, 3-16, \$4.15; 1/4, \$6.25. Sebec, 3-16x1/4 in. - 1/4 in. - 1 in., \$1.75 per hundred net; 1/4 x 1/2 in. - 1/4 in. - 1 in., \$1.96 per hundred net.

ANVILS—Vulcan No. 2, 20-lb., \$8.50; No. 3, 30 lb., \$9.50; No. 4, 40-lb., \$11.50; No. 5, 50-lb., \$18.00; No. 6, 60-lb., \$14.50; No. 7, 70-lb., \$16.00; No. 8, 80-lb., \$17.50. Traction or Columbian—80 to 425 lbs., 35c per lb.; 70 to 79 lbs., 35 1/2 c per lb.; 60 to 69 lbs., 36c lb.; 50 to 59 lbs., 37c lb. With Clip Horn 2c per lb. extra.

ANTIMONY—Slab, 45c lb.

APRONS—Carpenters—California Leg. \$2.25; No. 12 Long Brown, \$1.75; No. 2 Short Brown, 75c.

AUGERS—Greenlee Carpenters' Nut, No. 57.

Size	1/2	3/4	1	1 1/4
Each	\$1.25	\$1.25	\$1.40	\$1.65
Size	1 1/2	2	2 1/2	3
Each	\$3.00	\$3.65	\$4.00	\$4.50
16ths	8-10	11-12	13	14
60 each	\$1.65	\$1.80	\$1.95	\$2.20
62 each	2.00	2.15	2.35	2.60
16ths	17	18	19	20
60 each	\$2.40	\$2.40	\$2.70	\$3.00
16ths	23	24	25	26
60 each	\$3.45	\$3.45	\$4.05	\$4.05
62 each	4.15	4.15	4.85	4.85
16ths	29	30	31	32
60 each	\$5.70	\$5.70	\$6.75	\$6.75
62 each	6.85	6.85	8.10	8.10

ASBESTOS—

Mill board, 30c lb.; Cut, 35c lb. Paper, 30c lb.; Cut, 35c lb. Wicking, 1/2-lb. balls, 65c each.

RETAIL SELLING PRICES—Continued.

L & G ENAMELED WARE			
Biggins, Coffee	10 M	30	31
0	11	35	32
01	25	35	33
00	40	35	34
010	120	45	35
020	20	60	36
030	20	70	1.00
040	400	80	
050	400	80	
Boilers, Coffee	10	70	
60	20	80	
70	30	1.00	
80	100	1.85	
90	200	1.25	
100	240	1.80	
	300	1.65	
Boilers, Rice	10	70	
14	20	80	
16	30	1.00	
18	100	1.85	
20	200	1.25	
22	240	1.80	
24	300	1.65	
26			
28			
36			
Bowls, Wash	2	60	
26	4	80	
28			
30			
32			
34			
36			
Buckets, Covered	10	70	
21	20	80	
21 1/2	30	1.00	
22	100	1.85	
23	200	1.25	
24	240	1.80	
26	300	1.65	
28			
30			
32			
150			
250			
350			
450			
650			
850			
1050			
1250			
Buckets, Dinner	10	70	
110	20	80	
111	30	1.00	
112	100	1.85	
113	200	1.25	
502	240	1.80	
503	300	1.65	
Chambers	14	50	
1 1/4	16	55	
2	18	60	
3	20	65	
Chamber Covers	22	70	
10	24	80	
1 1/4 O	26	90	
20	28	1.00	
30	30	1.15	
Colanders	32	1.35	
1	36	1.50	
2	40	2.00	
3	40	2.00	
104	50	4.50	
205			
306			
407			
Cups	71	75	
3 (Mug)	72	95	
6	73	1.10	
8	74	1.35	
9			
10			
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	
	72	95	
	73	1.10	
	74	1.35	
Kettles, Tea	30	1.15	
Kettles, Milk	71	75	

RETAIL SELLING PRICES—Continued.

12-inch, \$21.00. Rotary door, bronze, 85c each; steel, 85c; iron, 85c; copper, 85c.

BELLS—Farm—(100 lb.), \$16.00.

BELLS—Kentucky Cow—No. 0, \$1.65; 1, \$1.35; 2, \$1.10; 3, 85c; 4, 65c; 5, 60c; 6, 40c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 90c each; 8-in. Nonpareil, \$1.00.

BELL STRAPS—\$1.35. No. 25: 6-in., 65c; 8-in., 70c; 10-in., 75c; 12-in., 80c.

BEVELS—Sliding T—No. 18, 6-in., \$1.10; 8-in., \$1.35; 10-in., \$1.50. No. 25: 6-in., 70c; 8-in., 75c; 10-in., 85c; 12-in., 90c. No. 1—Odd Jobs, \$1.00.

BIBBS—Compression—	½-in.	¾-in.	1-in.	1½-in.
Plain—Rough brass	1.40	1.80	2.15	...
Finished brass	1.65	2.05	2.55	4.65
Nickel plated	1.65	2.00	2.85	5.00
Hose—Rough brass	1.30	1.80	2.40	4.25
Finished brass	1.40	2.25	2.75	5.10
Nickel plated	2.00	2.40	3.00	...

BITS—Auger—	R. J.	Irwin	Irwin Car	Common
16ths				
3	.90	.60	\$1.25	.30
4	.75	.50	1.25	.39
5	.75	.50	1.25	.30
6	.75	.50	1.25	.35
7	.75	.50	1.25	.35
8	.75	.55	1.25	.35
9	.90	.60	1.35	.40
10	.90	.65	1.50	.40
11	1.10	.75	1.65	.45
12	1.10	.75	1.85	.45
13	1.25	.85	2.00	.55
14	1.25	.90	2.10	.55
15	1.40	1.00	2.25	.65
16	1.40	1.00	2.50	.70
17	1.75	1.25	...	.75
18	1.75	1.25	...	.80
20	2.00	1.35	...	.85
22	2.25	1.50	...	.95
24	2.50	1.60	...	1.10

Bits in sets, common, 6 bits, \$3.00; 8 bits, \$4.00; 13 bits, \$6.50. R. J., 13 bits, \$10.50. Irwin pat., 13 bits, \$8.00.

Ship Auger Car Bits same prices as Ship Augers.

Expansive—Clark's small, \$2.25; large, \$3.25; Steers, small, \$3.50; large, \$4.25.

Expansive Bit Cutters—Clark's No. 1, 45c; No. 2, 55c; No. 3, 75c; No. 4, 85c. Steers, No. 1, 75c; No. 2, 80c; No. 3, 85c; No. 4, 90c; No. 5, \$1.25.

BLOCKS—Tackle—	Steel—	Steel—
Single—Plain Bushed—	10-inch	19.50
Size	Snatch—Plain Bushed—	
8-inch	6-inch	4.50
4-inch	8-inch	6.75
5-inch	10-inch	10.00
6-inch	Snatch—Roller Bushed—	
8-inch	6-inch	7.50
10-inch	8-inch	10.75
Double—Plain Bushed—	10-inch	16.00
8-inch	Wood—	
4-inch	Single—Plain Bushed—	
5-inch	Size	Each
6-inch	3-inch	.85
8-inch	4-inch	1.00
10-inch	5-inch	1.10
Triple—Plain Bushed—	6-inch	1.80
4-inch	8-inch	2.25
5-inch	10-inch	8.85
6-inch	Double—Plain Bushed—	
8-inch	8-inch	1.50
10-inch	4-inch	1.90
Single—Roller Bushed—	5-inch	2.10
4-inch	6-inch	2.40
6-inch	8-inch	4.00
8-inch	10-inch	6.25
10-inch	Single—Roller Bushed—	
Double—Roller Bushed—	8-inch	1.80
4-inch	4-inch	1.40
6-inch	5-inch	1.50
8-inch	6-inch	1.75
10-inch	8-inch	8.15
Triple—Roller Bushed—	10-inch	4.85
4-inch	Double—Roller Bushed—	
6-inch	3-inch	2.40
8-inch	4-inch	2.75
10-inch	5-inch	2.85
Wood—	8-inch	8.50
6-inch	10-inch	11.00
8-inch	Snatch—Roller Bushed—	
10-inch	6-inch	4.75
Triple—Roller Bushed—	8-inch	7.00
4-inch	10-inch	11.00
5-inch	12-inch	15.00
6-inch		

BLOWERS—With Tapers Irons—No. 400 Champion, \$87.50; No. 40, Lancaster, \$25.00; Royal, \$40.00.

BLOWERS—Buffalo—No. 800 (with Tapers Irons), \$35.00; No. 200 (with Tapers Irons), \$24.00; No. 2E Variable Speed, \$44.00.

BOARDS, IRONING—With Table—No. 3, Plain, \$2.50 each; No. 10 Springer, 60x15 in., no sleeve board, \$3.75; No. 20 Springer, 54x13

in., no sleeve board, \$3.50; No. 40 Springer, 50x13 in., no sleeve board, \$3.25.

Without Table (skirt Boards)—4-foot, \$1.00 each; 5-foot, \$1.35; 5½-foot, \$1.50; 6-foot, \$1.75.

BOARDS, STOVE—Wood Lined—Size 24x24, \$1.90 each; 24x36, \$2.75; 26x26, \$2.25; 26x32, \$2.70; 28x28, \$2.65; 28x34, \$3.00; 30x30, \$3.00; 30x38, \$3.50; 33x33, \$3.60; 32x42, \$4.25; 36x36, \$4.25.

Paper Lined—Size 18x18, \$1.05 each; 24x24, \$1.15; 26x26, \$1.25; 28x28, \$1.40; 30x30, \$1.65; 32x32, \$2.00; 26x30, \$1.65; 28x32, \$1.85; 30x36, \$2.25.

BOARDS, WASH—Brass, \$1.00 each; Toy, Zinc, 25c; Single Zinc, 65c; Double Zinc, 95c; Glass, 90c; Blue Enamel, \$1.75; Single Zinc, 70c.

BOLTS—Common Carriage—

Size—	Doz.	100	Doz.	100	Doz.	100	Doz.	100
1½.....	.20	1.35	.30	1.90	.40	2.55	.75	4.90
2.....	.25	1.50	.30	2.05	.40	2.75	.75	4.90
2½.....	.25	1.65	.35	2.20	.45	3.00	.75	4.90
3.....	.30	1.75	.35	2.35	.50	3.25	.80	5.30
3½.....	.30	1.90	.40	2.55	.55	3.50	.85	5.70
4.....	.30	2.05	.40	2.70	.55	3.65	.95	6.15
4½.....	.35	2.15	.45	2.85	.60	3.80	1.00	6.60
5.....	.35	2.30	.45	3.00	.60	4.05	1.05	7.00
5½.....	.40	2.45	.50	3.15	.65	4.30	1.10	7.40
6.....	.40	2.55	.55	3.40	.70	4.50	1.20	7.80
6½.....	.45	3.00	.60	3.90	.80	5.25	1.25	8.25
7.....	.50	3.15	.65	4.10	.85	5.50	1.30	8.70
8.....	.55	3.45	.70	4.40	.90	6.00	1.45	9.50
9.....	.....	.....	.75	4.80	1.00	6.45	1.55	10.35
10.....	.....	.....	.80	5.15	1.05	6.95	1.65	11.15
11.....	.....	.....	.85	5.55	1.10	7.40	1.80	12.00
12.....	.....	.....	.90	5.85	1.20	7.90	1.95	12.90

COLTS—Expansion—(See Expansion Shields)

BOLTS—Expansion—(See Expansion Shields).

BOLTS—Stove—		5/32"	3/16"	1/4"	5/16"	3/8"	1/2"	5/8"	3/4"
Size—	Doz.	100	Doz.	100	Doz.	100	Doz.	100	Doz.
3/410	.50	.10	.50	...	...	...	...
7/810	.50	.10	.50	.10	.75	...	...
110	.50	.10	.50	.10	.75	...	...
1 1/410	.50	.10	.50	.10	.75	.15	1.00
1 1/210	.55	.10	.55	.10	.80	.15	1.15
1 3/410	.55	.10	.55	.10	.80	.15	1.15
210	.60	.10	.60	.15	.85	.15	1.20
2 1/410	.65	.10	.65	.15	.90	.15	1.25
2 1/210	.70	.10	.70	.15	.95	.20	1.30
2 3/410	.75	.10	.75	.15	1.00	.20	1.40
380	.15	.80	.15	1.05	.20	1.45
3 1/485	.15	.85	.15	1.10	.25	1.50
3 1/290	.15	.90	.20	1.20	.25	1.60
3 3/495	.15	.95	.20	1.30	.25	1.80
4	1.00	.15	1.00	.25	1.45	.30	2.00
4 1/4	1.05	.15	1.05	.25	1.50	.30	2.10
4 1/2	1.10	.15	1.10	.25	1.55	.30	2.20
4 3/4	1.15	.15	1.15	.25	1.60	.30	2.30
5	1.20	.15	1.20	.25	1.65	.30	2.40
5 1/4	1.25	.15	1.25	.25	1.70	.30	2.50
5 1/2	1.30	.15	1.30	.25	1.75	.30	2.60
5 3/4	1.35	.15	1.35	.25	1.80	.30	2.70
6	1.40	.15	1.40	.25	1.85	.30	2.80
6 1/4	1.45	.15	1.45	.25	1.90	.30	2.90
6 1/2	1.50	.15	1.50	.25	1.95	.30	3.00
6 3/4	1.55	.15	1.55	.25	2.00	.30	3.10
7	1.60	.15	1.60	.25	2.05	.30	3.20
7 1/4	1.65	.15	1.65	.25	2.10	.30	3.30
7 1/2	1.70	.15	1.70	.25	2.15	.30	3.40
7 3/4	1.75	.15	1.75	.25	2.20	.30	3.50
8	1.80	.15	1.80	.25	2.25	.30	3.60
8 1/4	1.85	.15	1.85	.25	2.30	.30	3.70
8 1/2	1.90	.15	1.90	.25	2.35	.30	3.80
8 3/4	1.95	.15	1.95	.25	2.40	.30	3.90
9	2.00	.15	2.00	.25	2.45	.30	4.00
9 1/4	2.05	.15	2.05	.25	2.50	.30	4.10
9 1/2	2.10	.15	2.10	.25	2.55	.30	4.20
9 3/4	2.15	.15	2.15	.25	2.60	.30	4.30
10	2.20	.15	2.20	.25	2.65	.30	4.40
10 1/4	2.25	.15	2.25	.25	2.70	.30	4.50
10 1/2	2.30	.15	2.30	.25	2.75	.30	4.60
10 3/4	2.35	.15	2.35	.25	2.80	.30	4.70
11	2.40	.15	2.40	.25	2.85	.30	4.80
11 1/4	2.45	.15	2.45	.25	2.90	.30	4.90
11 1/2	2.50	.15	2.50	.25	2.95	.30	5.00
11 3/4	2.55	.15	2.55	.25	3.00	.30	5.10
12	2.60	.15	2.60	.25	3.05	.30	5.20
12 1/4	2.65	.15	2.65	.25	3.10	.30	5.30
12 1/2	2.70	.15	2.70	.25	3.15	.30	5.40
12 3/4	2.75	.15	2.75	.25	3.20	.30	5.50
13	2.80	.15	2.80	.25	3.25	.30	5.60
13 1/4	2.85	.15	2.85	.25	3.30	.30	5.70
13 1/2	2.90	.15	2.90	.25	3.35	.30	5.80
13 3/4	2.95	.15	2.95	.25	3.40	.30	5.90
14	3.00	.15	3.00	.25	3.45	.30	6.00
14 1/4	3.05	.15	3.05	.25	3.50	.30	6.10
14 1/2	3.10	.15	3.10	.25	3.55	.30	6.20
14 3/4	3.15	.15	3.15	.25	3.60	.30	6.30
15	3.20	.15	3.20	.25	3.65	.30	6.40
15 1/4	3.25	.15	3.25	.25	3.70	.30	6.50
15 1/2	3.30	.15	3.30	.25	3.75	.30	6.60
15 3/4	3.35	.15	3.35	.25	3.80	.30	6.70
16	3.40	.15	3.40	.25	3.85	.30	6.80
16 1/4	3.45	.15	3.45	.25	3.90	.30	6.90
16 1/2	3.50	.15	3.50	.25	3.95	.30	7.00
16 3/4	3.55	.15	3.55	.25	4.00	.30	7.10
17	3.60	.15	3.60	.25	4.05	.30	7.20
17 1/4	3.65	.15	3.65	.25	4.10	.30	7.30
17 1/2	3.70	.15	3.70	.25	4.15	.30	7.40
17 3/4	3.75	.15	3.75	.25	4.20	.30	7.50
18	3.80	.15	3.80	.25	4.25	.30	7.60
18 1/4	3.85	.15	3.85	.25	4.30	.30	7.70
18 1/2	3.90	.15	3.90	.25	4.35	.30	7.80
18 3/4	3.95	.15	3.95	.25	4.40	.30	7.90
19	4.00	.15	4.00	.25	4.45	.30	8.00
19 1/4	4.05	.15	4.05	.25	4.50	.30	8.10
19 1/2	4.10	.15	4.10	.25	4.55	.30	8.20
19 3/4	4.15	.15	4.15	.25	4.60	.30	8.30
20	4.20	.15	4.20	.25	4.65	.30	8.40
20 1/4	4.25	.15	4.25	.25	4.70	.30	8.50
20 1/2	4.30	.15	4.30	.25	4.75	.30	8.60
20 3/4	4.35	.15	4.35	.25	4.80	.30	8.70
21	4.40	.15	4.40	.25	4.85	.30	8.80
21 1/4	4.45	.15	4.45	.25	4.90	.30	8.90
21 1/2	4.50	.15	4.50	.25	4.95	.30	9.00
21 3/4	4.55	.15	4.55	.25	5.00	.30	9.10
22	4.60	.15	4.60	.25	5.05	.30	9.20
22 1/4	4.65	.15	4.65	.25	5.10	.30	9.30
22 1/2	4.70	.15	4.70	.25	5.15	.30	9.40
22 3/4	4.75	.15	4.75	.25	5.20	.30	9.50
23	4.80	.15	4.80	.25	5.25	.30	9.60
23 1/4	4.85	.15	4.85	.25	5.30	.30	9.70
23 1/2	4.90	.15	4.90	.25	5.35	.30	9.80
23 3/4	4.95	.15	4.95	.25	5.40	.30	9.90
24	5.00	.15	5.00	.25	5.45	.30	10.00

Machine, Square Head and Nut—

Size	Doz	100	Doz.	100	Doz.	100	Doz.	100	
1 1/430	2.05	.35	2.40	.45	2.90	.60	4.00
230	2.15	.40	2.55	.45	3.10	.65	4.30
2 1/435	2.25	.40	2.70	.50	3.25	.70	4.60
335	2.35	.45	2.85	.50	3.45	.75	4.85
3 1/435	2.45	.45	3.00	.55	3.65	.80	5.15
440	2.55	.45	3.15	.60	3.85	.85	5.45
4 1/445	3.15	.60	3.80	.70	4.75	.90	5.75
550	3.20	.60	4.10	.75	5.05	.95	6.00
5 1/450	3.30	.65	4.20	.80	5.30	1.00	6.30
650	3.45	.70	4.45	.85	5.50	1.05	6.60
6 1/455	3.60	.70	4.60	.90	5.75	1.10	6.85
775	4.75	.90	5.90	1.15	7.15
875	5.05	.95	6.45	1.20	7.75
985	5.45	1.05	6.85	1.25	8.30
10	1.10	7.30	.....	.....
11	1.15	7.75	.....	.....
12	1.25	8.20	.....	.....

Size—	$\frac{1}{2}$ -in.		$\frac{3}{4}$ -in.		$\frac{1}{2}$ -in.	
	Doz.	100	Doz.	100	Doz.	100
1-1 $\frac{1}{2}$	.80	5.15	1.10	7.45	1.65	11.00
2	.85	5.50	1.20	8.00	1.80	11.80
2 $\frac{1}{2}$	.90	5.90	1.30	8.50	1.90	12.60
3	.95	6.30	1.35	9.05	2.00	13.35
3 $\frac{1}{2}$	1.00	6.60	1.45	9.60	2.10	14.15
4	1.05	7.00	1.55	10.15	2.25	15.00
4 $\frac{1}{2}$	1.10	7.35	1.60	10.75	2.35	15.75
5	1.15	7.75	1.70	11.20	2.50	16.50
5 $\frac{1}{2}$	1.20	8.15	1.75	11.75	2.60	17.30
6	1.30	8.50	1.85	12.30	2.70	81.10
6 $\frac{1}{2}$	1.35	8.85	1.95	12.90	2.85	18.90
7	1.40	9.20	2.05	13.45	2.95	19.70
8	1.50	10.00	2.20	14.50	3.20	21.20
9	1.60	10.75	2.35	15.60	3.35	22.25
10	1.70	11.45	2.50	16.70	3.65	24.40
11	1.85	12.25	2.65	17.75	3.80	26.00
12	1.95	12.90	2.85	18.85	4.15	27.50
13	2.05	13.75	3.00	20.00	4.35	29.10
14	2.20	14.50	3.15	21.00	4.60	30.70
15	2.30	15.20	3.30	22.10	4.85	32.25
16	2.40	15.95	3.50	23.20	5.10	33.80
17	2.50	16.70	3.65	24.30	5.30	35.40
18	2.60	17.40	3.80	25.40	5.55	87.00
19	2.75	18.15	4.00	26.50	5.80	38.50
20	2.85	18.90	4.15	27.55	6.00	40.10
21	2.95	19.65	4.30	28.60	6.25	41.75
22	3.05	20.40	4.45	29.70	6.50	43.25

RETAIL SELLING PRICES—Continued.

L & G ENAMELED WARE

Biggins, Coffee	10 M	.80	Kettles, Tea	31	.50	Pitchers, Molasses	601	.85
0	11	.85	80	32	.60	Pitchers, Water	2	1.85
01	25	.80	40	38	.65	3	1.50	
00	40	.45	50	84	.75	4	1.65	
010	120	.60	60	85	.90	Plates, Deep Pie	89	.40
020	20	.50	70	86	1.00	40	.45	
080	400	.60	80			Plates, Shallow Pie	27	.80
040			90			28	.85	
050						29	.40	
						30	.45	
Boilers, Coffee	10	.70	Ladies, Deep	100	.40	Plates, Dinner	19	.40
60	20	.80	110	.45		20	.45	
70	30	.80	120	.50		Pots, Fireless Cooker	1450	2.25
80	100	1.85	101	.40		1650	8.00	
90	200	2.75	111	.45		1850	3.25	
100	240	3.75	121	.50		Pots, Coffee	2 1/2	.70
	300	1.65	Measures	01	.40	3	.75	
14	10	1.85	02	.45		5	.85	
16	20	1.50	03	.55		15	1.00	
18	11	1.75	04	.75		25	1.10	
20		2.00	05	1.00		35	1.25	
22		2.25	06	1.40		45	1.35	
24		2.50	11	.75		55	1.50	
26		3.00	Pails, Chamber	1	2.00	Pots, Tea	00	.75
28		3.75	2	2.25		01	.85	
36		4.50	3	2.50		0	.95	
			4	3.00		10	1.05	
Bowls, Wash	50	.45	Pails, Water	110	1.75	20	1.15	
26	60	.45	112	2.00		30	1.25	
28		.80	114	2.25		40	1.45	
30		.70	Pans, Bed	1	4.50	Pots, Straight Sauce	018	1.25
32		.80	2	8.00		020	1.25	
34		.95	Pans, Douche	2	8.00	022	1.50	
36		1.05	Pans, Bread	11	.50	024	1.85	
			12	.65		026	2.25	
Buckets, Covered	10	.75	13	.80		028	8.00	
21	01	.45	Pans, Oake	9	.40	080	8.25	
21 1/2	02	.50	10	.45		082	8.75	
22	03	.50	69	.40		Pots, Soup Stock	318	13.00
23	04	1.10	70	.45		324	15.75	
24	05	1.25	200	.55		336	18.00	
26	06	1.35	Pans, Corn Oake	708	.80	212	6.50	
28	08	1.50	709	1.10		218	8.75	
30	09	1.85	712	1.25		224	11.00	
32	010	2.25	Pans, Muffin	406	.70	236	13.00	
150	012	2.50	409	.95		Roasters	150	3.75
250	212	1.50	412	1.10		180	4.75	
350	214	1.85	Pans, Deep Pudding	50	.85	10	.85	
450	216	2.15	100	.40		12	.40	
550	218	2.50	150	.45		Spoons, Basting	10	.25
650	220	3.00	200	.50		12	.30	
850	222	3.65	300	.55		14	.30	
1050			400	.60		16	.35	
1250			500	.70		18	.40	
Buckets, Dinner	10	.75	600	.80		Steamers	7	1.75
110	20	1.00	800	.95		8	1.90	
111	30	1.25	1000	1.05		Steepers, Tea	2	.70
112	40	1.50	Pans, Dish	15	2.25	3	.80	
118	50	1.75	16	2.35		Tubs, Oval Foot	0	1.75
502			80	2.85		1	2.00	
508			170	3.00		2	2.50	
			210	3.25		3	3.00	
Chambers	1	.75	300	3.50		4	3.75	
1 1/2	2	.95	400	3.75		Turners, Oake	13	.25
2	3	1.10	Pans, Rinsing	08	1.25	14	.30	
3	4	1.25	010	1.35				
Chamber Covers	10	.40	014	1.65				
1 1/2	20	.45	017	1.85				
20	30	.50	Pans, Lipped Fry	80	.45			
30		.55						
Colanders	1	.75						
1	2	.85						
2	3	1.10						
3	4	1.25						
Double Bit—Handled	104	.75						
Double Bit—Handled	205	.85						
Double Bit—Handled	306	1.00						
Double Bit—Handled	407	1.25						
Cups								
8 (Mug)	8	.80						
6	6	.50						
8	8	.35						
9	9	.80						
10	10	.80						

Wicking, 1-lb. lots, \$1.25.
 Cement, per sack, \$7.25; per lb, 10c.
 62 each 2.90 2.90 8.25 3.60 8.60
 AXES—Plumbe's Hunter's handled, 12 oz., \$1.85; 1 lb. \$1.85;
 1 1/2 lb., \$1.85.
 Boy Scout—Handled with sheath, \$2.25; without sheath,
 \$1.75; sheaths, 75c.
 Double Bit—Handled, \$3.75; unhandled, \$3.00.
 Single Bit—Handled, warranted, \$3.50; second grade,
 \$3.25.
 BAGS—WATER—
 1/2 gallon 1.00
 1 gallon 1.50
 2 1/2 gallon 2.00
 5 gallon 8.75
 BARBITT—Frictionless, 50c lb.; Magnolia, 60c lb.; No. 4,
 21c lb.; No. 2, 23c lb.; No. 1, 27c lb.; No. A (genuine),

\$1.85 lb.; Challenge, \$1.20 lb.; Special Motor, \$1.00 lb.;
 Excelsior, 35c lb.; Acme, 80c lb.; XXXX Nickle, \$1.20 lb.
 BARS—Crow, Pinch Point No. 10, 18c lb.; Wedge No. 15,
 18c lb.; Lining No. 30, 18c lb.; Digging No. 580, 27c lb.;
 Tamping No. 25, 18c lb.; Claw No. 30, 18c lb. Rippling or
 Wrecking, Goose Neck No. 3657—1/2 x 18, 55c each; Goose
 Neck No. 3659, 3/4 x 24, 85c each; Goose Neck No. 3662,
 1/2 x 24, \$1.00 each; Straight Chisel No. 14, 1/2 x 15, 85c.
 BATTERIES DRY CELL—Columbia, No. 6, 50c each; No. 6-S,
 50c each; No. 16, \$1.40 each. Red Devil or Red Label, No.
 6-D, 50c each. Hot Shot Multiple, No. 1562, \$3.25 each;
 No. 1662, \$3.75 each. Ever Ready, same price as Columbia.
 Red Seal same price as Columbia and Ever Ready.
 BELLS—Alarm—House, 90c each. Call, steel, iron base, 80c
 each; Call, bell metal, bronze base, \$1.40; Gong, gold bronzed
 steel, 90c; Gong, polished bell metal, 5-inch, \$2.25 each;
 6-inch, \$3.25; 7-inch, \$4.75; 8-inch, \$6.25; 10-inch, \$11.50.

HARDWARE WORLD

RETAIL SELLING PRICES—Continued.

209

12-inch, \$21.00. Rotary door, bronze, 85c each; steel, 85c; iron, 85c; copper, 85c.
BELLS—Farm—(100 lb.), \$16.00.
BELLS—Kentucky Cow—No. 0, \$1.65; 1, \$1.35; 2, \$1.10; 3, 85c; 4, 65c; 5, 60c; 6, 40c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 90c each; 3-in. Nonpareil, \$1.00.
BELLS—No. 25: 6-in., 65c; 8-in., 70c; 10-in., 75c; 12-in., \$1.85.

BELL STRAPS—Cow—1½ lb., \$1.00; 1½ lb., \$1.15; 1½ lb., \$1.35.

BEVELS—Sliding T—No. 18, 6-in., \$1.10; 8-in., \$1.85; 10-in., \$1.50. No. 25: 6-in., 70c; 8-in., 75c; 10-in., 85c; 12-in., 90c. No. 1—Odd Jobs, \$1.00.

B(BBS)—Compression—		½-in.	¾-in.	1-in.	1-in.
Plain—Rough brass	.....	1.40	1.80	2.15	1-in.
Finished brass	.....	1.65	2.05	2.55	4.65
Nickel plated	.....	1.65	2.00	2.85	5.00
Hose—Rough brass	.....	1.30	1.80	2.40	4.25
Finished brass	.....	1.40	2.25	2.75	5.10
Nickel plated	.....	2.00	2.40	3.00	...

BITS—Auger—		R. J.	Irwin	Irwin Car	Common
16ths					
3.....		.90	.60	\$1.25	.30
4.....		.75	.50	1.25	.30
5.....		.75	.50	1.25	.30
6.....		.75	.50	1.25	.35
7.....		.75	.50	1.25	.35
8.....		.75	.55	1.25	.35
9.....		.90	.60	1.35	.40
10.....		.90	.65	1.50	.40
11.....		1.10	.75	1.65	.45
12.....		1.10	.75	1.85	.45
13.....		1.25	.85	2.00	.55
14.....		1.25	.90	2.10	.55
15.....		1.40	1.00	2.25	.65
16.....		1.40	1.00	2.50	.70
17.....		1.75	1.25	...	.75
18.....		1.75	1.25	...	.80
20.....		2.00	1.35	...	.85
22.....		2.25	1.50	...	.95
24.....		2.50	1.60	...	1.10

Bits in sets, common, 6 bits, \$3.00; 8 bits, \$4.00; 13 bits, \$6.50. R. J., 13 bits, \$10.50. Irwin pat., 13 bits, \$8.00.
 Ship Auger Car Bits same prices as Ship Augers.
 Expansive—Clark's small, \$2.25; large, \$3.25; Steers, small, \$3.50; large, \$4.25.
 Expansive Bit Cutters—Clark's No. 1, 45c; No. 2, 55c; No. 3, 75c; No. 4, 85c. Steers, No. 1, 75c; No. 2, 80c; No. 3, 85c; No. 4, 90c; No. 5, \$1.25.

BLOCKS—Tackle—		Steel—	Steel—
Single—Plain Bushed—		10-inch	19.50
Size	Each	Snatch—Plain Bushed—	
3-inch	.85	6-inch	4.50
4-inch	1.00	8-inch	6.75
5-inch	1.10	10-inch	10.00
6-inch	1.30	Snatch—Roller Bushed—	
8-inch	2.50	6-inch	7.50
10-inch	4.25	8-inch	10.75
Double—Plain Bushed—		10-inch	16.00
3-inch	1.50	Wood—	
4-inch	1.90	Single—Plain Bushed—	
5-inch	2.10	Size	Each
6-inch	2.40	3-inch	.85
8-inch	4.85	4-inch	1.00
10-inch	7.00	5-inch	1.10
Triple—Plain Bushed—		6-inch	1.30
3-inch	2.10	8-inch	2.25
4-inch	2.60	10-inch	8.85
5-inch	2.75	Double—Plain Bushed—	
6-inch	3.50	3-inch	1.50
8-inch	6.60	4-inch	1.90
10-inch	9.50	5-inch	2.10
Single—Roller Bushed—		6-inch	2.40
4-inch	2.35	8-inch	4.00
6-inch	3.00	10-inch	6.25
8-inch	5.25	Single—Roller Bushed—	
10-inch	8.50	3-inch	1.80
Double—Roller Bushed—		4-inch	1.40
4-inch	4.50	5-inch	1.50
6-inch	5.50	6-inch	1.75
8-inch	9.75	8-inch	8.15
10-inch	14.50	10-inch	4.85
Triple—Roller Bushed—		Double—Roller Bushed—	
4-inch	6.25	3-inch	2.40
6-inch	7.75	4-inch	2.75
8-inch	13.75	5-inch	2.85
Wood—		8-inch	8.50
6-inch	8.50	10-inch	11.00
8-inch	5.75	Snatch—Roller Bushed—	
10-inch	8.50	6-inch	4.75
Triple—Roller Bushed—		8-inch	7.00
4-inch	3.75	10-inch	11.00
5-inch	4.35	12-inch	15.00
6-inch	5.25		

BLOWERS—With Tuyere Irons—No. 400 Champion, \$87.50; No. 40, Lancaster, \$25.00; Royal, \$40.00.

BLOWERS—Buffalo—No. 800 (with Tuyere Irons), \$85.00; No. 200 (with Tuyere Irons), \$24.00; No. 2E Variable Speed, \$44.00.

BOARDS, IRONING—With Table—No. 2, Plain, \$2.50 each; No. 10 Springer, 60x15 in., no sleeve board, \$8.75; No. 20 Springer, 54x18

in., no sleeve board, \$3.50; No. 40 Springer, 50x12 in., no sleeve board, \$3.25.
 Without Table (skirt Boards)—4-foot, \$1.00 each; 5-foot, \$1.35; 5½-foot, \$1.50; 6-foot, \$1.75.

BOARDS, STOVE—Wood Lined—Size 24x24, \$1.90 each; 24x36, \$2.75; 26x26, \$2.25; 26x32, \$2.70; 28x28, \$2.65; 28x34, \$3.00; 30x30, \$3.00; 30x38, \$3.50; 33x33, \$3.60; 32x42, \$4.25; 36x36, \$4.25.

Paper Lined—Size 18x18, \$1.05 each; 24x24, \$1.15; 26x26, \$1.25; 28x28, \$1.40; 30x30, \$1.65; 32x32, \$2.00; 26x30, \$1.65; 28x32, \$1.85; 30x36, \$2.25.

BOARDS, WASH—Brass, \$1.00 each; Toy, Zinc, 25c; Single Zinc, 65c; Double Zinc, 95c; Glass, 90c; Blue Enamel, \$1.75; Single Zinc, 70c.

BOLTS—Common Carriage—						
Size—	3-16 & ¼ in.		5-16 in.		¾ in.	1 in.
	Doz.	100	Doz.	100	Doz.	100
1½.....	.20	1.35	.30	1.90	.40	2.55
2.....	.25	1.50	.30	2.05	.40	2.75
2½.....	.25	1.65	.35	2.20	.45	3.00
3.....	.30	1.75	.35	2.35	.50	3.25
3½.....	.30	1.90	.40	2.55	.55	3.50
4.....	.30	2.05	.40	2.70	.55	3.65
4½.....	.35	2.15	.45	2.85	.60	3.80
5.....	.35	2.30	.45	3.00	.60	4.05
5½.....	.40	2.45	.50	3.15	.65	4.30
6.....	.40	2.55	.55	3.40	.70	4.50
6½.....	.45	3.00	.60	3.90	.80	5.25
7.....	.50	3.15	.65	4.10	.85	5.50
8.....	.55	3.45	.70	4.40	.90	6.00
9.....	.....	.....	.75	4.80	1.00	6.45
10.....	.....	.....	.80	5.15	1.05	6.95
11.....	.....	.....	.85	5.55	1.10	7.40
12.....	.....	.....	.90	5.85	1.20	7.90

BOLTS—Expansion—(See Expansion Shields).

BOLTS—Stove—		5/32"		3/16"		1/4"		5/16"	
Size—		Doz.	100	Doz.	100	Doz.	100	Doz.	100
3/8"	.....	.10	.50	.10	.50	...	...	...	...
1/2"	.....	.10	.50	.10	.50	.10	.75	...	...
5/8"	.....	.10	.50	.10	.50	.10	.75	...	...
3/4"	.....	.10	.50	.10	.50	.10	.75	...	...
7/8"	.....	.10	.55	.10	.55	.10	.80	...	...
1"	.....	.10	.55	.10	.55	.10	.80	...	...
1 1/4"	.....	.10	.60	.10	.60	.15	.85	...	...
1 1/2"	.....	.10	.65	.10	.65	.15	.90	...	...
1 3/4"	.....	.10	.70	.10	.70	.15	.95	...	...
2"	.....	.10	.75	.10	.75	.15	1.00	...	...
2 1/4"	.....	...	...	.10	.80	.15	1.05	...	...
2 1/2"	.....	...	...	.15	.85	.15	1.10	...	...
3"	.....	...	...	.15	.90	.20	1.20	...	...
3 1/2"	.....	...	...	.15	.90	.20	1.20	...	...
4"	.....	...	...	.15	1.00	.20	1.30	...	...
4 1/2"	.....	...	...	.15	1.00	.20	1.30	...	...
5"	.....	...	...	.15	1.15	.25	1.45	...	...
5 1/2"	.....	...	...	.15	1.15	.25	1.45	...	...

Machine, Square Head and Nut—						
	¾-in.		5-16-in.		¾-in.	
Size	Doz.	100	Doz.	100	Doz.	100
1 1/4.....	.30	2.05	.35	2.40	.45	2.90
2.....	.30	2.15	.40	2.55	.45	3.10
2 1/2.....	.35	2.25	.40	2.70	.50	3.25
3.....	.35	2.35	.45	2.85	.50	3.45
3 1/2.....	.35	2.45	.45	3.00	.55	3.65
4.....	.40	2.55	.45	3.15	.60	3.85
4 1/2.....	.45	3.15	.60	3.80	.70	4.75
5.....	.50	3.20	.60	4.10	.75	5.05
5 1/2.....	.50	3.30	.65	4.20	.80	5.30
6.....	.50	3.45	.70	4.45	.85	5.50
6 1/2.....	.55	3.60	.70	4.60	.90	5.75
7.....	.....	.....	.75	4.75	.90	5.90
8.....	.....	.....	.75	5.05	.95	6.45
9.....	.....	.....	.85	5.45	1.05	6.85
10.....	.....	.....	.....	.....	1.10	7.30
11.....	.....	.....	.....	.....	1.15	7.75
12.....	.....	.....	.....	.....	1.25	8.20

Size—	Doz.	100	Doz.	100	Doz.	100
1-1½	.80	5.15	1.10	7.45	1.65	11.00
2	.85	5.50	1.20	8.00	1.80	11.80
2½	.90	5.90	1.30	8.50	1.90	12.60
3	.95	6.30	1.35	9.05	2.00	13.85
3½	1.00	6.60	1.45	9.60	2.10	14.15
4	1.05	7.00	1.55	10.15	2.25	15.00
4½	1.10	7.35	1.60	10.75	2.35	15.75
5	1.15	7.75	1.70	11.20	2.50	16.50
5½	1.20	8.15	1.75	11.75	2.60	17.30
6	1.30	8.50	1.85	12.30	2.70	18.10
6½	1.35	8.85	1.95	12.90	2.85	18.90
7	1.40	9.20	2.05	13.45	2.95	19.70
8	1.50	10.00	2.20	14.50	3.20	21.20
9	1.60	10.75	2.35	15.60	3.35	22.25
10	1.70	11.45	2.50	16.70	3.65	24.40
11	1.85	12.25	2.65	17.75	3.80	26.00
12	1.95	12.90	2.85	18.85	4.15	27.50
13	2.05	13.75	3.00	20.00	4.35	29.10
14	2.20	14.50	3.15	21.00	4.60	30.70
15	2.30	15.20	3.30	22.10	4.85	32.25
16	2.40	15.95	3.50	23.20	5.10	33.80
17	2.50	16.70	3.65	24.30	5.30	35.40
18	2.60	17.40	3.80	25.40	5.55	37.00
19	2.75	18.15	4.00	26.50	5.80	38.50
20	2.85	18.90	4.15	27.55	6.00	40.10
21	2.95	19.65	4.30	28.60	6.25	41.75
22	3.05	20.40	4.45	29.70	6.50	43.25

RETAIL SELLING PRICES—Continued.

23	.....	8.15	21.15	4.60	30.80	6.75	44.85
24	.....	8.30	21.90	4.80	31.90	7.00	46.40
25	.....	8.40	22.65	4.95	33.00	7.20	48.00
26	.....	8.50	23.35	5.10	34.10	7.45	49.55
27	.....	8.80	24.15	5.25	35.20	7.65	51.10
28	.....	8.75	24.85	5.45	36.25	7.90	52.70
29	.....	8.85	25.60	5.60	37.25	8.15	54.25
30	.....	8.95	26.35	5.75	38.40	8.35	55.80

BOLTS—Barrel—

Wrought Steel, Japanned—	6-inch	.....	.75
2 1/2-inch	10-inch	.....	1.75
3-inch	Cupboard, Other Finishes—	.....
4-inch	3-inch	.....	.75
5-inch	6-inch	.....	1.00
6-inch	Flush—Angle—All Finishes,	.....
Extra Heavy Wrought	Cast Bronze—	.....
Steel, Japanned—	2-inch	.....	.80
4-inch	3-inch	.....	.88
5-inch	4-inch	.....	.85
6-inch	6-inch	.....	.50
Wrought Steel, Ant. Copper	Lever—Cast Bronze, All	.....
2 1/2-inch	Finishes—	.....
3-inch	3 1/2-inch	.....	.85
4-inch	5-inch	.....	1.05
5-inch	T Head—Wrought Bronze,	.....
6-inch	All Finishes—	.....
Cast Iron, Japanned—	3-inch	.....	.35
4-inch	4-inch	.....	.80
5-inch	5-inch	.....	.85
6-inch	6-inch	.....	.45
8-inch	Cast Bronze, All Finishes—	.....
Chain—	3-inch	.....	.35
Cast Iron, Japanned—	4-inch	.....	.45
6-inch	5-inch	.....	.60
8-inch	Foot—	.....
10-inch	Cast Iron, Japanned—	.....
Cast Iron, Amber or	6-inch	.....	.85
Bronzed—	8-inch	.....	.45
4-inch	10-inch	.....	.65
6-inch	Amber or Bronzed—	.....
8-inch	6-inch	.....	.40
Cast Iron, Ant. Copper	8-inch	.....	.50
or Dull Brass—	Other Finishes—	.....
4-inch	4-inch	.....	.60
6-inch	6-inch	.....	.70
8-inch	8-inch	.....	.80
Cast Iron, Ant. Brass or	Foot Wrought Steel—Cup-	.....
Int. Barff—	board, Japanned—	.....
4-inch	3-inch	.....	.50
6-inch	6-inch	.....	.75
8-inch	10-inch	.....	1.75
Cupboard, Japanned—	Cupboard, Copper or	.....
3-inch	Bronze—	.....
8-inch	3-inch	.....	.65
BOLTS—Toggle—(See Toggle Bolts).	6-inch	.....	.85

BOTTLES—Vacuum—

Thermos—	FILLERS—Thermos and Uni-	.....
10	versal—	.....
10Q	1/2 Pint	.....	1.75
11	1 Pint	.....	2.00
11Q	1 Quart	.....	3.25
14	LUNCH KITS—	.....
14Q	Thermos—	.....
15 1/2	892 and 396	.....	4.00
15	898 and 397	.....	4.35
15Q	894 and 398	.....	5.00
6	Universal—	.....
6Q	310	.....	4.00
Universal—	410	.....	4.85
21	420	.....	4.85
22	320	.....	4.50
61	4070	.....	5.75
62	8070	.....	3.75
71	Thermos—Food Jars, Fillers	.....
72	600	.....	4.00
91	601	.....	5.00
92	602	.....	7.00
81	Thermos—Jugs, Fillers	.....
82	556	.....	8.25
592	557	.....	8.50
Ferrostal—	Thermos—Oases—	.....
504R	104	.....	6.50
505R 2-qt.	104Q	.....	9.50
505N	114	.....	10.00
BOXES—Mitre—	114Q	.....	15.00
Goodall—	130	.....	10.00
265 26x4	130Q	.....	15.00
885 25x5	78	.....	21.50
806 30x5	74	.....	26.00
Stanley	75	.....	24.00
50 1/2	New Langdon Imp—	.....
246	72	.....	28.00
358	78	.....	24.00
460	74	.....	25.50
Aome—	75	.....	27.00
73	Stearn's Perfection—	.....
	20	.....	4.75

BRACES—Bit and Carpenters'—

P. S. & W., No. 508, \$1.25 each; 510, \$1.30; 8308, \$2.25;
8310, \$2.35; 8708, \$3.00; 8710, \$3.10; 8712, \$3.25; 4608,
\$3.50; 4610, \$3.75; 4612, \$4.00; 5008, \$4.50; 5010, \$4.75;
5012, \$5.00; 5014, \$5.25; 7008, \$4.75; 7010, \$4.85; 7012,
\$5.00; 8208, \$6.00; 8210, \$6.50; 8212, \$6.75.
Stanley Ratchet, No. 921, 8-inch, \$6.25; 10-inch, \$6.50; 12-
inch, \$6.75; 14-inch, \$7.00.
Stanley Corner, No. 992, 8-inch, \$9.00; 10-inch, \$10.00.
No. 982, \$5.75.

BRACKETS—Shelf—

Japanned—		Pair	Copper, Brass, Nickel—Pair		
8x425	8x4	.....	.40
4x580	4x5	.....	.50
5x740	5x7	.....	.70
6x845	6x8	.....	.90
7x950	7x9	.....	.95
8x1060	8x10	.....	1.00
10x1275	10x12	.....	1.30
12x14	1.25	12x14	.....	1.40

BRADS—Wire—

Bulk per lb.	1/2-lb. pkgs.	3/4-lb. pkgs.
1/2 and 3/4-inch	.80	.25
3/4 to 1 1/2-inch	.25	.30
1 1/2 to 2-inch	.20	.20

BRASS—Sheet—Soft, per lb., 70c; Half Hard, 75c; Sign, 75c; Spring, \$1.05.

BREAD AND CAKE MAKERS—Universal—No. 2, \$2.75 each; No. 4, \$3.50 each; No. 8, \$4.00 each; No. 44, \$3.25 each.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROOMS—House or Parlor—

Finest selected, 16-18 in., \$1.50 each; second grade, 14 1/2
in., \$1.35; third grade, 14 in., \$1.10; common, 85c; Ware-
house, \$1.25; Railroad or Smelter, \$1.25; Switch, small 65c,
large, 90c; Toy or Hearth, 1 sew, 30c; 2 sew, 40c.

Push or Street

Bassine, 14-in.	1.25	Rattan, 6 rows, 12-in.	1.50
Bassine, 16-in.	1.50	Rattan, 6 rows, 14 in.	1.60
Steel Wire, 12-in.	1.00	Rattan, 6 rows, 16 in.	1.75
Steel Wire, 14 in.	1.15	Rattan, 8 rows, 14 in.	1.25
Steel Wire, 16-in.	1.35	Rattan, 4 rows, 14 in.	1.40
Steel Wire, 18-in.	1.60	Rattan, 16 in.	1.75

BRUSHES—

Casting—		Fibre, 20-inch.....	2.50
Oblong.....	.60	Fibre, 24-inch.....	3.25
Round.....	.80	Gear—	
Counter—		Handles.....	.65
Dusting, com. ....	.90	Hand or Nail.....	.10
Extra quality.....	1.30	Horse—	
White bristles.....	1.75	Rice-Root, 12 1/2 lb.....	.60
Floor—		Rice-Root, 18 lb.....	1.00
Fibre, 12-inch.....	.95	Rice-Root, 18 1/2 lb.....	1.05
Fibre, 14-inch.....	1.10	Palmyra Fibre, 12 1/2	
Fibre, 16-inch.....	1.25	lb.....	.45
Hair, 12-inch.....	1.50	Palmyra Fibre, 18 lb.....	.75
Hair, 14-inch.....	1.75	Mixed Fibre, 13 lb.....	.80
Hair, 16-inch.....	2.00	Ox Fibre, 3 1/2 x 9 in.....	.50
Mixed, 12-inch.....	1.80	Ox Fibre, 3 1/2 x 10 in.....	.55
Mixed, 14-inch.....	1.45	Ox Fibre 4 1/4 x 1 1/2	
Mixed, 16-inch.....	1.65	in.....	.75
Bristles, 14-inch.....	4.00	Kalsomine—	
Bristles, 16-inch.....	4.75	7-in., single.....	2.40
Bristles, 18-inch.....	6.00	3x7 1/2 in blocks.....	6.75
Garage—		Marking—(Round)—	
Fibre, 16-inch.....	2.00	White bristles—	
Fibre, 18-inch.....	2.35	1/2 in.....	.10
		1 1/4 in.....	.15

Roofing—Knotted—

8 knots 14-lb.	2.00	Dauber, iron.	.80
4 knots, 18 lb.	2.50	Brush only, 1/2 in.	.85
Sash—Chisel Point—		Brush only, 1 1/4 in.	.75
1/2 x 1 1/2 in.	.20	Combination	.85
1/2 x 1 1/2 in.	.25	Extra bristles	.60
1/2 x 2 in.	.30	Best 1 1/4 in. bristles	.85
1x2 1/4 in.	.40	Sink—	
Scrub—		Ox Fibre	.15
Gray Tampico, 5-lb.	.30	Split Bamboo	.05
Gray Tampico, 7-lb.	.30	Shaving—Rubber set—	
Gray Tampico, 9-lb.	.35	Ebonized handle	.55
Ox Fibre, 6-lb.	.80	Borwood, small	1.00
Ox Fibre, 8-lb.	.40	Borwood, medium	1.10
Ox Fibre, 11-lb.	.45	Borwood, large	1.35
White Tampico, 4-lb.	.20	White Bone, small	1.00
White Tampico, 6-lb.	.25	White Bone, medium	1.25
White Tampico, 8-lb.	.35	Octagon Bone	2.00
White Tampico, 10-lb.	.35	Octag. Bone polished	4.00
White Tampico, 11-lb.	.40	Stencil—	
Shoe—		1 1/4 in., 2 1/2 lb.	.25
Dauber, wood	.20	1 1/4 in., 3 1/2 lb.	.35
		1 1/4 in., 5-lb.	.45
		1 1/4 in., 6-lb.	.55

RETAIL SELLING PRICES—Continued.

BRUSHES—Continued—

Window—	Squeeges, 10-in. ....	.30
Gray fibre	Squeeges, 12-in. ....	.35
Black horsehair	Squeeges, 14-in. ....	.40
Pope's Eye	Squeeges, 16-in. ....	.50

BUCKETS—(See Galv. Ware)—

BUTTS—(See Hinges)—

CALKS—Boot—Screw, all sizes, box of 50, 75c; Drive, all sizes, box of 100, 85c; Tote, blunt, side, heel or country pattern, 15c lb.

CANT HOOKS—	Maple Hdl.	Hickory Hdl.
2 1/4 x 4 1/2	3.00	3.65
2 1/2 x 4 1/2	3.25	3.75

OAPS—Roofing. Per lb., 20c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CARRIERS—Timber—No. 425, 4-ft. maple, \$3.75.

CARRIERS—Hay—Using Manila rope for steel, wood, cable track, \$12.00 each; using wire cable or manila rope for steel, wood, cable track, \$13.75; Sling, \$22.00; Steel Hay Carrier Track, 35c foot; Steel Hay Carrier Hanging Hooks, 25c each; Rafter Brackets, 15c.

CATCHERS—GRASS—No. 9, all duck, \$1.75; 10G, galv. bottom, \$2.00; 11 all duck, \$2.25; 12G galv. bottom, \$2.50; RRI, \$1.00; Eureka, 85c; 16G, \$1.50; 5G, \$1.75.

CESSPOOLS—BELL—	Hinge.	Loose.
2-inch 6x6 Bell.....	1.40	1.15
3-inch 9x9 Bell.....	2.00	1.80
4-inch 13x13 Bell.....	4.75	8.75

CHAINS—Tire.

Size.	Tire-Rid-O-Skid	Pair	3 1/2 x 32	.....	5.90
8 x 28	8.50	8 1/2 x 30	.....	5.90	
8 x 30	8.60	8 1/2 x 32	.....	6.50	
8 x 32	8.70	8 1/2 x 34	.....	7.25	
8 1/2 x 30	8.75	4 x 31	.....	7.25	
8 1/2 x 32	8.95	4 x 32	.....	7.25	
8 1/2 x 34	4.05	4 x 33	.....	7.75	
4 x 31	4.15	4 x 34	.....	8.25	
4 x 32	4.80	4 x 35	.....	8.75	
4 x 33	4.40	4 x 36	.....	8.75	
4 x 34	4.55	4 x 37	.....	9.50	
4 x 35	4.65	4 1/2 x 32	.....	8.25	
4 x 36	4.80	4 1/2 x 33	.....	8.60	
4 1/2 x 34	4.75	4 1/2 x 34	.....	8.75	
4 1/2 x 35	4.85	4 1/2 x 35	.....	9.50	
4 1/2 x 36	5.20	4 1/2 x 36	.....	9.50	
4 1/2 x 37	5.50	4 1/2 x 37	.....	10.25	
5 x 37	6.50	5 x 35	.....	10.75	
		5 x 36	.....	10.75	
		5 x 37	.....	11.50	
		5 1/2 x 36	.....	14.50	
		5 1/2 x 37	.....	15.25	
		5 1/2 x 38	.....	16.50	

Tire—Weeds

Size.	Pair	5 1/2 x 36	.....	14.50
8 x 28	4.75	5 1/2 x 37	.....	15.25
8 x 30	5.85	5 1/2 x 38	.....	16.50

CHAIN—New German Straight Link (Coil)—6-0, 15c ft; 5-0, 13c; 4-0, 12c; 3-0, 10c; 2-0, 10c; 0, 9c; 1, 8c; 2, 8c.

Norway Straight Link (coil)—1/4, 35c lb.; 3/8, 35c lb.; 1/2, 30c lb.

Passing Link (coil)—4-0, 13c ft.; 3-0, 11c ft.; 2-0, 10c ft. Proof Straight Link (coil)—3-16 black, 30c lb.; 1/4, 25c lb.; 5-16, 22c lb.; 3/8, 20c lb.; 7-16, 20c lb.; 1/2, 18c lb.; 3/4, 18c lb.; 1, 18c lb.

Proof Twisted Link (coil)—3-16 black, 38c lb.; 1/4, 28c lb.; 5-16, 24c lb.; 3/8, 23c lb.; 7-16, 22c lb.

B. B. Proof Straight Link (coil)—5-16, 25c lb.; 3/8, 22c lb.; 1/2, 20c lb.; 3/4, 20c lb.; 1, 20c lb.

Twisted Machine Coppered (coil)—4-0, 20c ft.; 3-0, 17c ft.; 2-0, 15c ft.; 0, 13c ft.

Jack: Iron—No. 20, 7 1/2c yd.; No. 18, 7 1/2c; No. 16, 7 1/2c; No. 14, 7 1/2c; No. 12, 10c; No. 10, 10c; No. 8, 12 1/2c; No. 6, 18c.

Jack: Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 12 1/2c; No. 114, 20c; No. 113, 25c; No. 112, 30c; No. 110, 40c.

Safety Brass and Nickel Plated—00 and N00, 20c yd.; 0-N0, 20c yd.; 1-N1, 25c yd.; 2-N2, 35c yd.; 3, 40c yd.

Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 4c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 3 1/2c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft.

Sash Chain Fasteners—12, 15c set; 100, 45c set.

CHALK—Carpenter's, per piece, 5c. School Crayon, small quantities, 1c each; dustless, 75c gross lots; common, 50c gross lots.

CHALK LINE—Yellow, 50-ft. hank, 20c; 100-ft. hank, 35c. Braided white, 20-ft. hanks, size 120, 10c each; 220, 10c; 320, 10c. 50-ft. balls, size 150, 20c each; 250, 20c each; 350, 20c each.

CHECKS—Door—All makes. Liquid Checks—A-11, \$7.00; B-12, \$9.50; C-13, \$10.75; D-14, \$12.75; E-15, \$16.85; 6, extra large, \$22.50. For hold open arm, add \$1.25 each.

Screen Door Check—No. 01, \$3.85.

CHOPPERS—Meat and Food—

No.	Enterprise	Each.	Universal	.....	2.25
5	4.00	0	.....	2.75	
10	6.25	2	.....	3.25	
12	5.75	3	.....	4.50	
22	9.75	804	.....	8.75	
82	12.75				
			Rusawin		
		0 R.....	.....	2.75	
501	2.50	1 R.....	.....	3.25	
602	8.00	2 R.....	.....	4.00	
703	4.00	3 R.....	.....	5.25	

CHISELS—

	Socket Firmer	Whites	Pocket	Inside or
	Bev. Edge	No. 2	Bev. Edge	Outside
1/4	1.00	1.30	1.20	1.85
3/8	1.05	1.35	1.25	1.85
1/2	1.10	1.40	1.30	1.85
5/8	1.15	1.45	1.35	1.40
3/4	1.20	1.50	1.40	1.50
7/8	1.25	1.55	1.45	1.65
1	1.30	1.65	1.55	1.75
1 1/4	1.35	1.75	1.60	1.85
1 1/2	1.45	1.90	1.75	2.00
1 3/4	1.50	2.00	1.85	2.25
2	1.65	2.15	1.95	2.50
	1.80	2.30	2.10	2.75

	Bucks No. 4	Blacksmiths' Cold or Hot Eye
1 .....	.90	.75
1 1/4	1.45	.85
1 1/2	1.50	1.00
1 3/4	2.00	1.25
2	2.25	1.50
		2.50
		3.00

	Cold Com.	Cold Special	Cape	Round Nose	Diamond Point
1/4 .....	.20	.35	.50	.50	.60
5-16 .....	.20	.35	.50	.50	.55
3/8 .....	.20	.35	.50	.55	.60
1/2 .....	.25	.45	.65	.65	.75
5/8 .....	.35	.50	.75	.70	.85
3/4 .....	.50	.65	.85	.90	1.00
1 .....	.65	.90	...	...	1.25
1 1/4 .....	.85	1.00	...	...	1.50

CHURNS—Barrel—No. 0, \$8.75 each; 1, \$10.00; 2, \$11.00; 3, \$12.25; 4, \$15.50; 5, \$18.25.

Improved Cylinder—No. 1, \$5.00; 2, \$6.00; 3, \$7.00; 4, \$8.00.

Sturges Steel—No. 1, \$9.00; 2, \$11.00; 3, \$12.50.

Glass Family—Universal, No. 15, \$2.75; 125, \$3.25; 185, \$4.00; 145, \$4.50. Dazey, No. 10, \$1.75; 20, \$2.25; 30, \$2.75; 40, \$3.50. Extra Jars, Dazey, No. 10, 40c each; 20, 65c; 30, 90c; 40, 1.15.

Dazey—Tin, No. 200, 2-gal., \$5.25; 300, 3 gal., \$6.75; 400, 4-gal., \$8.25; 600, 6-gal., \$10.50.

Dash—IX Tin, 2-gal., \$2.25; 3-gal., \$2.50; 4-gal., \$2.75; 5-gal., \$3.00; 6-gal., \$3.25. Dash and handle, 25c extra.

CLAMPS—Stearn's Special Joiners—Opens 1 ft, pair \$4.75; 1 1/2 ft., \$5.25; 2 ft., \$5.50.

Carpenters—Open 3 ft., \$8.50 pr.; 4 ft., \$9.50; 5 ft., \$11.50; 6 ft., \$17.50; 8 ft., \$22.

Carriage Makers—Common, 2 1/2-inch, 65c each; 3-inch, 85c; 4-inch, \$1.25; 5-inch, \$1.50; 6-inch, \$1.85; 8-inch, \$2.75; 10-inch, \$3.75; 12-inch, \$4.50.

Quilt Frame—No. 1, 10c each; 3, 15c; 32, 10c; 33, 15c.

CLEANERS—Window—Rubber—

	Wood Floor—
10-inch.....	.60
12-inch.....	.70
14-inch.....	.75

CLEAVISES—Malleable, 22c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to 3/4 inc., each, 15c; 1/2, 20c; 3/4, 25c; 1, 30c; 1 1/4, 35c; 1 1/2, 40c; 1 3/4, 45c; 2, 50c; 2 1/4, 55c; 2 1/2, 60c.

CLIPPERS—Bolt—

New Easy—		Extra Cutters—	
No. 0.....	4.25	No. 0.....	2.25
No. 1.....	5.50	No. 1.....	2.75
No. 2.....	7.75	No. 2.....	3.75
No. 3.....	10.00	No. 3.....	4.75
O. K.—			
10-inch.....	2.35	14-inch.....	3.00

CLOCKS—(Alarm)—Ace, \$8.75 each; America, \$1.75; Automatic, \$6.00; Bingo, \$4.00; Brownie, \$4.50; Circle, \$3.25; Columbia, \$3.75; Ideal, \$3.00; Indian, \$2.00; Iron Clad, \$3.00; Lookout, \$2.50; Prompter, \$3.25; Simplex, \$6.00; Sleepmeter 2, \$3.00; Sleepmeter 3, \$3.25; Startle, \$3.50; Tattoo Jr., \$4.25; Tattoo Int., \$4.25.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH—Emery, Nos. 00 to 2 1/4, 10c straight; Nos. 1 to 3, 15c. Carborundum or Aloxit—Nos. FF-90, 15c straight.

CLOTH, WIRE—Hardware Galvanized

	Sq. ft.	Screen	Sq. ft.
Mesh.....			
1 inch.....	.16	12 M—Black .....	.04 1/2
3/4 inch.....	.18	14 M—Black .....	.05
1/2 inch.....	.18	16 M—Black .....	.06
2 mesh.....	.09	14 M—Bronze .....	.16
3 mesh.....	.10	14 M—Galvanized ..	.05 1/2
4 mesh.....	.10	16 M—Galvanized ..	.06
6 mesh.....	.11	14 M—Opal or Galv.	.05 1/2
8 mesh.....	.11	16 M—Opal or Galv.	.06

RETAIL SELLING PRICES—Continued.

COAL—Blacksmith—

Catch weight sacks, per 100 lbs. \$2.50

COAL CHUTES—Hercules—

No. 1, 16x18.....	18.00	No. 5, 20x24.....	17.50
No. 2, 18x20.....	15.00	No. 6, 16x18.....	14.50
No. 3, 20x24.....	20.00	No. 7, 20x24.....	17.50
No. 4, 16x18.....	11.00	No. 8, 18x24.....	28.00

COCKS—

No.	Each	No.	Each
Ball 660—	1/2-inch... 1.50	Floats 895—5-inch...	.75
	3/4-inch... 1.75		6-inch... 1.00
	1-inch... 2.15		7-inch... 2.00
	1 1/4-inch... 4.00		8-inch... 3.00
1285	1 1/2-inch... 6.25		10-inch... 5.90
	1 3/4-inch... 2.50	Gas Hose—	1/2-inch... .40
	2-inch... 2.75		3/4-inch... .45
	2 1/4-inch... 3.50		1-inch... .55
	2 1/2-inch... 6.25		
	3-inch... 9.75		

Service, Standard—Square or Flat Head—

	1/4"	3/8"	1/2"	3/4"	1"	1 1/4"	1 1/2"	2"
Each .....	.80	.85	.95	1.10	1.85	2.90	4.00	7.00

COPPER—Sheet, 60c lb.; Bars, round, 70c lb.; Tubing, 75c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.	Each	5 pints	2.50
8 1/2 inch.....	3.00	6 pints	2.75
9 1/2 inch.....	3.25	Tea Pots.	Each
10 1/2 inch.....	3.50	2 pints	1.75
Coffee Pots.	Each	3 pints	2.00
8 pints	2.00	4 pints	2.25
4 pints	2.25	5 pints	2.50

COPPERS, SOLDERING—Family—

1	1.65
2	1.50

Tinnerns—

1/2 pound, per pair.....	.25
1 pound, per pair.....	.40
1 1/2 pound, per pair.....	.60
2 pound, per pair.....	.80
3 to 14 pounds.....	.75

CORD—(Sash)—Samson Spot Braided. Common. \$1.35 per lb.; Silver Lake, \$1.85 per lb.; Waterproof-coil, \$1.85 per lb.; 3-16 inch, \$2.85 per hank; 7-32 inch, \$3.75 per hank; 1/4 inch, \$4.75 per hank; 5-16 inch, \$7.25 per hank; 3/8 inch, \$10.25 per hank.

CORD, TINNED PICTURE—

No. 0, 10c pkg.; 1, 15c; 2, 15c; 3, 20c; 4, 25c.

COTTERS—Hammer Lock or Regular Spring.

1-16, 5-64, 8-32 in.				5-32 in.			
Length	100	1000	100	1000	100	1000	
1/2-inch.....	.20	\$1.25	.30	\$2.00	.35	\$2.40	
3/4-inch.....	.25	1.40	.30	2.00	.40	3.00	
1-inch.....	.25	1.65	.35	2.25	.45	3.25	
1 1/4-inch.....	.25	1.80	.40	2.55	.50	3.50	
1 1/2-inch.....	.30	2.05	.45	2.85	.60	4.00	
2-inch.....	.35	2.50	.50	3.40	.70	4.75	
8-16 in.				5-16 in.			
1/2-inch.....	.50	\$3.75	\$1.00	\$6.75	\$1.75	\$11.00	
1-inch.....	.60	4.25	1.10	8.00	2.00	14.50	
1 1/4-inch.....	.70	5.00	1.25	9.00	2.00	14.50	
1 1/2-inch.....	.80	5.50	1.50	10.00	2.25	16.00	
2-inch.....	1.00	6.75	1.75	11.50	2.50	17.50	
2 1/2-inch.....	1.10	7.75	2.00	14.00	3.00	20.00	

CRAYON—Lumber, 10c; Soapstone, 5c.

CUTTERS—Pipe—Barnes, No. 1, \$4.00 each; 2, \$5.25; 3, \$8.60; 4, \$16.75; 5, \$26.50.
Saunders—No. 1, \$3.25 each; 2, \$4.75; 3, \$11.25.
Trimmo—No. 1, \$4.00 each; 2, \$5.25; 3, \$8.60.

DAMPERS—Stove Pipe—No. 3, 20c each; 4, 20c; 5, 25c; 6, 25c; 7, 40c; 8, 60c; 9, 80c; 10, 95c.

DIVIDERS—Wing, No. 1, 35 & 50, 6-in., 85c pr.; 7-in., 90c; 8-in., \$1.00; 10-in., \$1.85. No. 35, 6-inch, 75c pair; 7-inch, 85c; 8-inch, \$1.00; 10-inch, \$1.25; 12-inch, \$1.35; 14-inch, \$2.50.
Excelsior—6-inch, 90c; 8-inch, \$1.25; 10-inch, \$1.65.

DOLLIES—Timber—

No. 649, 6-inch \$9.00 No. 650, 8-inch \$12.50

DOORS—Ash Pitt—

8x8	2.00	10x12	2.75
8x10	2.25	12x15	5.50

ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.

DOORS—Screen, Black—

Common, 1/2-inch, 2-6x6-6	2.75
Common, 3/4-inch, 2-8x6-8	2.85
Common, 1 1/4-inch, 2-6x6-6	2.25
Common, 1 1/4-inch, 2-6x6-8	2.50
Common, 1 1/4-inch, 2-10x6-10	2.75
Common, 1 1/4-inch, 8x7	4.00

DRILLS—

Goodell-Pratt Bench Drills—

No.	Each	No.	Each
8	7.25	87	11.50
8 1/2	9.50	97	12.50
9 1/2	12.25	118	6.75
10 1/2	23.60		

490 1/2 17.80 Yankee—Millers Falls, Hand—

1003	18.00	1	3.50
1005	21.50	2	5.00
11	22.00	2B	4.25

Goodell-Pratt Breast Drills—

6	5.85	3A	8.75
07	5.50	5	8.75
245	5.00	98	5.75
279	18.25	105	8.50

Millers Falls (Breast)—

12	6.50	843	8.00
12 A	6.25	1980	6.00

Drill Presses—Millers Falls

20	11.00	28	7.50
21	15.00	210	15.00
22	5.00		

Hand Drills—

No.	Each	No.	Each
4	3.10	445	7.00
4 1/2	2.55	455	8.00
5	5.00	545	10.50
5 1/2	5.00	550	10.50
5 3/4	2.00	555	12.00
49	2.75	1430	8.75
52	3.80	1445	7.00
53	3.65	1455	8.00
54	5.00	1530	5.25
154	6.00	1540	8.50
259	8.10	1545	10.50
329	7.25	1550	10.50
385	8.80	1555	12.50

Chain Drills—Goodell-Pratt

307	4.50	818	6.60
316	4.50	1500	4.50
317	5.50		

Yankee Automatic

41	3.00	44	3.50
42	2.25	50	4.50

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
300	1.00	305 .....	.50
301	1.00		

Yankee Drill Points

Set of 8, 75c; each 10c.

Bits, Wood (Syracuse Pattern)

Thirtyseconds—		Each	Each
2 .....	.25	12 .....	.50
3 .....	.25	13 .....	.55
4 .....	.25	14 .....	.60
5 .....	.25	15 .....	.65
6 .....	.25	16 .....	.70
7 .....	.30	17 .....	.75
8 .....	.35	18 .....	.85
9 .....	.40	19 .....	.90
10 .....	.45	20 .....	.95
11 .....	.45	24	1.25

Bit Stock Twist Drills for metal or wood—

1-16 .....	.15	15-32 .....	.80
8-32 .....	.20	3/4 .....	.90
1/2 .....	.23	17-32	1.00
5-82 .....	.25	9-16	1.10
8-16 .....	.30	19-32	1.20
7-32 .....	.35	1	1.80
1/4 .....	.40	11-16	1.40
9-32 .....	.45	1	1.60
5-16 .....	.55	18-16	1.80
11-32 .....	.60	1	2.00
3/4 .....	.65	15-16	2.20
13-32 .....	.70	1	2.40
7-16 .....	.75		

Straight Shank Carbon steel, Short Set—

1-32 .....	.15	7-32 .....	.25
3-64 .....	.15	15-64 .....	.25
1-16 .....	.15	1/4 .....	.30
5-64 .....	.15	9-32 .....	.35
8-32 .....	.15	5-16 .....	.40
7-64 .....	.15	11-32 .....	.45
1/4 .....	.15	3/4 .....	.50
9-64 .....	.15	13-32 .....	.60
5-32 .....	.15	7-16 .....	.70
11-64 .....	.20	15-32 .....	.85
8-16 .....	.20	1/2	1.00
18-64 .....	.20		

Straight Shank, Wire Gauge Carbon Steel—

1 to 5 .....	.25	36 to 40 .....	.16
6 to 10 .....	.22	41 to 45 .....	.16
11 to 15 .....	.20	46 to 50 .....	.15
16 to 20 .....	.20	51 to 55 .....	.15
21 to 25 .....	.20	56 to 60 .....	.15
26 to 30 .....	.16	61 to 80 .....	.15
31 to 35 .....	.16		

HARDWARE WORLD

RETAIL SELLING PRICES—Continued.

213

ELECTRICAL APPLIANCES—

Universal Goods—	
Dishes, Chafing—	E9437 .....17.50
E921 .....15.75	E9439 .....19.00
E940 .....25.00	E9635 .....14.00
E9850 .....21.50	E9637 .....15.00
Grills—	E9639 .....16.50
E982 .....11.50	E9646 .....20.00
E984 .....13.50	E9649 .....22.50
Heaters, Immersion—	E9676 .....11.50
E970 .....6.50	Ranges, Table—
Irons, Curling—	E9841 .....22.50
E9901 .....6.75	Stoves—
E99011 .....7.50	E998 .....10.00
Irons, Pressing—	E1997 .....10.00
E901 .....8.50	E9960 .....9.00
E902 .....7.50	Toasters—
E905 .....7.50	E945 .....8.00
E9023 .....6.75	E946 .....7.50
E9035 .....7.50	Urns, Coffee—
E9051 .....7.50	E916 .....20.00
E9081 .....8.50	E919 .....21.50
Irons, Waffle—	E9136 .....17.00
E930 .....18.00	E9146 .....22.50
Pads, Heating—	E9149 .....25.00
E9940 .....12.50	E9166 .....27.50
Percolators—	E9169 .....30.00
E9025 .....13.50	E9176 .....18.50
E9027 .....14.00	E9179 .....20.00
E9029 .....15.00	E9166044 .....50.25
E9435 .....16.00	E9169044 .....52.75
Hot Point Goods—	
Chafing Dishes—No. 20501, \$12.00 each; 20502, \$19.00; 20503, \$22.00.	
Coffee Percolators—No. 20610, \$11.00 each; 20611, \$11.00; 20620, \$13.50; 20621, \$13.75; 20622, \$18.75; 20650, \$18.75; 20651, \$25.00; 20652, \$28.50.	
Grills—20101, \$10.00 each; 20103, \$13.50; 20104, \$11.50.	
Percolator Sets—41484—\$47.75; 41486, \$38.00; 41585, \$45.75.	
Curling Irons—112L1, \$7.25; 112L2, \$6.25.	
Heaters—No. 30501, \$21.00; 30502, \$28.50; 30503, \$38.50; 30603, \$30.00; 30604, \$42.00.	
Heating Pads—50142, \$8.00; 50151, \$9.75.	
Immersion Heaters—50201, \$6.25; 50202, \$7.50; 50203, \$8.50.	
Irons—No. 11203, \$6.25; 11205, \$7.25; 11206, \$7.25; 11307, \$9.50; 11308, \$9.50; 11310, \$11.00; 11312, \$16.00; 11315, \$17.50.	
Ovenette—No. 40701, \$8.50.	
Stoves—No. 20301, \$6.50; 20302, \$7.00; 40101, \$9.00; 40102, \$10.25; 40103, \$14.25; 40104, \$16.50; 40105, \$19.50; 40106, \$7.50.	
Toaster—No. 114T5, \$7.25; 114T5½, \$6.75; 115T1, \$7.25.	
Vacuum Cleaners—No. 60102, \$37.50 each; 60103, \$42.00.	
Attachments, \$10.00.	
ELECTRICAL SUNDRIES—	Each
Attachment Plugs, No. 903, Benjamin	.30
No. 500, Bryant	.20
Bells, 2½-inch Eclipse, Iron Box	.85
3-inch Eclipse, Iron Box	.85
Buzzers, Iron Box	.75
Watch Case	.75
Cleats, 2 and 3 wire, unglazed	.06
Clusters, No. 92, Benjamin, 2-light	1.15
No. 93, Benjamin, 3-light	1.75
No. 94, Benjamin, 4-light	1.75
Porcelain Rings for Clusters	.10
Cord, No. 18, Green and Yellow Twisted Lamp	.06
No. 18, Heater, Twisted	.10
Fuses, 6, 10, 15, 20, 25, 30 amp	.10
Globes, 6x3½, R. I. Ball	.60
8x3½ or 4, Ball	1.25
Knobs, No. 5½, solid	.08½
No. 5½, split	.05
Lamp Guards, Style A—16 O. P.	.30
Style H—16 C. P.	.35
Style H—32 C. P.	.45
Laxon, 40 watt (guard only)	.65
Laxon, 60 watt (guard only)	.70
Key for Laxon Guards	.10
Loom, 7-32 (250 feet in coil)	.10
½ (250 feet in coil)	.11
Receptacles, No. 226, Porcelain Cleat	.25
No. 195, Freeman Key, brass	.65
No. 188, Freeman Key, brass	.75
Rosettes, No. 819, Cleat	.15
No. 338, Concealed	.25
Switches, No. 400, Common Snap	.50
No. 403, Indicating Snap	.50
No. 459, 8-way Snap	.85
No. 4401, Single Pole Push	.60
No. 4403, 8-way Push	.75
No. 707, Single Pole, 1-way Baby Knife	.40

No. 708, Single Pole, 2-way Baby Knife.....	.60				
No. 709, Double Pole, 1-way Baby Knife.....	.65				
No. 710, Double Pole, 2-way Baby Knife.....	.85				
Sockets, ¼-inch and Pendant Cap Key BB.....	.45				
Pull Chain.....	.85				
Shades, 8-inch Tin Cone.....	.55				
10-inch Tin Cone.....	.60				
8-inch Flat Tin.....	.50				
10-inch Flat Tin.....	.75				
Shade Holders, 2 ¼-inch P. & A., BB.....	.15				
3 ¼-inch P. & A., BB.....	.25				
Tubes, Porcelain, 5-16x3.....	.02 ½				
5-16x4.....	.04 ½				
5-16x5.....	.06				
5-16x6.....	.07				
	Lb.				
Tape, Durafix Friction, ½-lb. rolls.....	.85				
Sticktite Friction, ½-lb. rolls.....	.85				
Paraweld Rubber, ½-lb. rolls.....	.85				
	Foot				
Wire, No. 10, S. B. Solid R. C.....	.05 ½				
No. 12, S. B., Solid R. C.....	.04				
No. 14, S. B., Solid R. C.....	.08				
	Lb.				
No. 18, Single Bell.....	.90				
No. 20, Twisted Bell.....	.90				
	100 Feet				
No. 18, Black R. C. Fixture.....	1.40				
EMERY—Per lb., 25c.....					
Stones—See Stones.....					
Cloth—See Cloth.....					
Wheels—See Wheels.....					
EXPANSION SHIELDS—					
Star Machine Bolt Type—¼ in., \$4.50 per hundred; 5-16, \$5.50; ¾, \$6.50; 7-16, \$8.00; ½, \$9.00; ¾, \$12.00; ¾, \$18.00; ¾, \$30.00; 1-inch, \$37.50.....					
Sebeco Lag Screw Type—3-16 in., \$2.65 per hundred; ¼, \$2.96; 5-16, \$3.31; ¾, \$4.21; 7-16, \$5.59; ½, \$6.08; ¾, \$8.76; ¾, \$12.58; ¾, \$16.79; 1-inch, \$20.98.....					
ASTENERS—Casement, common brass plated, 25c; Sash, common brass plated, 15c, two for 25c.....					
FAUCETS—Cork Lined—8-inch, each.....	\$.20				
7-inch each.....	\$.15				
9-inch, each.....	.25				
ELT—Deadening—¾-lb. size, roll \$4.50; 1-lb., \$5.65; 1 ½-lb., \$8.50; 2-lb., \$10.00.....					
FIBRE WARE—					
Funnels—					
Each. 2 quart.....	2.00				
1 quart.....	1.25				
2 quart.....	1.60				
Keelers—					
45 lbs.....	1.50				
60 lbs.....	1.75				
80 lbs.....	2.25				
95 lbs.....	3.00				
Lunch Boxes—					
Small.....	.25				
Larger.....	.30				
Largest.....	.85				
Folding.....	.40				
Measures—					
1 pint.....	1.50				
FIGURES AND LETTERS (STEEL)—					
Figures.	Set	Each	Letters	Set	Each
¼ inch.....	1.25	.20	¼ inch.....	3.75	.20
3-16 inch.....	1.50	.25	3-16 inch.....	4.50	.35
¼ inch.....	2.00	.30	¼ inch.....	6.00	.30
5-16 inch.....	2.50	.35	5-16 inch.....	7.50	.35
¾ inch.....	3.00	.45	¾ inch.....	9.00	.45
¾ inch.....	4.50	.60	¾ inch.....	13.50	.60
¾ inch.....	19.25	...			
¾ inch.....	29.00	...			
FILES—Band saw, slim, 4 inches long, 20c each; 5, 20c; 6, 25c; 8, 35c; 10, 50c. Knife, bastard, 4, 35c; 5, 40c; 6, 45c; 8, 55c; 10, 65c. Regular Taper, 3-8 ½, 15c; 4, 15c; 4 ½, 15c; 5, 20c; 5 ½, 20c; 6, 25c; 8, 35c; 10, 55c. Slim Taper, 3-8 ½, 15c; 4, 15c; 4 ½, 15c; 5, 20c; 5 ½, 20c; 6, 25c; 8, 30c; 10, 40c. Warding, bastard, 4, 80c; 5, 85c; 6, 40c; 8, 40c. Flat, bastard, 3-4, 25c; 5, 25c; 6, 30c; 8, 35c; 10, 50c; 12, 65c; 14, 85c; 16, \$1.20. Half Round, bastard, 3-4, 30c; 5, 35c; 6, 40c; 8, 45c; 10, 60c; 12, 75c; 14, \$1.00; 16, \$1.80. Mill Bastard, 3-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 70c; 16, 95c. Round Bastard, 3-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 70c; 16, 95c. Square Bastard, 3-4, 25c; 5, 30c; 6, 30c; 8, 35c; 10, 50c; 12, 65c; 14, 90c; 16, \$1.20.....					
FIXTURES—Grindstone—Auto—01, \$2.00; 02, \$2.50; 15, \$1.25; 17, \$1.85; 19, \$1.50; 21, \$1.75. Am. Heavy: 17, \$1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.....					
FLASHLIGHTS—Eveready Dayles—					
Tubular Nos. 2602 2604 2612 2616 2619 2627 2628					
Complete ea. \$1.85 \$1.70 \$2.00 \$2.00 \$2.25 \$1.85 \$1.10					
Case & Bulb, ea. 1.15 1.35 1.50 1.65 1.75 .85 .75					
Tubular Nos. 2630 2631 2632 2633 2634 2638 2659					
Complete, ea. \$1.55 \$1.85 \$2.25 \$2.75 \$2.85 \$3.10 \$3.25					
Case & Bulb, ea. 1.05 1.50 1.75 2.25 2.00 2.75 2.75					
Pocket Nos. 6954 6961 6962 6971 6972 6991 6992					
Complete, ea. \$1.25 \$1.00 \$1.25 \$1.00 \$1.25 \$1.25 \$1.50					
Case & Bulb, ea. .... .95 .70 .85 .70 .85 .95 1.10					
Tubular Battery Nos. 705 706 790 791					
Battery only, each.....	\$.50	\$.25	\$.85	\$.30	
Pocket Battery Nos. 700 703 750 751 792 793					
Battery only, each.....	\$.80	\$.40	\$.30	\$.40	\$.30

RETAIL SELLING PRICES—Continued.

FLASHLIGHTS—Continued—

Kwiklites									
Tubular Nos.	5220	5221	5223	5229	5381	6240	6240B		
Complete, ea.	\$1.35	\$1.70	\$2.00	\$2.00	\$2.25	\$1.55	\$1.70		
Case & Bulb ea.	1.15	1.35	1.50	1.65	1.75	1.25	1.40		
Tubular Nos.	6241	6241B	6249	6249B	6343	6348B	6351		
Complete, ea.	\$1.85	\$2.00	\$2.35	\$2.55	\$2.25	\$2.45	\$2.75		
Case & Bulb, ea.	1.50	1.65	2.00	2.20	1.75	1.95	2.25		
Pocket Nos.	2472	2573	3475	8475B	8577	8577B	8579		
Complete, ea.	1.00	1.25	1.35	1.35	1.50	1.65	1.90		
Case & Bulb, ea.	.70	.85	.95	1.05	1.10	1.25	1.50		
Watch Chain Nos.	6239	6239B	Watch Chain Bat'y No.	1204					
Complete, each.	\$1.00	\$1.10	Battery only, each.	\$.25					
Case and Bulb, each	.75	.85							
Battery only,									
Nos.	1202	1203	1206	1207	1271	1301	1308	1309	
Each	\$0.30	\$0.35	\$0.30	\$0.30	\$0.30	\$0.50	\$0.40	\$0.40	

FLATTERS—Blacksmith—2-in., \$1.25; 2½-in., \$1.65; 3-in., \$2.00; 3½-in., \$3.00.

FORGES—No. 150 Chicago, \$15.00; No. 151 Chicago, \$17.50 Buffalo—No. 310 Steel Ball Bearing Rivet, \$33.00; No. 722, \$38.00; No. 742H, \$40.00.

FORKS—Hay—Nellis, 94 single harpoon, \$6.25; 95 double harpoon, \$3.85; 96 double harpoon, \$7.75; 97 double harpoon, \$4.25; 98 double harpoon, \$7.85. Grapple, No. 99 (4 tines), \$15.50; No. 100 (6 tines), \$18.00. Jackson Patterns, 4 ft., \$19.00; 4½ ft., \$19.75; 5 ft., \$23.00.

FREEZERS—Arctic—

Qts.	Each.				
1	4.00	2	5.65		
2	4.60	3	6.75		
3	5.55	4	8.25		
4	6.80	6	10.45		
6	8.60	8	13.50		
8	11.10	10	18.00		
Toy	4.00	12	21.55		
White Mountain		15	25.60		
1	4.85	20	33.20		

FROES—Special—Each, 12-in., \$2.00; 14-in., \$2.25; 16-in., \$2.50. Common—Each, 12-in., \$1.75; 14-in., \$1.85; 16-in., \$2.00.

GARBAGE CANS—(See Cans)—

GATES—Molasses and Oil—

Perfection—½-inch, 75c each; ¾-inch, 95c; 1-inch, \$1.10; 1½-inch, \$1.25; 1¾-inch, \$1.35; 2-inch, \$2.00. Stebbin's Pattern—1-inch, 85c each; 1½-inch, 40c; 1¾-inch, 45c; 1½-inch, 50c; 1½-inch, 60c. Lock Fast—½-inch, \$1.15 each; ¾-inch, \$1.35; 1-inch, \$1.50; 1½-inch, \$1.85; 1¾-inch, \$2.25.

GAUGES—BUTT—Stanley—

No.	Each	No.	Each
93	1.65	77	1.65
94	1.85	71	1.15
95	1.75	90	.85
95½	1.85	91	1.65
Marking—Stanley—		92	2.25
61	.25	97	1.00
64	.50	98	1.90
65	1.00		

Enterprise, Self Measuring—No. 61, Faucet, \$6.00; 97, Pump, \$14.50.

Altitude Gauges, \$5.85.

Steam Gauges, 4½-in. face I O, \$5.35.

Thermometer, Straight, \$1.50.

Thermometer, Angle, \$1.75.

GLASS—Window—

3B Grade—	Large Lots	Small Lots
Single Strength	75%	65%

Double Strength	75%	65%
Extras for Putting In Glass—		Per light
First 3 Brackets		.50
Second 3 Brackets		.75
Third 3 Brackets		1.00
Larger Lights	\$1.00 per hour, per man	

GLASSES—

Ground Level—		Proved Level—	
1½	.50	1½	.15
2	.60	2	.15
2½	.65	2½	.15
3	.70	3	.20
3½	.75	3½	.20

GLASSES, GAUGE—Standard—

	%	¾%	%	¾%	%
6	.25	...	...	...	...
8	.25	...	...	...	...
10	.25	.35	.30	.55	.75
12	.25	.30	.35	.60	.90
14	...	.35	.45	.70	1.05
16	...	.40	.50	.85	1.35
18	...	.45	.55	.95	1.35
20	...	.65	.80	...	...
22	...	.70	.90	...	...
24	...	.80	1.00	...	...

GLOBES, LANTERN—Cold Blast—Plain, 20c each; Bullseye, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 50c. Railroad—Clear, 20c each; Green or Red, 30c. Tubular—Clear, 10c each; Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wizard, 25c; 6-0, 20c each.

GLUE—Dry—

No. or Brand	Lb.
AAA	.55
B	.60
CX	.40
D	.30
GX	.55
LXX	.45

Imperial Liquid—

Size	1 Oz.	½ Pt.	¾ Pt.	1 Pt.	1 Qt.	½ Gal.
List, Dos.	1.06	1.80	2.80	4.50	7.00	11.25
Sug. Ret. Ea.	.20	.25	.30	.50	.85	1.50
Le Page's Liquid—						
Size	1 Oz.	2 Oz.	¾ Pt.	1 Pt.	1 Qt.	1 Gal.
List, Dos.	1.60	1.65	1.80	2.80	4.50	7.00
Sug. Ret., Ea.	.20	.20	.25	.30	.50	.85

GOUGES—Bucks, Firmer—

Size, inches	¾	%	¾	%	%	%
List, Dos.	7.75	8.25	8.75	9.30	10.10	11.10
Sug. Ret., Ea.	1.00	1.10	1.20	1.25	1.35	1.50
Size, inches	1	1½	1½	1½	1½	2
List, Dos.	11.65	13.05	14.50	16.00	17.95	
Sug. Ret., Ea.	1.60	1.75	2.00	2.25	2.50	
Bucks, Turning—						
Size, inches	¾	%	¾	%	%	%
List, Dos.	4.45	4.80	5.30	5.65	6.45	7.20
Sug. Ret., Ea.	.60	.65	.75	.80	.90	1.00
Size, inches	1	1½	1½	1½	1½	2
List, Dos.	8.05	10.15	12.95	15.05	18.25	
Sug. Ret., Ea.	1.15	1.40	1.75	2.00	2.50	

P. S. & W. Firmer—

160—¾ inch	1.50	1	inch	2.10
¾ inch	1.50	1½	inch	2.25
1 inch	1.65	1½	inch	2.50
1½ inch	1.70	1½	inch	2.75
2 inch	1.80	2	inch	3.25
2½ inch	2.00			

GALVANIZED WARE

Boilers, Coffee		Cans, Ash		(Top faucet)		(Puritan)		Water Pots or Sprinklers	
1½ quarts	.90	10 gals.	4.80	5 gals.	2.25	14 quarts	2.75	4 quarts	.95
2 quarts	1.10	16 gals.	5.75	Oil Cans		Chamber Pails		6 quarts	1.15
3 quarts	1.35	20 gals.	6.75	1 gal.	.60	10 quarts	1.25	8 quarts	1.35
4 quarts	1.90	23 gals.	7.75	2 gals.	1.00	12 quarts	1.35	10 quarts	1.60
6 quarts	2.15	Cans, Garbage		5 gals.	2.00	Stock Pails		12 quarts	1.75
8 quarts	2.60	Smooth, Pail Handle		(Double seamed)		14 quarts	1.10	16 quarts	2.25
10 quarts	3.00	2 gals.	1.15	5 gals.	1.75	16 quarts	1.25	Foot Tubs (oval)	
12 quarts	3.40	5 gals.	1.50	(Side faucet)		18 quarts	1.40	16-inch	.80
Boilers, Wash		6 gals.	1.85	5 gals.	2.00	20 quarts	1.60	17-inch	.90
18	2.25	8 gals.	2.00	Dippers		Water Pails		18-inch	1.05
21	2.75	10 gals.	2.50	1 quart	.30	8 quarts	.60	20-inch	1.25
22	2.85	16 gals.	3.00	Coal Hods		10 quarts	.65	21-inch	1.60
Bowls, Wash		Corrugated,		16 inch	1.00	12 quarts	.75	Wash Tubs	
11 inch diam.	.30	Side Handles		17 inch	1.10	14 quarts	.85	18-inch	1.50
18-inch diam.	.40	15 gals.	6.25	Camp Kettles		16 quarts	.95	20-inch	1.85
Buckets, Fire		16 gals.	6.75	1 gal.	.40	(Extra quality)		22-inch	2.15
12 quarts	.85	21 gals.	7.25	1½ gals.	.55	12 quarts	1.05	24-inch	2.50
14 quarts	.95	Gasoline Cans		2 gals.	.70	Refrigerator Pans		(Extra heavy)	
14 quarts	1.10	(1 P & B, 1)		3 gals.	.90	12-inch	.75	20-inch	3.25
Buckets, Well		5 gals.	8.00	4 gals.	1.05	14-inch	.90	22-inch	3.35
10 quarts	.90	1 gal.	.75	Cement Pails		16-inch	1.40	24-inch	8.60
12 quarts	1.00	(Side faucet)		14 quarts	2.00				
14 quarts	1.10	5 gals.	2.00						

RETAIL SELLING PRICES—Continued.

GRATES—

Air Tight Heater—		24 inch.....	8.75
16 inch.....	1.75	27 inch.....	10.00
18 inch.....	2.00	30 inch.....	11.00
20 inch.....	2.25	Low Back—	
Basket Fire Place—Cast		16 inch.....	6.75
Iron—Fancy Back—		18 inch.....	7.00
20 inch.....	7.75	20 inch.....	7.25
24 inch.....	8.75	22 inch.....	7.50
27 inch.....	10.00	24 inch.....	8.25
Straight Back—		27 inch.....	9.00
20 inch.....	8.00		

GRAPHITE—Flake, per lb., 80c.

GRINDSTONES—

Loose—		Cwt.	19 inch.....	1.75
15 to 40 lbs.....	7.00	Mounted—Hand—		
40 to 200 lbs.....	7.00	7 inch.....	3.00	
Over 200 lbs.....	7.50	8 inch.....	3.25	
Fixtures and Axle—		10 inch.....	4.00	
15 inch.....	1.35	12 inch.....	4.50	
17 inch.....	1.60	Prices range from \$10.50 to \$21.50, according to material and quality.		
Pedal Mounts—				

HACKSAWS—

Lenox, Power.		17" 1/4.....	2.80	
Light. Width.	Lt. Heavy.	17" 1/2.....	3.25	4.15
8" 9-16.....	.90	Hand, Star and Lenox		
10" 1.....	1.15	Length.	Each	Dos.
10" 1.....	1.35	8-inch.....	.10	.75
10" 1.....	1.95	9-inch.....	.10	.85
12" 1.....	1.85	10-inch.....	.10	1.00
12" 1.....	1.60	11-inch.....	.10	1.10
12" 1.....	2.85	12-inch.....	.15	1.20
14" 1.....	2.95	Hand, Victor		
14" 1.....	1.70	8-inch.....	.10	.85
14" 1.....	1.90	9-inch.....	.10	.95
14" 1.....	2.65	10-inch.....	.15	1.10
16" 1.....	2.15	12-inch.....	.15	1.35
16" 1.....	8.05			

HACK SAW FRAMES—M. F.—4B, 75c; 6, \$2.50; 9, \$1.85; 15, \$2.75; 77, \$1.00; 78, \$1.50; 1027, \$2.50; 69, \$3.80; 69B, \$2.65; 14, \$3.50; 4 Milford Adj., \$3.75; 7 Milford Adj., \$1.65; 36 1/2 Diaston, \$1.50; 40 Extension, 75c.

HAMMERS—V & B Vanadium, No. 41 1/2, \$2.75 each; Nail Hammers, No. 11 1/2, \$2.25; Ball Pein, No. 2, \$2.00.

HAMMERS—Maydole Carpenter's Nail—No. 1, \$2.25 each; 1 1/2, \$2.10; 2, \$2.00; 11, \$2.25; 11 1/2, \$2.10; 12, \$2.00; 12 1/2, \$1.85; 13, \$1.75; 14, \$1.65; 200, \$3.00; 611 1/2, \$3.15; 710, \$2.75; 711, \$2.25; 711 1/2, \$2.10; 712, \$2.00; 811 1/2, \$2.35.

Maydole Chipping—No. 100, \$1.90 each; 101, \$1.75; 102, \$1.55; 103, \$1.40. Maydole Cross Pein—No. 174, \$1.50. Maldole Machinist Ball Pein—375, \$2.50; 376, \$2.40; 377, \$2.25; 378, \$2.15; 379, \$2.10; 770, \$3.00; 770 1/2, \$2.65; 771, \$2.35; 772, \$2.10; 773, \$2.00; 774, \$1.85; 775, \$1.65; 776, \$1.50; 777, \$1.40; 778, \$1.35.

HAMMERS—

Plumb's Carpenter's Nail—		1371	1.50
K1	1.25	1372	1.50
TO 1 1/2	1.25	1373	1.65
A 11	1.20	1374	1.75
A 11 1/2	1.15	1375	1.85
A 12	1.10	1376	2.00
C 11 1/2	1.50	1377	2.25
O 12	1.45	1379	2.50
P 80	2.25	Plumb's Riveting—	
P 81	2.15	220	1.25
P 82	2.00	221	1.25
P 83	1.90	222	1.85
P 84	1.80	223	1.50
P 85	2.25	251	1.40
P 86	2.15	252	1.50
P 87	2.00	253	1.60
Plumb's Engineer's—		254	1.70
261	2.00	Plumb's Brick—	
262	2.10	461	2.25
263	2.25	462	1.75
264	2.40	8154	1.15
Plumb's Machinist's Ball		8155	1.50
Pein—		Plumb's Prospector's Pick	
18 .....	.60	470	2.75
1370	1.50	471	2.85

HANDLES—Adse, extra select, 75c; second growth, 85c. Axe—Single or double bit, Boys' No. 1, 60c; Boys' extra select, 60c; Turned No. 1, 60c; extra select hickory, 85c; second growth, \$1.00. Chisel—Hickory, 10c; Leather Tip, 15c. Hammer and Hatchet—Second growth hickory, 12 inch, 29c; 14 inch, 25c; 18 inch, 80c. Peavey Handles—

Hickory. Maple.		Hickory. Maple.	
2 1/4 x 4	1.50	2 3/4 x 4 1/2	1.75
2 1/4 x 4 1/2	1.50	2 3/4 x 5	2.00
2 1/4 x 4 1/2	1.60	2 3/4 x 5 1/2	2.25
2 1/4 x 5	1.75	3 x 5	2.80
2 1/4 x 5 1/2	1.85		
Pick—36-inch Drift, Select, 50c; Extra Select, 60c; Railroad No. 1, 50c; No. 2, 60c; Select, 70c; Extra Select, 90c. Sledge—36-inch, Select, 60c; Second Growth, 75c.			

Saw, Hand—Disston, No. 7, 50c; No. D8, 85c; No. 12, \$1.25. Crosscut, Disston, No. 112, \$1.00; No. 113, \$1.15; No. 114, \$1.50. Simonds Reversible Guard, per pair, \$1.60. Simonds No. 6, 1.60; Atkins No. 24, \$1.60. One Man Cross Cut, No. 218, 45c; Supplementary, 80c. Auger M. F. No. 1, \$1.00; No. 2, \$1.00; No. 3, \$1.50; No. 4, \$2.75; No. 5, \$3.75; No. 6 Com., 15c; Pecks Adj., 50c; Pratt's Ratchet, \$4.75.

HANGERS, BARN DOOR—

Flat Track—		43—Richards	1.35
No and Brand.	Pair.	248—Richards	1.90
3—Myers	2.50	Round Track—	
4—Myers	2.00	5—Wilbern	2.75
25—Lanes	1.25	462-2—Richards	1.65
34—Richards	1.90	Trolley Track—	
37-1—Richards	1.80	20—Richards	3.40
38-1—Richards	1.80	20 1/2 B—Richards	4.50
42-3—Richards	2.10	24-2—Richards	3.75
42-4—Richards	1.80	27 1/2 B 1—Richards	6.35
42-5—Richards	2.10	120—Richards	7.25
42-6—Richards	3.15	150—Richards	8.50
42-6—Richards	4.10		

HANGERS, HOUSE DOOR—

No. or Brand	Set.	No. or Brand	Set.
01—Johns	3.25	15—Frisco	6.00
1—Johns	6.00	0105—Lanes	3.75
5 D—Prouty	3.75	0105 A—Lanes	3.75
5 D—Prouty	7.50	0105 NT—Lanes	3.25
011—Richards	3.50	105—Lanes	7.00
11—Richards	6.50	105 A—Lanes	7.00
012—Richards	8.25	105 NT—Lanes	6.00
12—Richards	6.25	140-1—Richards, pair	8.50
015—Frisco	8.25		

HATCHETS—Underhill Star, No. 10, Chicago Pat., \$3.10; No. 5, Boston Pat., \$3.00; No. 15 St. Paul Pat., \$3.25.

Sayre—Boston, No. 30, \$3.00; Chicago No. 40, \$3.25.

Flooring—1 Plumb, \$2.50; White, \$3.00.

Broad—1 Plumb, \$2.50; 2, \$2.75; 3, \$3.00; 4, \$3.25; 5, \$3.50; 6, \$4.00.

Bench—(single or double bevel)—8 White, \$2.75; 7, \$2.85; 6, \$3.00; 5, \$3.10; 4, \$3.50.

Claw—1 Plumb, \$2.00; 2, \$2.25; 3, \$2.50.

Shingling—1 Plumb, \$1.90; 2, \$2.00; 3, \$2.10.

Half—1 Plumb, \$1.85; 2, \$1.95.

Barrel or Fruit Box—Sayre 400, \$3.00; Sayre 401, \$2.75.

HEADS—MOP—Cotton—No. 9, 45c each; 12, 60c; 15, 75c; 18, 85c. Linen—No. 012, 75c each; 015, \$1.00; 018, \$1.15; 020, \$1.25.

HINGES AND BUTTS (Screws included)—

Hinges—

No. 900 Lt. Strap Hinges—

No. 904 Lt. Tee Hinges—

Pair

8-inch..... .30 | 8-inch..... | .20 |

4-inch..... .25 | 4-inch..... | .25 |

5-inch..... .25 | 5-inch..... | .25 |

6-inch..... .25 | 6-inch..... | .25 |

8-inch..... .30 | 8-inch..... | .30 |

No. 935 Cor. Strap Hinges—

No. 937 Cor. Tee Hinges—

Pair

4-inch..... .25 | 4-inch..... | .40 |

5-inch..... .35 | 5-inch..... | .50 |

6-inch..... .45 | 6-inch..... | .60 |

8-inch..... .60 | 8-inch..... | .85 |

10-inch..... .85 | 10-inch..... | 1.25 |

12-inch..... 1.35 | 12-inch..... | 1.65 |

Double-acting, Surface, Comp. type—

HINGES—FLOOR—

Set

Bommer, Jap..... 1.85 | Copper, Brass (tile or concrete) | 5.25 |

Copper, Brass 2.00 | Brass, Sanded, N. P. | 6.50 |

Sanded, N. P. 2.25 | Rixon, 7..... | 12.00 |

Ch'go. Copper, Brass 4.25 | 8 | 13.50 |

Sanded, N. P. 4.75 | 10 | 16.50 |

Copper, Brass (large) 5.00 | 15 | 18.75 |

Sanded, N. P. 5.75 | 20 | 32.00 |

Corbin, Jap..... 1.85 | 25 | 38.00 |

Copper, Brass 1.90 | 30 | 50.00 |

Sanded, N. P. 2.10 | 40 | 75.00 |

Katz, Copper, Brass 2.00 | Standard, R. EA, 450 | 7.00 |

Brass, sanded 2.25 | SHA, E, 450 | 8.50 |

Copper, Brass (large) 4.85 | R, EA, 452 | 12.00 |

Brass, Sanded, N. P. 6.00 | | |

BUTTS—

Butts—No. 838.		2-inch	1.65
Pr. Ds. Pr.		2 1/4-inch	1.75
1/4-inch .....	.10	2 1/2-inch	1.90
1-inch .....	.10	2 3/4-inch	2.00
1 1/4-inch .....	.10	3-inch	2.25
1 1/2-inch .....	.10	No. 783	
1 3/4-inch .....	.10	2 1/2 x 2 1/2-inch .....	.50
2-inch .....	.15	3 x 3-inch .....	.55
2 1/4-inch .....	.15	3 1/2 x 3 1/2-inch .....	.55
2 1/2-inch .....	.15	4 x 4-inch .....	.70
2 3/4-inch .....	.20	4 1/2 x 4 1/2-inch	1.00
3-inch .....	.20	5 x 5-inch	1.20
3 1/4-inch .....	.20	5 1/2 x 5 1/2-inch	1.65
3 1/2-inch .....	.25	6 x 6-inch	2.10
3 3/4-inch .....	.25	No. 781 1/2	
4-inch	1.25	2 1/2 x 2 1/2-inch .....	.50
No. 840		3 x 3-inch .....	.50
1 1/4-inch .....	.15	3 1/2 x 3 1/2-inch .....	.55
1 1/2-inch .....	.15	4 x 4-inch .....	.65

Digitized by Google

RETAIL SELLING PRICES—Continued.

BUTTS—Continued—

4½ x 4½-inch	.95	4-inch	1.00		
5x5-inch	1.15	4½-inch	1.85		
No. 241 F&D2					
2½ x 2½-inch	.50	1½-inch	.60		
8x3-inch	.55	2-inch	.65		
8½ x 8½-inch	.60	2½-inch	.70		
4x4-inch	.75	3-inch	.80		
4½ x 4½-inch	1.10	3½-inch	.90		
5x5-inch	1.35	4-inch	1.05		
5½ x 5½-inch	1.85	295 F&D2			
6x6-inch	2.30	Pr. Ds. Pr.			
No. 241 SF2					
2½ x 2½-inch	.60	1½-inch	.85		
8x3-inch	.65	2-inch	.85		
8½ x 8½-inch	.65	2½-inch	.40		
4x4-inch	.80	3-inch	.45		
4½ x 4½-inch	1.15	295N Pr. Ds. Pr.			
5x5-inch	1.40	1½-inch	.45		
5½ x 5½-inch	1.95	2-inch	.45		
No. 160 F&D2				2½-inch	.50
2½-inch	.55	3-inch	.50		
3-inch	.70	289 F&D2			
3½-inch	.75	Pr. Ds. Pr.			
4-inch	.95	2x2-in.	.85		
4½-inch	1.25	2½ x 2-in.	.40		
241 H&N				2½ x 2½-in.	.40
2½ x 2½-inch	.65	3x3-in.	.50		
8x3-inch	.70	289N			
8½ x 8½-inch	.75	2x2-inch	.45		
4x4-inch	.85	2½ x 2-inch	.50		
4½ x 4½-inch	1.15	2½ x 2½-in.	.50		
5x5-inch	1.75	3x3-in.	.60		
5½ x 5½-inch	2.00	295 SF2			
6x6-inch	2.50	1½-inch	.80		
160 N				2-inch	.85
2½-inch	.65	2½-inch	.40		
3-inch	.80	3-inch	.45		
3½-inch	.85	295H			
4-inch	1.05	1½-inch	.85		
4½-inch	1.40	2-inch	.40		
160 SF2				2½-inch	.45
2½-inch	.65	3-inch	.50		
3-inch	.75	289 SF2			
3½-inch	.85	2x2-in.	.40		
4-inch	1.00	2½ x 2-in.	.45		
165 F&D2				2½ x 2½-in.	.45
1½-inch	.50	3x3-inch	.50		
2-inch	.55	289 H Pr. Ds. Pr.			
2½-inch	.60	2x2-in.	.45		
3-inch	.75	2½ x 2-in.	.55		
3½-inch	.80	2½ x 2½-in.	.60		
		3x3-in.	.720		

HODS—Coal—

Open Japanned—		Open Galvanized—	
15	.60	15	.90
16	.75	16	1.00
17	.80	17	1.15
18	.95	18	1.30
20	1.15	20	1.75

HOLLOW WARE (Cast Iron)—Dutch Ovens, 10-inch, \$4.00;
 11-inch, \$4.75; 12-inch, \$5.50; 13-inch, \$6.50.
Griddles—No. 17, \$1.25 each; 18, \$1.35; 19, \$1.65; 20, \$2.00; 010, \$1.95; 012, \$2.25; 014, \$3.00.
Skillets—Regular 5-inch, \$1.00 each; 8-inch, \$1.25; 10-inch, \$1.50; 11½ x 2½-inch, \$2.15; 12-inch, \$2.60; 13-inch, \$3.15.
Waffle Irons—Size pan, 6½-inch, \$2.50; 7½-inch, \$2.75; 8½-inch, \$3.00; deep round frame, 6½-inch, \$2.85; 7½-inch, \$3.25; 8½-inch, \$4.00; deep square frame, 6½ x 6½-inch, \$3.25; Twin, 11x12, \$5.50; Hotel, 19x12, \$10.75.
Skillets or Spiders—One piece 8-inch diameter, \$1.10; 9,

HOLLOW WARE, STEEL—

Fry Pans, 6 inch, 35c each; 8, 35c; 9, 40c; 10, 45c; 11, 50c; 12, 60c.
Griddles—Handled top, 9 inch, \$1.00; 10, \$1.15; 11, \$1.30. Bailed top, 11 inch, 50c; 12, 60c; 13 70c.
Skillets or Spiders—One piece, 8-inch diameter, \$1.00; 9, \$1.25; 10, \$1.50. Seamless, 8, 40c; 9, 45c; 10, 60c.

HOOKE AND EYES—(Price per dozen)—

No.	Screw Hooks		Screw Eyes	
	Steel	Brass	Steel	Brass
0	.60	...	.45	...
1	.50	...	.35	...
2	.45	...	.30	...
3	.40	...	.25	...
4 or 104	.80	...	.20	.75
5 or 105	.25	...	.15	.60
6 or 106	.15	.75	.15	.45
7 or 107	.15	.60	.15	.40
8 or 108	.15	.45	.10	.35
9 or 109	.10	.35	.10	.30
10 or 110	.10	.30	.10	.25
11 or 111	.10	.25	.10	.20
12 or 112	.10	.20	.10	.15
13 or 113	.10	.15	.10	.10
14 or 114	.10	.10	.10	.10

Gate Hooks and Eyes—

Size	1½	2	2½	3	3½	4	6
No. 40, steel..	.20	.35	.30	.40	.45	.50	.85
No. 1040, brass	.75	.90	1.10	1.50	1.75	2.00	3.50
Gross lots, 35% off list.							
Ceiling—	Ea.						
2½-inch cast iron...	.40						
2½-inch cast iron...	1.30						
2½-inch, other finishes	1.40						
Cast, coppered...	.40						
Wire, coppered...	.30						
Wire, Japanned...	.30						
Wire, tinned...	.30						
Wire, nickel plated...	.40						
Wire, brass plated...	.45						
Coat and Hat—	Ea.						
Double, cast, heavy...	.55						
Single, cast...	.35						
Medium, cast...	.90						
Heavy, cast...	1.15						
Cast, nickel plated...	1.15						
Cast, copper finish...	.95						
Cast, brass finish...	1.00						
Cast bronze, all fin...	4.75						
Porcelain, solid...	2.00						
Wire, Japanned...	.20						

HOSE COUPLINGS—Com. Size ½, each 30c; ¾, 30c; 1, 45c.**IRON—Bars, Small Lots (Outting Extra).**

Common Bar	.06 lb. Base
Angle Iron, ½-inch	.10
Angle Iron, 8-16-inch	.08
Angle Iron, ¼-inch and heavier	.07%
Rd. sq. and sq. twisted—	
¼-inch and smaller	7.50 Base
5-16 inch	7.00
¾ to 2½-inch	6.50
3-inch and larger	7.50
Flats, all sizes	6.50

IRONS—

Plane, Stanley or Bailey—	2½-inch Single	.90
1½-inch—Block	1½-inch Double	1.05
1½-inch Single	2-inch Double	1.80
2-inch Single	2½-inch Double	1.80
2½-inch Single	3-inch Double	1.85
2½-inch Single	2½-inch Double	1.45

IRONS—Sad. Common, 16c lb.

Mrs. Potts—No. 50, \$2.65 set; No. 55, polished iron, \$3.00 set; No. 550, 12 lbs., \$2.70 set.
Sensible Laundry—No. 25, \$3.00 set; Asbestos Laundry, No. 70, \$3.25 set; G. Pressing, 15c lb.; T Tailors' Goose, 15c lb.; N Gasoline, \$5.25 each.

JACKS—Bell Bottom, add 20% to list.

Wagon—Lanes—OL, each \$2.00; 1L, \$2.75; 2L, \$3.75; 3L, \$7.50.

KNIVES—Hay—Lightning, \$2.25; Iwan Sickle, \$2.75; Iwan Serrated, \$2.75; Heath's Upright, \$2.50. Corn—Corn King, 50c; No. 12 Handy, 65c.

LACING—Belt—

Rawhide, Out		Hooks	
Size ¼, per ft.	.04	8, coil	.80
Size 5-16, per ft.	.05	0 M, 1 M, 2 M, 3 M, spl	.80
Size ¾, per ft.	.06		
Size ¾, per ft.	.08		
Size ¾, per ft.	.10	10	.05
Size ¾, per ft.	.12	9	.05
Wire		8	.05
0 and 1, coil	.65	7	.10
2, coil	.65	6	.10

LADDERS—Extension, No. 1, 45c foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LANTERNS—Diets Tubular.

Hot Blast Lanterns		No. 2 Wizard Tin Lan-	
Little Star Tin Lanterns	.90	terns	1.45
Hy-Lo Tin Lanterns	.90	Same, Brass Fount and	
Victor Tin Lanterns	.95	Top	2.00
Monarch Tin Lanterns	.95	No. 2 Large Fount Wis-	
O. K. Tin Lanterns	1.00	ard Lanterns	1.65
No. 2 Royal Tin Lanta.	1.10	Same, Brass Fount and	
Cold Blast Lanterns		Top	2.10
Junior Tin Lanterns	1.00	Dash and Wagon Lanterns	
Junior Brass Lanterns	1.75	Buckeye Dash Lant's	1.25
Junior Brass Nickel-		Junior Wagon Lant's	1.75
plated Lanterns	2.00	Roadster Wagon Lan-	
No. 2 Crescent Tin Lan-		terns	1.75
terns	1.25	Driving Lanterns	
No. 2 Blizzard Tin Lan-		Eureka Driving, plain	
terns	1.45	lens	2.00
Same, Brass Fount and		Same, with optical lens	2.35
Top	2.00	Octo Driving, pl'n lens	4.00
No. 2 Large Fount Bla-		Same, optical lens	4.75
zard Lanterns	1.65	Union Driving, plain	
Little Wizard Tin Lan-		lens	4.50
terns	1.10	Same, with optical lens	5.00

RETAIL SELLING PRICES—Continued.

Mill Lanterns	Lanterns	2.75	lbs.; for larger, \$2.75 per 100 lbs.; for casing nails, \$3.00 per 100 lbs.	
Watchman's Mill Lanterns, enamel, fin.	No. 60 Beacon Wall Lanterns	8.75	Fine Blue 2&3	
Underwriter's Mill Lanterns	Street and Hanging Lanterns		Fine Bright, 2&3	
No. 2 Blizard Mill Lanterns	Pioneer Street Lanterns	7.25	Common 2&3d	
Fire Dept. Lanterns	Same, Tin	7.25	Common 4&5d	
King Fire Dept. Tin enamel finish	Same, Brass Founts	9.25	Common 6&7d	
Same, Nickel-plated on Tin	Same, all Brass	12.00	Common 8 to 60d	
Same, all Brass	Pioneer Hanging Lanterns, tin	7.75	Casing 2&3d	
Same, Nickel-plated on Brass	Same, Brass Founts	10.75	Casing 4&5d	
No. 2 Wizard Fire Dept. Brass Founts with enamel finish	Platform Lanterns		Casing 6 to 20d	
Same, all Brass	Imperial Platform Lanterns	12.50	Finishing 2&3d	
Same, Brass, Nickel-plated	No. 1 Climax Platform Lanterns	5.00	Finishing 4&5d	
Wall Lanterns	No. 2 Climax Platform Lanterns	5.25	Finishing 6 to 20d	
No. 15 Wall Lanterns	No. 1 and 2 Climax Nested	10.50	Smooth Box 4 to 6d	
No. 25 Wall Lanterns	Unclassified Lanterns		Smooth Box 8 to 20d	
No. 80 Beacon Wall and Assortment	Police Flash Lanterns	1.50	Barb Box 4 to 5d	
LEAD—Bar, 25c lb.; Calking (100 lbs.), 20c lb.; Pig (100 lbs.), 20c lb.; Sheet (full), 25c lb.; Wool, 30c lb.	Traffic Signal Lanterns	4.00	Barb Box 6d	
LEVELS—No. 36, 12-inch, \$3.35; 18-inch, \$4.00; 24-inch, \$4.75. No. 37, 12-inch, \$4.50; 18-inch, \$5.25; 24-inch, \$6.25.	No. 12 Display Stand		Barb Box 8 to 20d	
Marx Aluminum—12-inch, \$3.75; 18-inch, \$4.50; 24-inch, \$5.50; 28, \$6.25.			Barb Roof, 1/4 to 1/2	
No. 95, 24-inch, \$8.00; 26-inch, \$8.25; 28-inch, \$8.50; 30-inch, \$9.00. No. 96, 24-inch, \$10.00; 28-inch, \$10.50; 30-inch, \$11.00.			Barb Roof 1 to 1 1/2	
Special Nos.—No. 0, \$2.00; 15, 24 and 26-inch, \$4.75; 15, 28 and 30-inch, \$5.00; 25, \$5.50. 34, \$1.85; 4524, \$5.00; 4424, \$6.50; 45 1/2, \$5.25; 90, \$3.75; 93, \$5.00; 103, \$1.00.			Plaster Board	
LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 45c each.			O. C. Box	
Cotton, Twisted—No. 140, 50c each; 150, 55c.			Out Casing 6d and 8d	
Wire, Twisted—50 foot, 20 gauge, 35c each; 75 foot, 20 gauge, 45c; 100 foot, 20 gauge, 55c; 50 foot, 18 gauge, 50c; 75 foot, 18 gauge, 65c; 100 foot, 18 gauge, 75c.			NETTING, POULTRY—Hexagon, Galvanized After Weaving—	
Wire, Solid—100 foot, 9 gauge, 80c each.			2-inch, 20-gauge—List roll, 12 in., \$2.14; 18 in., \$3.08; 30 in., \$4.68; 36 in., \$5.35; 48 in., \$7.13; 60 in., \$8.91; 72 in., \$10.69.	
LOOKS—Rim—Steel, 75c set; Cast, 60c set.			Sell Full Roll—12 in., \$2.15; 18 in., \$3.10; 24 in., \$3.95; 30 in., \$4.70; 36 in., \$5.35; 48 in., \$7.15; 60 in., \$8.90; 72 in., \$10.70.	
MANILA ROPE—8-16-inch to 1/4-inch, 50c per lb; 1/2-inch and larger, 45c.			Sell Out (lin. ft.)—12 in., 2c; 18 in., 3c; 24 in., 4c; 30 in., 5c; 36 in., 6c; 48 in., 7 1/2c; 60 in., 9c; 72 in., 10 1/2c.	
MATS, DOOR—Cocoa Fibre, Fine, 14x24, \$2.00; 16x27, \$2.25; 18x30, \$2.75.			1 1/2-inch, 20-gauge—List Roll—12 in., \$3.15; 18 in., \$4.58; 24 in., \$5.78; 30 in., \$6.90; 36 in., \$7.88; 48 in., \$10.50; 60 in., \$13.13; 72 in., \$15.75.	
Cocoa Fibre, Medium—16x27, \$3.25; 18x30, \$4.25; 20x38, \$5.00; 22x36, \$6.25.			Sell Full Roll—12 in., \$3.15; 18 in., \$4.55; 24 in., \$5.80; 30 in., \$6.90; 36 in., \$7.90; 48 in., \$10.50; 60 in., \$13.15; 72 in., \$15.75.	
Flexible Galvanized Steel—16x24, \$1.50; 18x30, \$2.00; 22x36, \$3.00; 26x48, \$4.75.			Sell Out (lin. ft.)—12 in., 3c; 18 in., 4 1/2c; 24 in., 6c; 30 in., 7c; 36 in., 8c; 48 in., 10c; 60 in., 12c; 72 in., 15c.	
Steel Matting in Rolls—Per sq. ft., 55c.			1-inch, 20-gauge—List Roll—12 in., \$4.95; 18 in., \$7.12; 24 in., \$9.08; 30 in., \$10.83; 36 in., \$12.38; 48 in., \$16.50; 60 in., \$20.64; 72 in., \$24.75.	
MATTOCKS—			Sell Full Roll—12 in., \$4.95; 18 in., \$7.10; 24 in., \$9.10; 30 in., \$10.85; 36 in., \$12.40; 48 in., \$16.50; 60 in., \$20.65; 72 in., \$24.75.	
Short Cutter, Standard, 5 1/2 lbs.	Each	1.75	Sell Out (lin. ft.)—12 in., 4c; 18 in., 6c; 24 in., 8c; 30 in., 9 1/2c; 36 in., 11c; 48 in., 14c; 60 in., 17c; 72 in., 20c.	
Long Cutter, Standard, 6 lbs.		1.75	1/2-inch, 20-gauge—List Roll—12 in., \$8.55; 18 in., \$12.80; 24 in., \$15.68; 30 in., \$18.71; 36 in., \$21.88; 48 in., \$28.50; 60 in., \$35.63; 72 in., \$42.75.	
Pick, Standard, 6 lb.		1.75	Sell Full Roll—12 in., \$8.55; 18 in., \$12.80; 24 in., \$15.70; 30 in., \$18.70; 36 in., 21.40; 48 in., \$28.50; 60 in., 35.65; 72 in., \$42.75.	
Handled, D E 3		1.00	Sell Out (lin. ft.)—12 in., 8c; 18 in., 12c; 24 in., 15c; 30 in., 18c; 36 in., 20c; 48 in., 25c; 60 in., 30c; 72 in., 35c.	
Handled, O E 3 1/2		1.50	NIPPERS, CUTTING—	
Handled S Q 3 1/2		1.25	Krauter's—	
MAULS—Post—10-lb., \$1.50 each; 18-lb., \$1.75; 16-lb., \$2.35; 18-lb., \$2.50; 20-lb., \$2.75.			5-inch	
Ship or Top—30c lb.			6-inch	
Wood Choppers—Adze or Round Eye, 30c lb.			7-inch	
MILLS—Cider—			8-inch	
Junior		42.00	Nettleton's—	
Medium		48.00	6-inch	
Senior		65.00	8-inch	
Force Feed		30.00	10-inch	
MOPS—Handled—			12-inch	
Brown Daisy	O-Cedar	Cotton	NIPPLES—See Pipe Fittings—	
6	1.00	4	1.00	NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size 1/4, 60c lb; 5-16, 55c; 3/8, 45c; 7-16, 40c; 1/2, 30c; 9-16, 30c; 5/8, 25c; 3/4, 25c; 7/8, 25c; 1, 25c.
8	1.15	8	1.50	Hot Pressed U. S. S. Square, Tapped—1/4, 80c lb; 5-16, 80c; 3/8, 25c; 7-16, 20c; 1/2, 20c; 5/8, 15c; 3/4, 15c; 1, 15c.
7BD	1.25	10B	1.25	Wing, Tapped, U. S. S.—8-16, 20c doz.; 1/4, 25c; 5-16, 30c; 3/8, 35c; 7-16, 45c; 1/2, 60c; 5/8, \$1.20.
9BD	1.50	11B	1.25	OAKUM—Plumbers, 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.
MOP STICKS—No. 2, 25c each; No. 7, 85c each; No. 13, 85c each; No. 70 or Janitor's, 75c each.			OAR LOOKS—2-in., per pair, 45c; 2 1/2-in., per pair, 75c; 2 3/4-in., per pair, 85c.	
MOWERS—			OIL—3-in-1, 1-oz. bottle, 20c each; 3-oz., 85c; 8-oz., 65c; 2 1/2-oz. can, 85c. Household Lubricant, 4-oz. can, 15c each; 8-oz. can, 25c.	
Great American—	18-inch	9.50	OILERS	
15-inch	Pennsylvania—		3	2.25
17-inch	14-inch	17.00	Copperised Steel—	
19-inch	16-inch	19.00	13	.40
Common—	17-inch	26.00	14	.45
12-inch	18-inch	29.00	14B	.55
14-inch	21-inch	82.50	15A	.60
NAILS—Base per keg, \$5.75; 50 to 99 lbs. (one kind) add 75c per 100 lbs. to keg price.			16	.65
Small Lots: (Bright Fine, Blued Fine, Common, Casing, Finishing, Bright Box).			Cannon Pump—Brass—	
2d and 8d	1 to 9 lbs.	10 to 49 lbs.	11	2.50
4d to 60d	.09	.08	12	2.75
Special	.08	.07	13	3.25
Plaster Board	1 to 9 lbs.	10 to 49 lbs.	Cannon Pump—Tin—	
Cement O Box	.14	.13	1	1.50
Galvanized Felt	.10	.09	2	1.75
Galvanized Boat	.17	.16	2 1/2	2.00
Galvanized Boat	.18	.17		
Roof (barbed)	.10	.09		
Galvanized, 2 and 8	.14	.13		
Galvanized, 4 to 20	.18	.12		
Galvanizing: Add for 1-inch and smaller, \$3.25 — 100				

RETAIL SELLING PRICES—Continued.

OPENERS (OAN)—

No.	Each.	No.	Each.
4	.10	140	.15
16	.15	840	.30
100	.80		

OVENS, PORTABLE—Boss—

No.	Each.	No.	Each.
012	5.25	550	5.50
055	5.75	700	5.50
0200	5.25	750	6.50
450	5.50	755	6.75
Perfection—		17 G.	8.75
121 G.	5.75	122 G.	7.25
Pinney & Boyle—		33	3.25
13	8.00	37	3.75
17	8.50	37 G.	3.85

PACKING—Sheet Rubber—Standard, 30c lb.; Rainbow, 90c; Italian Hemp, Common, 45c; Square Flax, braided, 75c; Piston Spiral Steam, High Pressure, \$2.25; Steam or Water, Low Pressure, \$1.25.

PADS—Sweat—No. 63 N12, Red Edge, \$1.25; No. 146 A 12, Blue and White striped, \$1.75.

PADLOCKS—Corbin—

No.	Each.	No.	Each.
958	.35	1903	.60
2402 1/4	.45	9902	.75
2422 1/4	.65	9902 N C.	.75
2869	1.25	21090	1.00
2879	2.10	Yale—	
2880	2.35	223	.90
2881	3.00	225	1.10
2883	4.50	453 J	.45
Miller—		453 X	.45
1	1.85	563	1.80
016	.35	565	2.25
18	.40	585	2.00
18 B.	.40	635	1.90
19	.40	645 J.	.75
21	.50	803	2.25
75	.55	805	2.25
76	.85	805 1/2	2.50
78	1.00	813	2.50
96	.55	815	2.50
96C	.75	823	2.75
121	.55	833	3.00
5441	1.15	843	3.85
Slaymaker—		853	3.85
1902	.75	8454	3.00

PAINT SUNDRIES—

Alcohol—(Denatured)—

Gal.	
1 gallon	1.65
5 gallon	1.45

Alum—

Pwd, less than 100 lbs, lb.	.17
-----------------------------	-----

Benzine—

New cans, casd, gal.	.48
Old cans, uncasd, gal.	.80

Coal Tar—

5-Gal.	.50
1-Gal.	.65

Creosote—

Gal.	.85
------	-----

Distillate—

Light, gal.	.80
-------------	-----

Glue—

No. 2 Gelatine	.50
Chicago White	.50

Kalsomine, White—

Bbls, 280 lbs.	.08
Kegs, 100 lbs.	.09
4 25-lb. pkgs. bulk	.09 1/2
25 lbs. bulk.	.09 1/2
Less 25 lbs.	.11
100 lbs. 5-lb. pkgs	.10
Less 100 lbs. pkgs	.11

Lamp Black—Bear Brand—

1-S, lb. pkg.	.40
1/2-S	.25
1/4-S	.15

Linseed Oil, Boiled—

5's	Gal. 2.55
1's	Gal. 2.70
1/2's	1/2-Gal 1.45
1/4's	Qt. .75
1/8's	Pt. .40

Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.

Oil—

Floor	Gal. .75
Gloss	1.50

Lard, No. 1	1.80
Lin-O-Oil	.90
Neatsfoot No. 1	2.40
Neutral	.60
Paraffine	.70

Paint, Dry Colors—

Umber	.11
Chrome Green, Med	.20
Graphite	.06
Princess Metallic	.06
Sienna	.11
Venetian Red	.04 1/2
Yellow Ochre	.04

Painters' Petroleum—

1-Gal.	.80
--------	-----

Paints, Ready Mixed—1st

grade, white—	
Gals.	Gal. 4.40
1/2 gals.	1/2-Gal. 2.80
Quarts	Qt. 1.25
Pints	Pt. .70
1/2-pints	1/2-Pt. .40

1st Grade, Colors—

Gals.	Gal. 4.25
1/2 gals.	1/2-Gal. 2.25
Quarts	Qt. 1.20
Pints	Pt. .65
1/2 pints	1/2-Pt. .35

2d Grade, White or

Colors—	
Gals.	Gal. 2.90
1/2 gals.	1/2-Gal. 1.60
Quarts	Qt. .95

Inside Floor—

Gals.	Gal. 2.90
1/2 gals.	1/2-Gal. 1.60
Quarts	Qt. .95

Porch—

Gals.	Gal. 4.25
1/2 gals.	1/2-Gal. 2.25
Quarts	Qt. 1.20

Plaster Paris—

Less sack, lb.	.2 1/2
----------------	--------

Putty, Bladder—

Less than 100 lbs.	.07
Putty, Bulk—	Lb.
1-lb. Cans	.11

2-lb. Cans	.10
3-lb. Cans	.09 1/2
5-lb. Cans	.09
10-lb. Cans	.08 1/2
25-lb. Cans	.08
85-lb. Cans	.06

Rosin—

Lb.	.14
Tints, Kalsomine—	
Barrels, 280 lbs.	.09
Kegs, 100 lbs.	.10
100-lb. bulk	.11
25-lb. bulk	.10 1/2
Less 25 lbs.	.12

100 lbs. 5-lb. pkgs.	.09 1/2
Less 100 lbs. 5-lb. pkgs.	.10

Turpentine—

5's	Gal. 2.10
1's	Gal. 2.25
1/2's	1/2-Gal. 1.25
1/4's	Qt. .70
1/8's	Pt. .40

Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.

PANS—Acme Frying—

No. 00, each	.20	No. 4, each	.50
No. 0, each	.30	No. 5, each	.60
No. 1, each	.35	No. 6, each	.75
No. 2, each	.40	No. 7, each	.85
No. 3, each	.45		

PAPER—ASBESTOS—1-16 and under, full roll, per lb., 18c; cut, per lb., 25c; over 1-16, full roll per lb., 14c, cut, per lb., 25c; Asbestos Millboard, 80c per lb.

BUILDING—

	P & B	Imitation P & B
No. 1—500	3.75	2.50
No. 1—1000	7.35	4.75
No. 2—500	5.25	4.00
No. 2—1000	10.25	2.50
No. 3—500	7.00	5.50
No. 3—1000	13.75	10.00

Red Resin—17-lb., \$1.50; 20-lb., \$1.75; 25-lb., \$2.15; 30-lb., \$2.65.

Black Glazed—No. 1, 500 sq. ft. roll, \$1.75; 1000 sq. ft. roll \$3.00; No. 2, 500 sq. ft. roll, \$2.50; 1000 sq. ft. roll, \$4.50; No. 3, 500 sq. ft. roll, \$3.25; 1000 sq. ft. roll, \$6.00.

FELT—Asphalt saturated, per lb., 6c; Deadening, per lb., 8c.

INSULATING—No. 8, per roll, \$2.00; No. 10, per roll, \$3.00.

ROOFING—(Per square)—

	1-Ply	2-Ply	3-Ply
Aztec Smooth	8.25	8.75	4.25
Aztec Sanded	2.75	8.25	8.75
Cortez Sanded	2.25	2.75	3.50
Cronolite	3.00	3.50	4.25
Asbestos	4.50	4.75	5.25
Malthoid	3.85	4.75	5.75
Ruberoid	3.85	4.00	5.75
Pioneer—Flaxine	8.25	3.75	4.25
Pioneer—Sanded	2.75	8.25	8.75
Security Sanded	1.85	2.15	2.60
Standard	2.50	8.25	8.75

SAND AND EMERY—(Per quire of sheets)—

	0	1	1 1/2	2	2 1/2	3
Carborundum	.80	.95	1.10	1.30	1.50	1.75
B. & A.	.45	.50	.55	.60	.75	.85
Astec	.40	.45	.50	.60	.65	.70
Aloxite	.80	.85	.90	1.00	1.10	1.20

SHEATHING—Red or gray—20-lb., 95c per roll; 25-lb., \$1.15; 30-lb., \$1.35.

PEAVIES—

	Socket.	Socket.
	Maple.	Hickory.
2 1/4 x 4	3.40	4.75
2 1/4 x 4 1/2	3.65	4.85
2 1/2 x 4 1/2	3.75	5.00
2 1/2 x 5	3.85	5.00
2 1/2 x 5 1/2	4.00	5.25
2 3/4 x 4 1/2	3.85	4.60
2 3/4 x 5	4.00	4.65
2 3/4 x 5 1/2	4.25	5.00
3 x 5	4.25	5.25

PERCOLATORS, COFFEE—Universal—

No.	Each.	No.	Each.
44	5.00	74	6.50
46	5.50	76	7.00
48	6.25	79	7.75
52	5.25	714	8.50
54	5.50	464	6.75
56	6.00	466	7.25
58	6.75	469	8.00
64	6.00	474	7.25
66	6.50	476	7.75
69	7.25	479	8.50
614	8.00		

Percolator Tops, 10c each.

PICKS—Drifting, 3-lb. \$1.35 each; 4, \$1.50; 4 1/2, \$1.65; 5, \$1.75; 5 1/2, \$1.85; 6, \$2.00. Railroad—5-lb., \$1.50 each; 6, \$1.65; 6 1/2, \$1.65; 7-8, \$1.75. Contractors—8-9 lbs., \$2.25.

PINS—Clothes—C—Common, 5c doz.; US—Spring, 15c; H—Hoyt's Spring, 10c.

RETAIL SELLING PRICES—Continued.

PIPE—

Size	Standard Black		Galvanized		Cutting and Threading	
	Cut Length	Full Length	Cut Length	Full Length	Outs	Each
1/4-inch....	.06	5.25	.08	7.75	.08 1/4	.072
1/2-inch....	.07	5.70	.09	8.50	.08 3/4	.072
3/4-inch....	.07	5.70	.09	8.50	.08 3/4	.072
1-inch....	.09	7.50	.11	10.00	.08 3/4	.072
1 1/4-inch....	.11	9.75	.14	12.50	.08 3/4	.072
1 1/2-inch....	.16	14.20	.20	18.75	.08 3/4	.072
2-inch....	.22	19.20	.27	25.20	.04 1/2	.09 1/4
2 1/2-inch....	.27	23.00	.35	30.00	.06	.12
3-inch....	.35	30.80	.45	40.40	.08 1/4	.16 1/4

PIPE—Gas and Water (black)—1/4 inch, 6c feet; 1/2 inch, 7c; 3/4 inch, 7c; 1 inch, 9c; 1 1/4 inch, 11c; 1 inch, 16c; 1 1/2 inch, 22c; 1 3/4 inch, 27c; 2 inch, 35c. Galvanized—1/4 inch, 8c feet; 1/2 inch, 9c; 3/4 inch, 9c; 1 inch, 11c; 1 1/4 inch, 14c; 1 inch, 20c; 1 1/2 inch, 27c; 1 3/4 inch, 35c; 2 inch, 45c.

PIPE, STOVE—Nested, full joints—Size, 3-inch, 30c joint; 4-inch, 30c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c; 8-inch, 45c; 9-inch, 40c; 10-inch, 45c. 3-inch Galvanized, 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. Half Joints—Size, 6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c joint.

PIPE FITTINGS—Price, each.

	1/4	1/2	3/4	1	1 1/4	1 1/2	2
	Blk. Gal.	Blk. Gal.	Blk. Gal.	Blk. Gal.	Blk. Gal.	Blk. Gal.	Blk. Gal.
Bushings.....	.07	.15	.07	.15	.07	.15	.15
Caps.....	.08	.10	.08	.10	.10	.15	.20
Couplings.....	.06	.15	.10	.15	.15	.20	.35
Couplings, R and L.....	.10	.15	.15	.25	.20	.30	.40
Crosses.....	.15	.20	.15	.25	.30	.40	.60
Elbows, 90 degrees.....	.10	.12	.12	.18	.15	.20	.30
Elbows, 45 degrees.....	.05	.10	.08	.15	.15	.20	.30
Elbows, street.....	.10	.12	.15	.15	.20	.25	.45
Floor Flanges.....	...	...	...	...	.40	...	.45
Lock Nuts.....	.10	.15	.10	.15	.15	.20	.30
Plugs.....	.10	...	.10	...	.10	...	.10
Reducers.....	.15	.15	.15	.15	.20	.30	.30
Close Return Bends.....	...	.30	...	.35	...	.40	...
Med. Return Bends.....	...	.30	...	.40	...	.45	...
Open Return Bends.....	...	.30	...	.40	...	.50	...
Tees.....	.15	.15	.20	.25	.30	.30	.30
Unions.....	.25	.40	.30	.40	.30	.45	.55

	1	1 1/4	1 1/2	2
	Blk. Gal.	Blk. Gal.	Blk. Gal.	Blk. Gal.
Bushings.....	.10	.20	.15	.25
Caps.....	.20	.30	.30	.55
Couplings.....	.20	.40	.35	.55
Couplings, R and L.....	.30	.45	.40	.70
Crosses.....	.60	1.00	.70	1.10
Elbows, 90 degrees.....	.25	.40	.35	.60
Elbows, 45 degrees.....	.35	.45	.60	.75
Elbows, street.....	.30	.50	.45	.70
Floor Flanges.....	.50	...	.65	...
Lock Nuts.....	.25	.30	.30	.45
Plugs.....	.15	...	.20	...
Reducers.....	.80	.45	.30	.55
Close Return Bends.....	.75	...	.95	...
Med. Return Bends.....	.80	...	1.05	...
Open Return Bends.....	.90	...	1.15	...
Tees.....	.30	.45	.45	.75
Unions.....	.45	.70	.65	.90

NIPPLES—Right Hand—

	1/4	1/2	3/4	1	1 1/4	1 1/2	2
Up to:							
2-inch black.....	.05	.10	.10	.10	.15	.20	.30
2-inch galvanized.....	.10	.10	.15	.15	.20	.25	.30
4-inch black.....	.10	.10	.15	.15	.20	.25	.35
4-inch galvanized.....	.15	.15	.20	.25	.30	.40	.50
5-inch black.....	.10	.15	.20	.15	.20	.30	.40
5-inch galvanized.....	.20	.20	.25	.30	.35	.50	.60
6-inch black.....	.15	.15	.20	.30	.20	.30	.40
6-inch galvanized.....	.25	.30	.35	.35	.50	.60	.70

PIPE FITTINGS (STOVE)—Caps, No. O 15, 50c each; O 16, 60c each.

Collars, No. 013, 014, 12 1/4c; 25, 25 1/4, 36, 10c ea.; 27, 15c ea. Cylinders, No. 54 (1508), 85c each; 64 (1608), \$1.05 each; 65 (1612), \$1.15 each; 75, \$1.25 each. Dampers, No. 3, 4, 15c each; 5, 6, 20c each; 7, 40c each. Elbows—No. 3 Corg., 20c; 4, 25c; 5, 30c; 6, 35c; 7, 40c; 3 Adj. 4 Pc, 30c; 4, Adj. 4 Pc, 35c; 5 Adj. 4 Pc, 35c; 6 Adj. 4 Pc, 40c; 8-inch Adj. Galvd, 35c; 4-inch Adj. Galvd, 40c; 5-inch Adj. Galvd, 45c; 6-inch Adj. Galvd, 50c; 3 Corg. Jap, 35c, 4, 40c. Flue Stops, Nos. 1 and 36, 15c each; 3, 15c each; 30, 15c each; 40, 20c each. Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS—Automatic—Colts', .25 Cal., \$22.00 each; .25 Cal. nickel, \$27.00; .32 Cal. \$27.00; .38 Cal., pocket, \$50; .45 Cal., military, \$42.00. Smith & Wesson—.35 Cal., \$31.50; Savage, .32 Cal., \$27.00; .380, \$28.00.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., \$1.25; 25-lb., \$2.50; 50-lb., \$4.50; 1/2-bbl., \$9.00; bbl., \$12.50.

PLANES—Block-Bailey—No. 9 1/2, \$3.25; 9 3/4, \$4.00; 15, \$3.50; 16, \$3.65; 17, 4.15; 18, \$4.00; 19, 4.15. Block, Stanley—No. 60, \$3.65 each; 60 1/2, \$3.35; 61, \$3.25; 65, \$4.25; 100, 80c; 101, 65c; 102, \$1.25; 103, \$1.65; 110, \$1.65; 120, \$2.35; 130, \$2.40; 131, \$3.85; 203, \$2.00; 220, \$2.40.

Iron, Bailey—No. 2, \$5.35 each; 3, \$5.60; 4, \$6.15; 4 1/2, \$7.00; 5, \$7.00; 5 1/2, \$8.00; 6, \$9.10; 7, \$10.50, 8, \$12.50; 2C, \$5.75; 3C, \$6.00; 4C, \$6.65; 4 1/2 C, 7.65; 5C, \$7.65; 5 1/2 C, \$8.60; 6C, \$9.75; 7C, \$11.25; 8C, \$13.25.

Iron, Stanley—No. 602, \$6.15 each; 603, \$6.65; 604, \$7.25; 604 1/2, \$8.40; 605, \$8.40; 605 1/2, \$9.00; 606, \$10.50; 607, \$12.00; 608, \$14.25; 602C, \$5.50; 603C, \$7.00; 604C, \$7.75; 604 1/2 C, \$9.00; 605C, \$9.00; 605 1/2 C, \$9.75; 606C, \$11.50; 607C, \$13.00; 608C, \$15.75.

All Wood—Plain, No. 3W, \$1.10; 15W, \$1.25; 21W, \$2.25; 27W, \$2.50; 029W, \$2.65. Razee, No. 5W, \$2.25; 17W, \$1.50; 23W, \$2.65; 29W, \$3.00.

Wood Bottom, Bailey—No. 22, \$4.00 each; 23, \$4.00; 24, \$4.25; 26, \$4.50; 27, \$5.00; 28, \$5.65; 29, \$5.65; 30, \$6.15; 31, \$6.15; 32, \$6.15; 35, \$5.00; 36, \$5.60.

Rabbit—No. 10, \$9.00 each; 10 1/2, \$7.50; 75, \$1.10; 78, \$4.65; 90, \$5.50; 92, \$5.50; 93, \$6.65; 98, \$2.65; 99, \$2.65; 140, \$4.15; 190, \$4.15; 191, \$4.00; 192, 8.65.

PLATES—GAS, HOT—

Griewood—No. 601, \$3.50 each; 602, \$6.00; 603, \$9.75; 702, \$8.00; 702N, \$9.75; 703, \$11.75; 703N, \$13.75; 722, \$9.50; 722N, \$10.75; 723, \$12.75; 723N, \$14.75; 1001, \$1.60; 1002, \$3.75; 1008, \$6.00.

PLIERS—Klein's Side Cutting—Bernard's No. 102, 4 1/2-inch, \$1.85; 5 1/2, \$2.25; 7 1/2, \$2.75. No. 201 or 312, 5-inch, \$3.00; 6, \$3.25; 7, \$3.50; 8, \$4.25; 9, \$5.00.

PLUGS—Spark—\$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, \$2.75 each; 9-inch, \$3.25; 12-inch, \$3.75; 18-inch, \$4.75; 24-inch, \$5.50; No. 37, 18-inch, \$6.25; 24-inch, \$7.25; 37G, 9-inch, \$4.50; 12-inch, \$5.25; 18-inch, \$6.25; 24-inch, \$7.25; No. 38 1/2, 95c; No. 39 1/2, \$1.25; No. 34V, 6-inch, \$2.25; 8-inch, \$2.75.

Wood, Stanley or Disston—No. 00, \$1.75; 0, \$2.00; 2, \$2.65; 3, \$3.50; 13, \$4.25; 25, \$5.25; 30, \$4.00; 35, \$3.75; 45 1/2, \$5.75; 90, \$5.00; 93, \$5.50; 95, \$8.75; 98, \$4.50; 101, \$3.25; 102, \$1.00; 104, \$1.25; 012, \$2.25; 6018, \$3.00; 6024, \$3.50; 6512, \$2.25; 6518, \$2.85; 6524, \$3.25.

Pocket, Stanley—No. 31, 2 1/2-inch, 50c each; 3-inch, 55c; 3 1/2-inch, 75c; 4-inch, 85c; 40, 20c; 41, 25c; 44, 50c; 600, \$1.50.

Extra Level Glasses—No. 1, 1 1/4 to 3-inch, 10c; 2 1/4-inch, 10c; 3-inch, 15c; 3 1/2-inch, 15c; 6L, 65c; 6P, 40c; 7L, \$1.00; 7P, \$1.00.

POKERS, STOVE—

No. 120, Straight, 20-inch, 15c each; 126, Straight, 26-inch 20c; 200, Bent, 30-inch, 15c; 250, Bent, 26-inch, 20c.

POINTS AND CHUCKS—

For 30 and 31.....	.75	8-inch.....	.95
For 35.....	.50	10-inch.....	1.10
Nos. 11 and 15, 3-in.....	.55	No. 75.....	3.25
3-inch.....	.60	No. 60.....	1.00
4-inch.....	.65	No. 80.....	.85
5-inch.....	.75	No. 81.....	.95
6-inch.....	.85		

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., \$1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., \$1.00.

Calol, 1/4 pt. 30c each; 1 pint, 45c; 1 quart, 65c; 1/2 gallon, \$1.15; 1 gallon, \$2.00; 5 gallons, \$7.50. Liquid Veneer, 4 ounce, 25c each; 12 ounce, 50c; 1 quart, \$1.00.

O-Cedar—4 ounce, 25c each; 12 ounce, 50c; quart, \$1.00; 1/2 gallon, \$1.75; gallon, \$3.00.

Johnson's Prepared Wax, 5 ounce, 85c each; 1 pound, 75c; 2 pounds, \$1.40; 5 pounds, \$3.00.

METAL—NonOlio, 1/2 pint, 50c each; 1 pint, 75c; 1 quart, \$1.25.

SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 O S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 O Satinola, 10c; 2 O Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P, Satinola, 15c.

Stove—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 20c; 10 E, Enameline, 15c. Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 30c; 20, Black Silk, \$1.40; 01, Black Eagle, 40c; 95, Black Eagle, \$1.40; 4 E, Enameline, 10c; 6 E, Enameline, 15c; 75, Black Jack, 15c; 1, Rising Sun, 15c.

POTS—Fire.

Gasoline, O & L.			
1.....	21.00	8 Quart.....	1.50
5.....	19.50	10 Quart.....	1.75
12.....	16.50	12 Quart.....	1.90
71.....	21.00	16 Quart.....	2.25
72.....	19.50		
221.....	26.00	Tin.....	
Watering Galvanized		4 Quart.....	.85
4 Quart.....	1.10	6 Quart.....	1.00
6 Quart.....	1.25	8 Quart.....	1.25
		10 Quart.....	1.60

RETAIL SELLING PRICES—Continued.

PULLERS—Nail—Rex, \$2.00 each; Rex, Jr., \$1.75; Red Devil, \$2.75; Morrill's, \$2.75; Little Giant, \$2.75.

PULLEYS—Brass Screw, No. 850, ½ inch, 10c each; ¾, 10c; 1, 10c; 1 15c; 1 ½, 25c; 1 ¾, 40c. No. 870, ¾ inch, 80c each; 1, 45c each.

Brass side, No. 1150, ¾ inch, 30c each; ¾, 30c each. No. 1170, ¾ inch, 80c each; ¾, 85c each.

Brass Upright, No. 500, 25c each.

Clothes Line, No. 610, 2 15c each; 2 ½, 20c; 660, 15c; 670, 15c; 1610, 2 15c; 2 ½, 25c; 1660, 20c; 1670, 25c; 6850 G, 85c; 6500, 55c.

Hay Fork, No. 1267, 60c each; 692, 60c; 796, 75c; 46, \$1; 1651, \$2.25.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, \$1.00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, \$8.75; 2, \$4.25; 3, \$4.80; 4, \$5.50.

PUTTY—Per lb., 15c.

RAIL (HOUSE DOOR)—Prouty

No. 5foot, \$.16

Richards-Wilcox

9foot, \$.12 16,019foot, \$.45
182, 018255 15010

RASPS—Flat Wood, 8-inch, 60c each; 10, 80c; 12, \$1.05; 14, \$1.45; 16, \$1.85. Half Round Wood, 8, 65c; 10, 85c; 12, \$1.15; 14, \$1.50; 16, \$2. Half Round Oak, 8, 80c; 10, \$1.05; 12, \$1.40; 14, \$1.80. Horse, Hellers Plain, 12, 65c; 14, 80c; 16, \$1.05. Horse, Hellers Flanged, 14, \$1.05; 16, \$1.50.

RAZORS (SAFETY)—

Eveready

No. 700, each\$1.00 706 B, Blades, Pkg.40
2, each8.00

Gem

800, each1.00 800 B, Blades, Pkg.50

Enders

900, each1.00 900 B, Blades, Pkg.25

Durham Domino

1000, each1.00 1000 B, Blades, Pkg.50

Gillette

00, each7.50 480, each5.00
460, each5.00 500, each5.00

460 B, each5.00 500 B, each6.00

470, each5.00 501, each5.00

501 B, each6.00 6 X B Blades, pkg.50

12 X B Blades, pkg. 1.00

Auto Strop

1, set5.00 2541, set5.00

15, set6.00 600 B Blades, pkg. 1.00

25, set6.50 600 ½ B Blades, pkg.50

251, set5.00

REELS—Hose: No. 1 Wire, \$1.25 each; No. 60, Wood, \$2.25.

REGISTERS—

Jap 6x81.80 White 6x82.15

Jap 8x101.90 White 8x102.80

Jap 10x122.75 White 10x123.20

Jap 10x143.65 White 10x144.20

Jap 12x145.00 White 12x145.75

REGISTER FACES—

Jap 6x81.15 White 6x81.50

Jap 8x101.35 White 8x101.70

Jap 10x122.00 White 10x122.55

Jap 10x142.55 White 10x143.80

Jap 12x143.25 White 12x144.30

REVOLVERS—

Colts, Model Each.

Police Positive\$4.00 804 B17.25

Police Positive Special35.50 828 B17.00

Police Positive Target86.00 82417.00

Army Special88.00 824 B17.25

New Service39.00 848, 85317.75

Single Action86.75 848 B, 853 B18.00

Harrington & Richardson

208, 22810.50 844, 85418.00

208 B, 228 B11.00 844 B, 854 B18.50

204, 22410.75 864 B19.25

204 B, 224 B11.25 865 B19.50

268, 27811.50

268 B, 278 B12.00

264, 27412.00

264 B, 274 B12.50

Iver Johnson—

800, 303, 32316.50

800 B, 303 B16.75

80416.75

RIFLES—No. and Model—

Daisy Air— Each

255.25

405.25

88.00

802.85

112.35

122.00

King Air—

42.35

52.65

211.35

221.50

Marlin—

20 TD—Octagon Brl.18.50

27 TD—Round Brl.21.80

TD—Octagon Barrel.24.55

29 TD—Round Brl.15.80

1897 TD—Round Brl.23.75

TD—Octagon Barrel.24.80

Remington—

4 TD—Octagon Brl.15.00

6 TD—Round Brl.10.00

8 A TD Round Brl.81.25

12 TD—Round Brl.19.40

TD—Octagon Brl.27.50

14 A TD—Standard.56.00

TD—Carbine56.00

16 A TD—Standard.42.50

Savage—

1899 250-300061.50

1899 TD, Feath'wt.56.50

1899 SF46.00

1904 TD, Single shot 9.75

1914 TD, Hammerless 28.50

Stevens—

Little Scout5.75

Crack Shot7.25

Marksmen9.50

Favorite11.00

70 TD, 2217.25

1919, 2223.50

Winchester—

1886 SF—Round Brl. 48.00

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 9S

10c box.

Copper—With Burrs—

Size. ½ Lbs. Lbs. Size. ½ Lbs. Lbs.

7—St'r Lgths .50 .75 7—Asst.45 .80

8 " .50 .80 8 "45 .80

9 " .50 .80 9 "50 .85

10 " .50 .85 10 "50 .90

12 " .50 .90 12 "50 .95

Copper Iron, with Burrs—08 Asst., 25c ½-lb. box; 010, 80c.

RIVETS—Tinners—Black, all sizes (in kegs), 20c lb. Tinned.

3, 3 ½ (in kegs), 30c lb.; 4, 5, 30c; 6, 7, 8, 35c; 10, 35c.

ROOFING—(See Paper)—

ROPE—Cotton, Thread—3-16, \$1.10; ¼ to 5-16, \$1.10 lb.;

¾ to ¾, \$1.10; ¾ to 1, \$1.15.

Manila—Base, 85c lb.

Sisal—Base, 80c lb.

RULES, Boxwood—Lufkin-Stanley—No. 171 (36), 60c each;

372 (36 ½), 85c; 378 (3), \$1.50; 386 (32), 90c; 388

(32 ½), \$1.30; 488 (57), 80c; 651 (68), 35c; 702 (18),

55c; 751 (61), 40c; 752 (70), 50c; 761 (63), 50c; 762B

(7), \$1.40; 771 (84), 85c; 780 (62 ½), \$1.00; 781 (62),

\$1.00; 861A (53 ½), \$1.00; 862C (83 ½), \$1.50; 871 (52),

95c; 881 (54), \$1.15; 981 (60), \$1.40; 3851 (66 ½), 80c;

3851Y (66), 80c; 3861 (66 ½), 90c; 3881 (66 ½), \$2.00.

Rules, Steel—B 85, Blacksmith's, \$1.00 each; 1085, Black-

smith's, 85c; 041 Pocket, 20c; 4141, 4641, Zig-Zag, \$1.15;

4142, 4642, Zig-Zag, \$1.85; 4143, 4643, Zig-Zag, \$2.75;

4144, 4644, Zig-Zag, \$3.75.

RULES, ZIG ZAG—Lufkin-Stanley—No. 804 F, 50c each;

No. 806 F, 70c; 8518 (08), 40c; 8514 (04), 55c; 8515

(05), 65c; 8516 (06), 75c; 8518 (08), \$1.00; 8523 (408 F),

40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F),

75c; 8618 (108), 45c; 8615 (105) 70c; 8616 (106), 85c;

8624 (854 F), 60c; 8626 (856 F), 85c.

Aluminoid, Zig Zag—4 ft., \$1.75; 5 ft., \$2.00; 6 ft., \$2.25.

SAWS—One Man—Cross-cut—

Disston Chinook Chinook

3 ft.4.00 5 ½ ft.7.70

8 ft.4.60 6 ft.8.85 12.80

4 ft.5.25 6 ½ ft.10.75 14.40

4 ½ ft.5.75 7 ft.10.90 16.00

5 ft.6.50 7 ½ ft.12.00 17.60

Simonds Falling same price as Royal Chinook Cross Out.

SAWS—Hand—

12 Disston or 69 Atkins.

20 inch4.15 No. 7 Disston

22 inch4.65 18 inch2.50

24 inch5.00 20 inch2.65

26 inch5.25 22 inch2.85

28 inch5.75 24 inch3.10

30 inch6.00 26 inch3.20

D8 Disston, or 51 Atkins

18 inch8.00 No. 120 Disston

20 inch8.25 26 inch5.75

22 inch8.65 28 inch6.00

24 inch8.85 No. 112 Disston—

26 inch4.00 26 inch4.15

28 inch4.65 28 inch4.50

30 inch5.00 D100 or D20 Disston—

26 inch4.00 26 inch4.00

28 inch4.40 28 inch4.40

Simonds Hand and Cross-cut Saws—Prices on Application.

SAWS—Miscellaneous—

Back Compass No. 2

12-inch2.50 12-inch85

14-inch2.85 14-inch90

16-inch3.25 16-inch95

22-inch4.00 Kitchen No. 2

24-inch4.25 12-inch65

26-inch4.75 14-inch70

28-inch5.50 16-inch75

Butcher No. 10

16-inch1.65 24-inch5.25

18-inch1.75 26-inch5.75

20-inch1.85 28-inch6.50

22-inch2.00

RETAIL SELLING PRICES—Continued.

SAWS—MISCELLANEOUS—Continued—

Nest, Complete		No. 50 California, 14-in.	1.40
No. 8	2.50	No. 51 California, 12-in.	1.65
Pruning		No. 51 California, 14-in.	1.75
No. 50 California, 12-in.		Diaston, No. 9, 14-inch	2.75
Buck—		Diaston, No. 10, 14-inch	3.00
Com Sgl Brace V tooth			1.50
Com Dbbl Brace Tuttle tooth			2.50
Com Dbbl Brace V tooth			2.25
No. 150 Special			1.75

SAW CLAMPS—No. 8, \$2.00; 0, \$1.85. Perfection, No. 1W, \$2.25; No. 8W, \$2.75; No. 2W, \$3.25. No. 11, with Guide, \$3.25; Bishop's No. 750, 85c; Stearns' No. 105, \$2.75; No. 200, \$1.75; N33, \$2.25; No. 3, Diaston, \$4.50.

SAW SETS—

201 G. & P.		K Cut—	
Spec. Morrill	2.00	Morrill No. 8	1.85
105 Morrill	.60	Baker No. 3	2.85
1 Morrill	1.60	Colonial	1.85
10	1.10	7 Taintor	1.75
77	.95	28 Triumph	1.65
		Hammer	.85
		Lever	.25

SAW TOOLS—

Clipper Outfit	.80	Morin No. 2½	4.60
Morin Raker Gauge		Morin No. 3	2.00
No. 1	1.50	Setting Tool Diaston	
No. 6	2.25	No. 100	.80
No. 9	2.50	No. 4 Setting Blocks	2.00
Atkins Raker Swage	.40	No. 4 Blocks, Morin	2.00
5-M Tooth Gauge	.25	Swages No. 0 Diast.	4.75
Jointers Pikes Perf.	.75	Swages, Whittings	1.00
Jointers No. 7 Sterns	.70	Atkins, Rex	1.00
Morin No. 2	4.00	Atkins, Excelsior	.85

SCALES—Family, testing without scoop, \$3.00; with scoop, \$3.50; Peddlers', glass sash, \$4.50; glass sash with chains, \$4.75; brass dial, \$5.00; brass dial with chains, \$5.25. Spring Balance, No. 50, 80c each; 51, 55c; family, \$5.75; No. 202, \$6.50.

SCISSORS—Cast, No. 10, 50c each; No. 44, 7½ inch, 50c; 8½ inch, 55c; No. 240, 4 inch, 25c; 4½ inch, 30c; No. 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; No. 320, 70c; No. 850, 65c.

Wiss—No. 14 B H, \$1.85; 54½, \$1.20; 55, \$1.25; 55½, \$1.30; 56, \$1.40; 56½, \$1.50; 57, \$1.60; 154½, \$1.45; 155, \$1.50; 155½, \$1.55; 156, \$1.60; 156½, \$1.70; 157, \$1.85; 864, \$1.55; 864½, \$1.60; 865, \$1.65; 866, \$1.85; 463, \$1.40; 463½, \$1.45; 464, \$1.50; 573, \$1.85; 573½, \$2.10; 574½, \$2.30; 663, \$1.85; 663½, \$2.10; 664, \$2.30; 763, \$1.30; 763½, \$1.40; 764, \$1.45; 764½, \$1.50; 765, \$1.55; 765½, \$1.60; 766, \$1.75; 773, \$1.45; 773½, \$1.50; 774, \$1.55; 814, \$1.55; 814½, \$1.60; 815, \$1.65; 815½, \$1.70; 816, \$1.85.

SCOOPS—Common Hollow Back—No. 2, \$2.25 each; 3, \$2.85; 4, \$2.50; 5, \$2.60; 6, \$2.65; 7, \$2.75; 8, \$2.85; 9, \$2.90; 10, \$3.00; 12, \$3.15. Potato, No. 1, \$3.50.

SCREWS—Cap and Set—

Machine—Brass, Flat or Round Head—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Size.	½-in.	¾-in.	1-in.	1½-in.	2-in.
2	.25	.30	.35	.40	.50
4	.30	.35	.40	.45	.55
6	.35	.40	.50	.55	.65
8	.55	.65	.70	.80	.90
10	.80	.90	1.05	1.20	1.45
12	1.00	1.15	1.30	1.45	1.75
14	1.30	1.50	1.75	1.95	2.40
16	2.10	2.30	2.50	2.70	3.15
18	2.65	2.95	3.20	3.50	4.10
20	3.30	3.60	3.95	4.30	5.00

Size.	1½-in.	1¾-in.	1½-in.	2-in.
4	.65	.80	1.00	1.20
6	.85	1.10	1.35	1.65
8	1.15	1.35	1.65	1.95
10	1.65	1.90	2.15	2.45
12	2.05	2.30	2.65	3.05
14	2.65	2.95	3.30	3.70
16	3.50	3.95	4.45	5.00
18	4.50	4.95	5.50	6.15
20	5.75	6.45	7.15	7.85

Iron, Flat or Round Head—

Size.	½-in.	¾-in.	1-in.	1½-in.	2-in.
2	.15	.20	.20	.20	.20
4	.15	.20	.20	.20	.25
6	.20	.20	.25	.30	.30
8	.25	.25	.30	.35	.35
10	.35	.35	.40	.45	.50
12	.40	.45	.45	.50	.55
14	.45	.50	.55	.55	.65
16	.60	.65	.70	.75	.80
18	.80	.85	.90	.95	1.05
20	1.00	1.05	1.10	1.15	1.25

Size	1¼-in.	1½-in.	1¾-in.	2-in.
4	.30	.35	.45	.55
6	.35	.40	.50	.60
8	.40	.45	.55	.65
10	.55	.70	.80	.90
12	.65	.75	.85	.95
14	.75	.85	.95	1.15
16	.90	1.10	1.30	1.55
18	1.25	1.45	1.70	1.90
20	1.45	1.70	1.90	2.10

Cap Screws—

Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.

U. S. S. Thread, Iron—

Lgth (ins)	¼-in.	5-16-in.	¾-in.	7-16-in.	1-in.
1	.80	.85	.40	.45	.60
½	.80	.85	.40	.45	.60
1	.85	.85	.40	.50	.60
1½	.85	.40	.45	.55	.65
1¾	.40	.40	.45	.60	.70
1½	.40	.45	.50	.60	.75
2	.45	.50	.55	.65	.85
2½	.50	.55	.55	.70	.90
2¾	.55	.60	.60	.75	.95
3	.65	.70	.75	.85	1.05
3½	...	...	...	...	1.25
4	...	...	...	...	1.40

Lgth (ins)	¾-in.	1-in.	1½-in.	1-in.
1	.95	1.30	1.90	...
1½	.95	1.35	1.90	...
1¾	1.00	1.40	1.90	...
1½	1.10	1.50	2.00	2.80
2	1.15	1.60	2.15	2.55
2½	1.25	1.70	2.80	2.75
2¾	1.40	1.80	2.40	3.00
3	1.55	2.10	2.70	3.50
3½	1.75	2.40	3.00	3.95
4	2.00	2.75	3.40	4.35

S. A. E. Thread, Steel—

Lgth (ins)	¼-in.	5-16-in.	¾-in.	7-16-in.	1-in.
1	.85	.40	.45	.65	.70
½	.85	.45	.50	.65	.75
1	.40	.45	.50	.70	.75
1½	.40	.50	.55	.75	.80
1¾	.45	.50	.55	.80	.90
1½	.45	.55	.60	.85	.95
2	.50	.60	.65	.95	1.05
2½	.60	.65	.70	1.00	1.15
2¾	.65	.75	.75	1.10	1.20
2½	.75	.80	.85	1.15	1.30
2¾	.85	.90	.90	1.20	1.35
3	.90	.95	1.10	1.40	1.55
3½	1.00	1.10	1.25	1.60	1.75

Lgth (ins.)	9-16-in.	¾-in.	1-in.
1	1.20	...	...
½	1.30	...	...
1	1.20	...	...
1½	1.20	...	...
1¾	1.30	1.50	2.50
1½	1.40	1.60	2.50
2	1.50	1.75	2.65
2½	1.60	1.85	2.85
2¾	1.75	1.95	3.00
2½	1.85	2.15	3.15
3	1.95	2.30	3.35
3½	2.20	2.60	3.80
4	2.55	3.00	4.35

Set Screws—

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

Square Head, V or U. S. S. Thread—

Lgth (ins)	¼-in.	5-16-in.	¾-in.	7-16-in.	1-in.
1	.25	.30	.35	.40	.50
½	.30	.30	.35	.40	.50
¾	.30	.35	.40	.45	.55
1	.30	.35	.40	.45	.55
1½	.35	.35	.40	.50	.60
1¾	.35	.40	.45	.60	.70
1½	.40	.45	.50	.65	.80
2	.45	.50	.60	.75	.90
2½	...	.65	.65	.85	1.00
2¾	...	.75	.75	.95	1.10
3	...	...	...	...	1.30
3½	...	...	...	...	1.50

Lgth (ins)	¾-in.	1-in.	1½-in.	1-in.
1	.80	...	...	...
½	.80	...	...	...
1	.95	1.60	2.25	...
1½	1.05	1.75	2.85	3.25
1¾	1.15	1.85	2.55	3.50
2	1.25	1.95	2.75	3.75
2½	1.40	2.10	3.00	4.00
2¾	1.50	2.20	3.20	4.35
3	1.75	2.50	3.65	4.95
3½	1.95	2.85	4.10	5.50
4	2.20	3.20	4.50	6.00

Woodscrews—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Brass, Flat or Round Head—

RETAIL SELLING PRICES—Continued.

WOOD SCREWS—Continued—

Size.	$\frac{1}{4}$ -in.	$\frac{1}{2}$ -in.	$\frac{3}{4}$ -in.	1-in.	1 $\frac{1}{2}$ -in.	2-in.	2 $\frac{1}{2}$ -in.	3-in.
0.....	.60	.60	.65	...	...	...	...	...
1.....	.60	.60	.65	...	...	...	...	...
2.....	.60	.65	.65	...	...	...	...	...
3.....	.65	.70	.70	.75	.85	1.05	1.15	...
4.....	.70	.75	.75	.80	.85	1.10	1.20	...
5.....	.75	.80	.85	.90	1.00	1.15	1.25	...
6.....	...	.85	.90	1.00	1.10	1.15	1.25	...
7.....	...	.95	1.00	1.10	1.25	1.35	1.50	...
8.....	...	1.05	1.15	1.30	1.40	1.55	1.70	...
9.....	...	...	...	1.50	1.60	1.75	1.95	...
10.....	...	...	...	1.70	1.85	2.05	2.20	...
11.....	...	...	...	1.85	2.10	2.35	2.55	...
12.....	...	...	...	...	2.35	2.60	2.85	...
13.....	...	...	...	...	...	...	3.20	...
14.....	...	...	...	...	...	...	3.55	...
15.....	...	...	...	...	...	...	3.90	...
16.....	...	...	...	...	...	...	4.65	...

Flat Head, Bright—

Size.	$\frac{1}{4}$ -in.	$\frac{1}{2}$ -in.	$\frac{3}{4}$ -in.	1-in.	1 $\frac{1}{2}$ -in.	2-in.	2 $\frac{1}{2}$ -in.	3-in.
0 to 2..	.35	.35	...	...	...	...	...	...
3.....	.35	.35	.35	.35	.35	.40	.45	.40
4.....	.35	.35	.35	.35	.40	.45	.45	.45
5.....35	.35	.35	.40	.45	.45	.45
6.....40	.40	.40	.45	.50	.55	.50
7.....40	.40	.45	.50	.55	.60	.55
8.....45	.45	.45	.50	.55	.60	.65
9.....45	.50	.50	.55	.60	.65	.70
10.....55	.55	.60	.65	.70	.75
11.....55	.55	.60	.65	.70	.80
12.....60	.60	.65	.70	.75	.85
13.....65	.70	.75	.80	.85
14.....75	.80	.85	1.00
15.....85	.90	1.00	1.25
16.....	1.35	1.40
17.....	1.40	1.75
18.....
20.....

Size.	$\frac{1}{4}$ -in.	$\frac{1}{2}$ -in.	$\frac{3}{4}$ -in.	1-in.	1 $\frac{1}{2}$ -in.	2-in.	2 $\frac{1}{2}$ -in.	3-in.
3.....	.45	.50	...	...	...	...	...	...
4.....	.50	.55	...	...	...	...	...	...
5.....	.50	.55	.65	.75	.80	.95	...	...
6.....	.55	.60	.70	.75	.80	1.00	1.50	1.50
7.....	.55	.60	.75	.80	.85	1.05	1.50	1.50
8.....	.60	.65	.75	.80	.90	1.10	1.55	1.55
9.....	.60	.70	.80	.85	.95	1.15	1.55	1.55
10.....	.65	.70	.80	.90	1.00	1.20	1.60	1.60
11.....	.70	.75	.85	.95	1.05	1.25	1.60	1.65
12.....	.80	.85	.90	1.00	1.10	1.30	1.65	1.70
13.....	.85	.90	1.00	1.10	1.20	1.35	1.70	1.75
14.....	.95	1.00	1.15	1.25	1.35	1.45	1.75	1.90
15.....	1.10	1.20	1.30	1.40	1.55	1.65	1.95	2.10
16.....	1.25	1.40	1.45	1.55	1.75	1.85	2.10	2.40
17.....	1.40	1.60	1.75	1.85	1.95	2.10	2.40	2.75
18.....	1.65	1.90	2.00	2.10	2.30	2.35	2.75	3.25
20.....	2.00	2.15	2.25	2.40	2.65	2.90	3.25	...

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head, Bright.

SAFETY SET—(Bristle)—

$\frac{1}{4}$ -inch, any length, 10c each; 5-16, 10c; $\frac{3}{4}$, 12c; 7-16, 15c; $\frac{1}{2}$, 18c; $\frac{3}{4}$, 25c; $\frac{1}{2}$, 30c; $\frac{3}{4}$, 35c; 1-inch, 40c.

SCREWS—Lag—Gimlet Point, Square Head—80% below.

	Doz. 100	Doz. 100	Doz. 100	Doz. 100	Doz. 100
1.....	.35	2.25	...	...	...
1 $\frac{1}{4}$.....	.35	2.25	...	...	...
1 $\frac{1}{2}$.....	.35	2.25	.45	2.70	...
1 $\frac{3}{4}$.....	.40	2.45	.45	2.95	...
2.....	.40	2.45	.45	2.95	...
2 $\frac{1}{4}$.....	.45	2.65	.50	3.25	.70
2 $\frac{1}{2}$.....	.45	2.65	.55	3.50	.75
3.....	.50	3.05	.60	3.75	.80
3 $\frac{1}{4}$.....	.50	3.05	.65	4.00	.85
4.....	.55	3.45	.70	4.25	.95
4 $\frac{1}{4}$.....	.55	3.45	.75	4.50	1.00
5.....	.60	3.85	.75	4.80	1.05
5 $\frac{1}{4}$.....	.60	3.85	.80	5.00	1.10
6.....	.65	4.05	.85	5.20	1.15
6 $\frac{1}{4}$.....	...	...	.90	5.50	1.20
7.....	...	...	.95	5.75	1.25
7 $\frac{1}{4}$.....	...	...	1.00	6.00	1.30
8.....	...	...	1.05	6.25	1.35
9.....	...	...	1.10	6.50	1.40
10.....	...	...	1.15	6.75	1.45
12.....	...	...	1.20	7.00	1.50

SCREW DRIVERS—Machinists', No. 51, 50c each; 51 $\frac{1}{2}$, 75c; 52, 85c; 52 $\frac{1}{2}$, \$1.10; 53, \$1.15; 53 $\frac{1}{2}$, \$1.40; 54, \$2.65; 210, \$1.90; 215, \$2.25; 218, \$2.75.
Yankee Ratchet—No. 11, 2-inch, 70c each; 3, 85c; 4, 95c; 5, \$1; 6, \$1.15; 8, \$1.85; 10, \$1.65; 12, \$1.00; 15, 2-inch, 75c; 3, 80c; 4, 85c; 5, 90c. No. 80, \$3.00, 31, \$4.00; 35, \$2.25; 60, \$1.00; 130, \$3.75.

SCREW DRIVERS—G. & P.—367—1 $\frac{1}{4}$, 35c; 3, 40c; 4, 45c.

SOYTHES—Bush—

No.	Each.	No.	Each.
400	2.50	200	2.50
450	2.35	250	2.35
Weed—			
300	2.50	100	2.50
350	2.35	150	2.35

SHEETS—IRON—Galvanized—10 to 16, 11 $\frac{1}{2}$ c; 18 to 24, 12c; 26 to 27, 12 $\frac{1}{2}$ c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., \$6.25; Galv., 26, \$9.50; 28, \$8.50. Rockface Siding, \$9.50.

SHEETS—STEEL—Black, Soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 15c cut, 12c full sheet. Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, 20c cut, 14c full sheet.

SHIELDS—Expansion—Sebeco—Per hundred list.

	Each.
3-16 inch.....	8.40
$\frac{1}{4}$	9.40
5-16.....	10.50
$\frac{3}{4}$	18.35
7-16.....	17.75

SHINGLES—Tin, 5x7, \$2.50; 7x10, \$4.00.

SHOES—Horse—Light, extra light or snow. All sizes, 12c lb. Neverslip, Calked, B Pattern—set of four—No. 0, \$2.00; 1, \$2.00; 2, \$2.25; 3, \$2.50; 4, \$2.75; 5, \$3.30; 6, \$3.50; 7, \$3.90.

Calks—Nos. 1 and 4, 5-16 and $\frac{3}{4}$, \$4.00 per hundred; 7-16 and $\frac{1}{4}$, \$4.25; 9-16 and $\frac{1}{2}$, \$4.00. Mule, No. 00 and 0, 14c 20c lb. Buck, Nos. 1, 2, 3, 80c lb. Drop, Nos. 1 to 12, 30c lb.; B, BB, BBB, 25c lb.

SHOT—Air Rifle, No. 25 (bulk), 80c lb.; No. 125 (1-lb. bags), 30c lb.; No. 525 (tubes), 10c pkg. Balls, Nos. 0, 00, 000, 20c lb. Buck, Nos. 1, 2, 3, 80c lb. Drop, Nos. 1 to 12, 30c lb.; B, BB, BBB, 25c lb.

SHOVELS—D Handle, Round Point, No. 102, \$2.50 each; 201 \$2.35; 401, \$2.00; 1003, \$2.25; 1004, \$2.35; 1005, \$2.50. D Handle, Square Point—No. 104, \$2.50 each; 303, \$2.85; 307, \$3.00; 403, \$2.00; 404B, \$2.00; 1009, \$2.65; 1010, \$2.50; 1111, \$2.25; 1112, \$2.35.

Long Handle, Round Point—200, \$2.35; 300, \$2.50; 400, \$1.90; 400A, \$2.15; 700, \$2.50; 701, \$2.50; 800, \$2.50; 801, \$2.65; 1000, \$2.25; 1001, \$2.85; 1002, \$2.50.

Long Handle, Square Point—No. 108, \$2.50 each; 202, \$2.35; 304, \$2.75; 402, \$2.00; 702, \$2.50; 1006, \$2.35; 1007, \$2.35; 1008, \$2.50.

SLEDs—Hand and Coaster—

	Each.	Jr. Racer	4.25
Flexible Flyer—			
No. 1.....	3.00	Racer	5.00
No. 2.....	3.50	Tux. Racer	7.50
No. 3.....	4.50	Fire Fly—	
No. 4.....	5.50	No. 9.....	1.75
No. 5.....	7.50	No. 10.....	2.25
No. 6.....	15.00	No. 11.....	2.75
		No. 12.....	3.25

SMOOTH-ON—65c lb.

SOLDER— $\frac{1}{2}$ and $\frac{3}{4}$, 60c lb.; No. 1, 90-100, 55c; Wiping, 40-60, 55c; Wire, 50-50, 65c; Electrical Wire, 40-60, 55c.

SPORTING GOODS—

	Each.	Handballs .....	.85
Official Baseballs	2.50	Boxing Gloves, 8-oz.	13.50
Second Grade Baseballs	2.00	Striking Bags	9.00
Playground B. B., Out or Plain Seam—		Championship Tennis Balls .....	.55
14-inch	2.75	Best Grade Rackets, Sutton	13.00
12-inch	2.50	Cotton Gym Shirts .....	.75
Baseball Bats, league	1.75	White Running Pants	1.00
Baseball Masks,	10.00	Bike Jockey Strap .....	.75
Chest Protectors	8.50	Rubber Soled Tennis Gym Shoes	1.95
Official—			
Rugby Footballs	10.00	Rubber Soled Tennis or Gym High	2.25
Soccer Footballs	12.00	Basketball Shoes	5.00
Basketballs	15.00		
Volley Balls	8.00		

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, \$6.55; Barnes, 276, \$9.50; Little Giant, 327 $\frac{1}{2}$, \$5.75; Acme Pressure 345, \$8.50; Defiance, No. 324, \$8.50.

STAPLES—Fence Wire—Polished, 8c lb.; galvanized, 9c Poultry Wire— $\frac{1}{4}$ -inch, 15c lb.

STARRETT'S TOOLS—Add to Catalogue—

		End Meas. Rods, 50%	Caliper Gauges, 50%
Micrometers, 50%			
Thickness Gauges, 50%			
Gr. Flat Stock, 50%			
Handy Equiv. Table, 50%			
Balance of Book (not itemized above) add to list 40%.			

STEEL—Mild—See Iron. Tool, 22c; Drill, Com., 30c.

RETAIL SELLING PRICES—Continued.

STOCKS AND DIES—

Easy	1112	46.30
2B	1118	47.85
5B		Armstrong
7B	No. 1 Pipe	8.35
53	No. 2	11.00
55	No. 2 1/2	12.75
57	No. 3, 1 1/4 to 2-in.	16.25
	Common	
5	No. 0 Pipe	7.25
7	No. 1	9.75
9	No. 2	13.00
65	Stocks Only—	
67	No. 1 pipe, Common	3.35
	No. 2 pipe, Common	7.35
	No. 2, Armstrong	8.75
	No. 3, Armstrong	6.00
	Green River	
1124		25.00
1104		30.35

STONES—Carborundum—No. 76, 50c; 107, \$2.00; 108, \$2.25; 109, \$1.75; 110, \$2.00; 111, \$1.35; 112, \$1.00; 113, \$1.00; 115, \$1.75; 116, \$1.75; 117, \$1.75; 118, \$1.50; 119, \$1.50; 120, \$1.50; 121, \$1.25; 122, \$1.25; 123, \$1.25; 124, \$1.00; 130, 75c; 131, 75c; 142, 75c; 143, 75c; 144, 75c; 145, 50c; 146, 50c; 147, 50c.
Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, \$1.00; 25, 15c; 27, 25c; 40, 25c; 42, 35c; 48, 50c; 51, \$1.00; 52, \$1.25; 53, \$1.50; 54, \$1.00; 55, \$1.25; 56, \$1.50; 59, 15c; 60, \$1.75; 62, \$2.25; 66, \$2.75; 68, \$3.75; 78, 50c; 80, 60c; 86, 75c; 88, \$1.00; 92, 50c; 94, 60c.
Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

STOP AND WASTE—

Rough Brass, Iron Pipe Threads No. 10 T-Handle or No. 20 Lever Handle—
 1/2-inch, \$1.25; 3/4-inch, \$1.75.
No. 30 High Grade Cap Pattern T or Lever Handle—
 1/2-inch, \$1.50; 3/4-inch, \$2.00.
Glauber or Muellers—
 1/2-inch, \$1.75; 3/4-inch, \$2.25.
Compression—
 1/2-inch, \$2.25; 3/4-inch, \$2.50.

STRIP—Weather—Rubber, 1/2-inch, 5c ft.; 3/4-inch, 7c ft.
Felt, 1/2-inch, 5c ft.; 3/4-inch, 7c ft.

SUPPORTS—Wagon Tongue—

	Lindquist	Haggard Spiral
1	2.00	0
2	2.50	1
3	3.25	2
		8

SWEEPERS, CARPET—American Queen, \$7.50; Club, \$13.00; Elite, \$8.25; Gold Medal, \$7.00; Grand Rapids (Nic), \$7.00; Grand Rapids (Jap), \$6.25; Grand (Jap), \$8.00; Parlor Queen, \$7.75; Princess, \$7.25; Prize, \$7.00; Universal (Nic), \$6.75; Universal (Jap), \$6.00.

Vacuum—Superba, \$13.00; Grand Rapids, \$11.00; Household, \$9.00. On account of the freight, retail prices 50 cents higher prevail in the following Western and Southern states: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Tex., Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

TACKS—Bills Posters, No. 545 Wire, or 555 Cut, 3, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c.

Carpet—434 Cut, or 484 Wire 1/4-lb. papers. No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c.
488 Cut, or 488 Wire 1/4-lb. papers. No. 3, 6c box; 4, 6c; 6, 10c; 8, 12c; 10, 12c.

495 Wire in bulk. No. 3, 40c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.
Gimp—324. No. 2 1/2, 15c box; 3, 15c; 4, 15c; 6, 15c; 8, 15c.

Upholsterers—304 Cut, 1/4-lb. papers. No. 1 1/2, 15c box; 2, 15c; 2 1/2, 15c; 3, 15c; 4, 15c; 6, 15c; 8, 15c; 10, 15c; 12 to 16, 15c.

305 Cut, or 355 Wire in bulk. No. 3, 40c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.

Double Pointed—Blued 1/4-lb. papers. No. 9, 6c box; 10, 6c; 11, 6c; 12, 6c; 14, 6c.
Blued in bulk. No. 209, 40c lb.; 210, 40c; 211, 40c; 212, 40c.

TAPES—MEASURING—(Lufkin)—(Starrett)—

	Asses' Skin	735	1.50
		736	1.75
No.			
710			.75
713			1.00
715			1.50
716			1.75
730			.75
733			1.15
	Metallie		
500 L			3.50
503 L			5.00
505 L			6.50
506 L			8.00
	Pocket		
143			.95

STEEL TAPES—

100	5.50	200 D	6.00
103	8.25	203	9.75
105	12.00	208 D	9.25
106	14.25	205	14.25
200	6.00	205 D	18.50

280	5.00	553	6.00
283	6.15	555	7.65
285	8.00	556	9.75
286	10.50	1240	4.25
550	4.65	1243	5.25
206	17.00	1260	4.75
206 D	16.50	1263	6.00
240	4.50	1264	7.50
243	5.50	1265	7.75
245	7.50	1266	10.00
246	9.75		

Comparative Nos. K. & L. and Starrett same price as Lufkin.
 Asses' Skin Case—25, 65c; 50, 85c; 75, \$1.15; 100, \$1.35.

TAPE—Friction—1/2 lb., 45c; 2 oz., 15c; 1 oz., 10c.

TENTS—Single Filling—

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
7x7	14.80	17.80	16x18	57.25	67.35
7x9	17.55	20.45	16x20	63.10	73.65
9x9	20.25	23.70	16x24	71.85	86.60
9 1/2 x 12	23.85	27.85	16x30	86.95	101.30
12x14	32.00	37.35	A or Wedge—		
12x18	39.50	46.15	5x7	9.25	10.75
14x16	42.00	49.30	7x7	11.65	13.60
14x20	52.15	60.60	7x9	13.95	16.35

Flys Half Price of Tents.

Wagon Covers—Single Filling—

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
10x14	8.85	11.10	12x16	12.90	15.90
10x16	10.15	12.70	12x18	14.35	17.90

Stockmen's Bed Sheets—Single Filling—

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
6x12	5.00	6.50			
6x14	5.85	7.50			
7x14	8.35	10.85			
7x16	9.85	12.50			

THIMBLES—Flue—6-in., 10c; 7-in., 15c; 8-in. to 7-in. Adj., 15c.

TIN—

Bar and Pig, \$1.35 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 14c; 20, 20c.
Painted 1 side, 1c foot extra, two sides 2c.
Flashing, IC, 1x1, \$3.25 per 100 feet; 1/2 x 1, \$3.25.
Shingles—5x7, \$3.50 per 100 ft.
Valley—14-inch, 17c per foot, \$16.00 per roll; 20-inch, 25c per foot, \$22.00 per roll.

TOGGLE BOLTS—Sebeco No. 1—Per hundred list.

Length	1/2-in.	3/8-in.	1/4-in.
3-inch	6.00	7.50	8.50
3 1/2-inch	6.25	8.00	9.00
4-inch	6.75	8.50	9.50
5-inch	7.50	9.25	10.25
6-inch	8.00	10.00	11.00

Sebeco No. 5—With either round or flat head machine screws—
Length
 3-inch.....2.63
 4-inch.....2.97
 5-inch.....3.32
 6-inch.....3.67

TORCHES—Clayton & Lambert—No. 28, Alcohol, \$4.00 each.
Gasoline—No. 14, \$5.50 each; 37, \$9.50; 38, \$10.00; 31, \$10.50; 32, \$11.00; 48, \$12.75; 62, \$14.75; 112, \$10.00; 114, \$9.00.

TRAPS—Fly—Paragon, 35c each; Balloon, 25c; Edgewood 1, \$2.00; Edgewood 2, \$2.00; Avis 1, \$2.75; Avis 2, \$2.50; Avis 3, \$2.25; Perfect, \$1.45.

Game—No. 0 Newhouse, 50c each; 1 Newhouse, 65c; 1 1/2 Newhouse, 95c; 2 Newhouse, \$1.35; 3 Newhouse, \$1.80; 4 Newhouse, \$2.25; 5 Newhouse, \$16.25; 1 Oneida Jump, 85c; 1 1/2 Oneida Jump, 55c; 2 Oneida Jump, 80c; 0 Victor, 25c; 1 Victor, 30c; 1 1/2 Victor, 40c; 2 Victor, 55c; 3 Victor, 85c; 4 Victor, \$1.00.

Gopher—Western, 25c each; Noxall, 25c; Maccabee, 25c; Easy Set, 25c; Newhouse, 25c; California Pocket, 25c.

Mole—Reddick, \$1.25 each; Out-O-Sight, \$1.50.

Mouse—Sure Catch, 5c each; Security, 10c; Choker-Wood, 15c; Choker-Tim, 10c; Delusion, 25c; Holdem, 65c; Oage, 25c.

Rat—Sure Catch, 15c each; Security, 25c; Holdem, small, 75c; Holdem, large, \$1.00.

TROLEY—Richards—Per Set—

No.	3-ft.	3 1/2-ft.	4-ft.	4 1/2-ft.	5-ft.	5 1/2-ft.
016	5.25	5.50	5.75	6.00	6.25	6.50
16					9.50	9.75
019	4.75	5.00	5.26	5.50	5.75	6.00
19					8.50	8.75
0132	5.25	5.60	6.00	6.40	6.75	7.25
132					9.50	9.75

185—1, \$3.00 each; 185—2, \$4.50; 187—1, \$2.50; 9—Midget, 60c; 90T—Midget Track, 12c.

Business Opportunities

SITUATION WANTED

Plumber and Tinner wants position in northern California coast town. Married, willing to invest. Address D. H. A., care HARDWARE WORLD.

WANTED

To buy a good paying Hardware and Implement business, well located in live town, two to twelve thousand population. Stock and fixtures \$8,000 to \$12,000. Will pay for same with good fifteen acre income orange grove, thoroughly equipped, fine, dry climate, in highly improved section. Address B. N. G., care HARDWARE WORLD.

WANTED

Two sheet metal workers wanted in open shop. \$8.00 per day, steady work. Furnish references. Address The Newman & Stuart Co., 2254 Washington St., Ogden, Utah.

FOR SALE

or will trade for clear land or city property—a red hot hardware and implement business, including a small hotel with all buildings and over one block of ground and a \$2000 interest in a wholesale hardware house through which all competition is met like a duck meets water—goes with it. Located in a town where you don't have to spend a dollar for advertising and get more business than you can handle. Value about \$50,000.00. Reason for selling, wish to retire. Address The Little Store, Box 69, Pingree, North Dakota.

FOR SALE

A general merchandise business in the best irrigated valley in Nevada, has been established for 10 years, and is a money maker. Stock will run \$25,000 to \$30,000; did over \$80,000 business last year. Owner wishes to retire and will sell at inventory price. Business includes \$7,000 gent's furnishing and dry goods, \$6,000 groceries and the balance in hardware, paints, plumbing supplies. Address Nevada, care HARDWARE WORLD.

POSITION WANTED

Have had 14 years' experience as buyer and manager of a combined wholesale and retail hardware business, handling farming tools and machinery, seeds, etc. Expert accountant; have traveled 20 states calling on wholesale grocer trade. Can handle matters requiring executive ability. Willing to tackle any problem anywhere. Address Hardware, care HARDWARE WORLD.

FOR SALE

Stock of hardware, furniture and implements in the richest section of Yakima Valley. Will sell on inventory for cash. No trades. Stock will invoice about \$5000. Address XYZ, care HARDWARE WORLD.

WANTED

By wholesale hardware company operating in Inter-Mountain region, an experienced traveling salesman. One who is familiar with general hardware lines. In answering state experience, sales record, age, etc. Drawing account and percentage of profits to right man. Address H. P. S., care HARDWARE WORLD.

HARDWARE BUSINESS FOR SALE

Stock of Hardware in best factory suburb of Indianapolis, Ind. Stock extra well selected, and in store strictly up to date; publishes monthly store magazine, which is mailed to 1000 of its customers. Office is completely equipped with addressograph, dictaphone, adding machine, stamp affixing machine, and all other modern equipment. Stock invoices \$10,000 and fixtures, including new Vim truck, \$3,000. Volume of business last year was \$31,000. Been established over 16 years. For particulars, address XXX, care HARDWARE WORLD.

WANTED

Young man to assist in hardware, implement and pump work. Experience not necessary if willing to learn and advance. Replies confidential. Address L. H. S. care HARDWARE WORLD.

SITUATION WANTED

By experienced road salesman, hardware specialty, Michigan territory, salary and commission. Leo. P. Gillon, Detroit, Michigan, Gen Del.

STOP!! LOOK!! READ!!

Four-line rhyme or two-line slogan—any trade—\$1.00 each. Composed by H. S. Geer, 2 Mt. Hope Place, Bronx, N. Y. Send Circulars.

FOR SALE

Hardware and Furniture Stock in prosperous, well located city in Oregon; a clean, good paying business. Stock will invoice about \$30,000. Anyone wanting a business of this kind will pay them well to investigate this proposition. Address L. O., care HARDWARE WORLD.

SALESMAN WANTED

Side line and specialty salesmen to handle Alcomo lines to hardware jobbers and dealers, also department stores. Attractive range nationally advertised. Liberal commission basis. Alcomo Mfg. Co., 101 Bridge St., Newark, New Jersey.

WANTED TO REPRESENT

Salesman of proven ability now calling regularly on the hardware trade desires strong factory line for California; commission basis, either selling jobber or direct to retail trade. Address Hardware Salesman, care HARDWARE WORLD.

WANTED

Young man with thorough knowledge of hardware and kitchen ware in a large retail store with high class trade and a good location. Must be live, energetic, neat appearing and courteous. Must furnish first-class references. State experience and salary expected. Address O. H. C., care HARDWARE WORLD.

POSITION WANTED

As assistant manager or director of a housefurnishing department in a retail or department store is the position I would like. Nine years' experience should be sufficient to guarantee my ability to fill the position. Twenty years as a road man, visiting this same trade, has kept me in touch with the line specified. Salary no particular object, but a living remuneration expected for my services. Address G. S. H., care HARDWARE WORLD.

POSITION WANTED

An A-1 opportunity to secure the services of a high class hardware man who has successfully qualified as buyer and hardware department manager handling builder's hardware and material, paints, oil and glass, tools, iron and blacksmith supplies, cutlery, guns, ammunition, fishing tackle and sporting goods, stoves, ranges, household and kitchen supplies. Have had several years' road experience in handling wholesale and retail stocks of hardware. Can make good in any hardware position anywhere. Have bank and business house references; also some cash to back me. Address Montana, care of HARDWARE WORLD.

FOR SALE

Stock of hardware, furniture and implements in the Willamette Valley (Oregon) farming district. Will sell on inventory for cash. No trades. Stock will invoice around \$18,000. Will sell or lease building. Business established 22 years, owner wishes to retire. J. R. Peters, Wilsonville, Ore.

WANTED—Tinner's Tools. 8-ft. Cor-nice Brake; 30-in. Squaring Shears. Must be in first class shape. Address Live Hardware Co., So. Pasadena, Cal.

HARDWARE BUSINESS FOR SALE

Stock of hardware, in Skagit Valley, Wash. Fixtures and stock will invoice \$5,000. Sales will run from \$15,000 to \$18,000 annually. Will sell or rent store building. Address owner, Alfred Hanson, Lyman, Wash.

WANTED TO BUY

A Hardware or Hardware and Implement Store in Idaho, Oregon or Washington. Want a store that invoices \$10,000 to \$12,000, complete with fixtures. Will pay cash. Write full particulars. Address W. I. care HARDWARE WORLD.

FOR SALE OR TRADE

320 acres of land 13 miles from town of 4000 population. All fenced, small house, well, small granary. About 200 acres plow land, balance pasture, 45 acres plowed at present. Must sell or trade before March 1. Make me an offer. Snap price, \$5800; mortgage \$1600.

J. L. Bernauer, Owner,
Glasgow, Mont.

WANTED

Three oil stove salesmen by one of the largest stove manufacturers in the country. Salesmen must have had extensive oil stove selling experience and a clientele. These positions carry responsibilities and the men who can effect large sales are assured a large income. Give experience and references in first letter to receive consideration. Address Box 192, care HARDWARE WORLD.

WANTED

Young man about 30 as outside salesman for retail hardware, implement and pump firm in town of about 4,000 people, 75 miles from San Francisco in a Coast valley. Must have ability to meet people well and must have good mechanical judgment and some knowledge of pumps. Need not have technical education or be a mechanic, but should have ability to direct mechanics. Address G. C., care HARDWARE WORLD.

WANTED

Man under forty-five years of age with hardware experience as warehouse foreman in charge of shelf and heavy hardware. Firm doing wholesale business. Must be competent, knowing stock and handling men. State age, experience and salary expected. Address Y. H. C., care HARDWARE WORLD.

WANTED SALESMAN

Manufacturers' agency with offices throughout the West and large number of accounts has opening in San Francisco for salesman to call on the California trade on percentage basis. Great opportunity for development and individual effort. Address S. P. E., care HARDWARE WORLD.

FOR SALE OR EXCHANGE

We have for sale or exchange the following:

- 1 New Era Gas Engine, No. 1078, 15 H. P.
 - 20-inch Crescent Jointer.
 - 1 36-inch J. A. Fay & Eagen Band Saw.
 - 1 L. G. McKnight 24-inch Sander.
 - 1 Pony Planer, 24-inch.
 - 1 Boring Machine.
- Machines complete with counter shafts. This machinery has been in use about six months. The cost today would be from \$1500 to \$1600. We will sell it for \$850 or exchange it for hardware, automobile or truck.
- Address Steubenville Hardware & Supply Co., Steubenville, Ohio.

INDEX TO ADVERTISERS

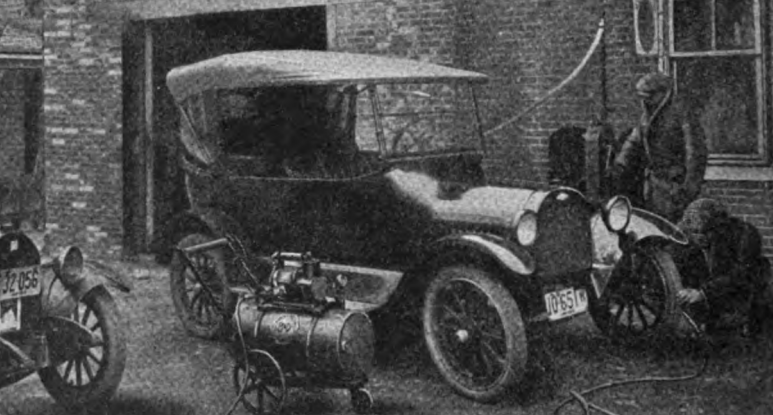
A			Giant Powder Co.	27	Portland Cordage Co.	78
Advance Car Mover Co.	66		J. E. Gilson Co.	63	Precision Machine & Tool Co.	88
Albert Lea Sprayer Co.	65		Glass Founders' Corporation.	176	Prentiss-Wabers Stove Co.	189
Alert Tool Co.	181		Gold Medal Camp Furniture Co.	94	Progressive Mfg. Co.	54
Alexander Mfg. Co.	185		Goodell-Pratt Co.	33	Q	
Allith Prouty Co.	12		Goodrich Co., B. F.	145	Quick Meal Stove Co.	86
Aluminum Goods Mfg. Co.	47-100		Goodyear Rubber Company.	78	R	
Aluminum Products Co.	206		John Gottschalk Co.	46	Raydex Mfg. Co.	170-171
Alvord Reamer & Tool Co.	161		Greenfield Tap & Die Corp.	25	Reed & Prince Mfg. Co.	67
American Bolt & Screw Case Co.	203		Grinnell Co.	14	F. C. Reichard Mfg. Co.	65
American Chain Co.	16		H. J. Gute	96	Remington Arms U. M. C. Co.	31
American Ironing Machine Co.	91		H		Richards-Wilcox Mfg. Co.	59
American Pad & Textile Co.	22		Hartford Rubber Co.	157	Rhodes Mfg. Co.	57
American Saw & Mfg. Co.	59		Hays Aug. Co.	201	A. L. Richmond.	189
American Steel & Wire Co.	26		Hay-Budden Mfg. Co.	61	Bitter Can & Specialty Co.	85
American Wire Fabrics Co.	57		Hercules Powder Co.	35	Rochester Can Co.	44
Apco Mfg. Co.	139		Hercules Products Co.	94	Rogers Wire Works.	94
Armstrong Mfg. Co.	197		Hess-Snyder Mfg. Co.	89	Romort Mfg. Co.	177
Atkins, E. C. & Co.	9		Higgins Spring & Axle Co.	176	Frank Rose Mfg. Co.	147
Atlas Mfg. Co., The.	80		John J. Hildebrandt Co.	71	H. Roth & Sons.	81
Atlas Shear Co.	73		A. M. Holter Hardware Co.	75	G. D. Rowell & Son.	59
Atlas Tack Corp.	185		Honeyman Hardware Co.	75	Royal Mfg. Co.	18
Automatic Lawn Sprinkler Co.	66		Frank A. Hoppe.	73	Royal Self Heating Iron Co.	88
B			Hunt, Helm, Ferris & Co.	32	Myer S. Rubens Stove & Furnace	
Baker, Hamilton & Pacific Co.	79		Hyfield Mfg. Co.	68	Repair Works.	204
Baldwin Refrigerator Co.	40		Hygrade Lamp Co.	179	A. C. Rulofson Co.	56-58
Barcalo Mfg. Co.	11		I		Russell & Erwin Mfg. Co.	13
Bartlett Mfg. Co.	70		International Silver Co.	42	Russell Mfg. Co.	141
Basick Co.	98		Ironton Stove & Mfg. Co.	89	Rutenber Electric Co.	86
Beaton & Cadwell Mfg. Co.	199		J		S	
Beaton & Corbin Mfg. Co.	203		Jobbers' Mfg. Co.	94	Safety Interlocking Stove Pipe Co.	88
Benjamin Air Rifle Co.	71		Johns-Manville Co.	164-165	Salt Lake Hardware Co.	74
Benjamin Electric Co.	133		K		Samson Cordage Works.	70
Bernz Co., Otto	200		F. D. Kees Mfg. Co.	70	J. Sand & Sons.	69
Berger Bros. Co.	68		Chas. F. U. Kelly, Inc.	170-171	Sargent & Company.	17
Billings & Spencer Co.	15		Kentucky Wagon Mfg. Co.	64	Savage Arms Corp.	51
Bissell Carpet Sweeper Co.	102-103		M. L. Kline Co.	195	Savill's Sons, Thomas	203
Black & Decker Mfg. Co.	226		L		Wm. B. Scalf & Sons.	201
Boller Machine Works	60		Lalanc & Grosjean Mfg. Co.	83	Schaw-Batcher Co.	81
Bommer Spring Hinge Co.	63		Will B. Lane Unique Tool Co.	173	Christian Schlicker Mfg. Co.	88
Boston Brass Co.	203		Landers, Frary & Clark.	43	E. F. Sedgely, Inc.	176
Brainerd Mfg. Co.	62		Lane Bros. Co.	177	Shelby Spring Hinge Co.	55
Brewer-Titchener Corporation.	172		Lawson Mfg. Co.	10	Simmons Hardware Co.	101
Brier Hill Steel Co.	56		Lindemann O. & Co.	94	Simons Mfg. Co.	61
Bridgeport Hardware Mfg. Co.	53		Ludlow-Saylor Wire Co.	49	Simplex Electric Heating Co.	5
Buckeye Aluminum Co.	92		Lufkin Rule Co.	55	Slaymaker Lock Company.	64
Buffalo Forge Co.	60		M		Smith Mfg. Co., F. H.	56
Buffalo Sled Co.	65		Maine Mfg. Company.	84	Specialty Mfg. Co.	64
Buffum Tool Co.	167		Mangrum & Otter	80	Spokane Stove & Furnace Repair Wks.	206
Burgess-Norton Mfg. Co.	63		Manhattan Electrical Supply Co.	174	Spring Leaf Lubricator Co.	184
Butterfield & Co.	179		E. H. Marchant Co.	191	Stanley Rule & Level Co.	49
C			Marquette Mfg. Co.	159	Stanley Works	Cover
Central Stamping Co.	45		Mayhew Steel Products, Inc.	62	Stanwood Equipment Co.	137
Chicago Flexible Shaft Co.	28		McCaffrey File Co.	68	Star Expansion Bolt Co.	60
Chicago Spring Butt Co.	48		Chas. A. McKenzie.	191	Star Heat Plate Co.	58
O. J. Childs Co.	62		McKinney Mfg. Co.	8	Stark Rolling Mill Co.	24
Champion Blower & Forge Co.	48		M. H. Merchant Corp.	177	Starrett, L. S. & Co.	29
Champion Ignition Mfg. Co.	143		Meyers Mfg. Co., Fred J.	93	Sterling Tire Corporation.	163
John Chatillon & Sons.	93		Monarch Refrigerator Works.	34	Sterno Corp.	104
C. F. Church Mfg. Co.	199		Montauk Paint Mfg. Co.	73	Stine Screw Holes Co.	62
George M. Clark Co.	85		Frank Mossberg Co.	155	Strevell-Faterson Hardware Co.	75
Clayton & Lambert Mfg. Co.	201-205		Motor Mercantile Co.	174	Sturgis & Burn Mfg. Co.	67
Cleveland Stone Co.	60		Mound Tool Co.	181	Superior Laboratories.	81
Coes Wrench Co.	6		L. E. Mueller Furnace Co.	39	Superior Spring Hinge Co.	54
Coleman Lamp Co.	67		F. E. Myers & Bro.	64	Jas. Swan Co.	52
Colt's Patent Firearms Co.	53		N		T	
Columbus Anvil & Forging Co.	63		National Cash Register Co.	97	Taylor Mfg. Co.	88
Columbian Rope Co.	187		National Enameling & Stamping Co.	37	Thomson-Diggs Co.	74
Collette Mfg. Co.	99		New England Mills Co.	176	Thompson Mfg. Co.	72
Connors Wm. Paint Mfg. Co.	89		New Era Spring & Specialty Co.	173	Three-In-One Oil Co.	70
Converse Rubber Shoe Co.	149		New Haven Clock Co.	80	J. B. Timberlake & Sons.	72
Corcoran Mfg. Co.	151		O. S. Norcross & Sons.	65	Topping Mfg. Co.	68
Covart Mfg. Co.	68		New York Stamping Co.	41	Trimont Mfg. Co.	195
H. C. Cook Co.	184		Nicholson File Co.	20	Triner Scale & Mfg. Co.	81
Corbin Screw Corporation.	168		North Bros. Mfg. Co.	87	Tritch Hardware Co.	76
C. W. B. Cornwallis, Inc.	195		North & Judd Mfg. Co.	23	Tucker Duck & Rubber Co.	71
Crescent Tool Co.	50		The Nye Tool & Machine Works.	205	Turner Brass Works.	201
Curtis Pneumatic Machinery Co.	176		O		U	
Corbin Cabinet Lock Co.	Cover		Ohio Wire Goods Mfg. Co.	175	U. S. Government.	184
D			Ohlen-Bishop Co.	63	U. S. Steel Products Co.	26
Defiance Welding Co.	173		Ontario Knife Co.	90	United Mfg. & Distributing Co.	153
Delta File Works	50		Operollo Phonograph Co.	95	United Royalties Corp.	83
Detroit Twist Drill Co.	21		Wm. H. Ottemiller	69	U. S. Rubber Company.	157
Dexter Co., The	2nd Cover		P		Utility Trailer Sales Co.	181
Diamond Tire Co.	145		Pacific Pump & Supply Co.	197	V	
E. E. Diets Co.	30		Pacific Sanitary Mfg. Co.	197	Vaughan & Bushnell Mfg. Co.	69
Henry Disston & Sons.	54		Packham Crimper Co.	88	Voss Bros. Co.	Opp. 34
Joseph Dixon Crucible Co.	185		Parker Supply Co.	67	W	
Duluth Show Case Co.	86		H. W. Peabody & Co.	Opp. 67	Wagner Mfg. Co.	58
Dunham, Carrigan & Hayden Co.	77		Peck, Stow & Wilcox.	91	Warren Axe & Tool Co.	61
Du Pont Powder Co.	193		Peerless Mfg. Co.	71	Walden-Worcester, Inc.	175
Durham Mfg. Co.	84		Pennsylvania Lawn Mower Co.	70	Western Brass Mfg. Co.	201
E			Peters Cartridge Co.	71	Western States Outlery & Mfg. Co.	72
Edison Electric Co.	135		Perfection Mfg. Company.	95	Whitaker-Glessner Co.	87
Elastic Lip Co.	36		Philadelphia Lawn Mower Co.	55	Whitlock Cordage Co.	3
Elgin Stove & Oven Co.	90		Phoenix Horse Shoe Co.	62	Wickwire Bros.	19
Enterprise Mfg. Co.	93		Phenix Mfg. Co.	52	Wills Sprinkler Mfg. Co.	72
Eyelet Tool Co.	69		Pilliod Lumber Co.	51	Winchester Repeating Arms Co.	182-183
F			Pioneer Paper Co.	189	Witt Corning Company.	92
Faultless Caster Co.	38		Pittsburgh Steel Co.	58	Wrought Washing Mfg. Co.	57
G			Pittsburgh Water Heater Co.	199	Joe Welsh	71
Gem Safety Razor Co.	73		Porter, H. K.	56	Y	
Geneva Outlery Co.	70		Y		Yost Gearless Motor Co.	88
Gerstendorfer Bros.	3rd Cover		Y			

Exhibit "C"

BLACK & DECKER**LECTROFLATER**
ELECTRIC AIR COMPRESSOR**E
V
I
D
E
N
C
E**

How often does the motorist stop for "Gasoline and Air?" With the Black & Decker air-cooled Lectroflater you can supply both at the same time—summer or winter. Avoids loss of time "jockeying" the car to a fixed air station, outside or inside the garage.

The Lectroflater Portable Tank Outfit can be left outside to attract trade even in zero weather. Being air-cooled it can not be damaged as there is no water to freeze up.



Four years ago Campbell's Garage, Towson, Md., installed a Black & Decker Lectroflater Tank Outfit, which is still going strong. This picture was taken at the front of Campbell's Garage, December 18, 1919, when the thermometer stood at 6° above zero. Convenient outside service was possible because the Lectroflater is air-cooled.

**THE BLACK & DECKER MFG. CO.**

TOWSON HEIGHTS, BALTIMORE, MD., U. S. A.

Portable Electric Drills Electric Valve Grinders Electric Air Compressors

BRANCH OFFICES:

New York, N. Y. Philadelphia, Pa. Atlanta, Ga. San Francisco, Cal. Chicago, Ill.
 Detroit, Mich. Cleveland, Ohio Buffalo, N. Y. Boston, Mass.

SAPOLIN

EVERY MERCHANT EVERYWHERE, SHOULD WRITE FOR PARTICULARS
ON THIS POPULAR LINE OF ENAMELS, STAINS, GILDINGS,
VARNISHES, BRONZE POWDERS AND BRONZING
LIQUIDS

WRITE TODAY

"Special Goods
for
Special Purposes"

Sapolin Varnishes
Sapolin Glass Frosting
Sapolin Metallic Enamels
Sapolin Carriage Gloss Colors
Sapolin Enamel, Porcelain Finish
Sapolin Gilding Powders and Liquids
Sapolin Motor & Engine Enamel
Sapolin Stove Pipe Enamel
Sapolin Aluminum Enamel
Sapolin Iron Enamel
Sapolin Gold Enamel

"Serve, Save
and Satisfy"



"Special Goods
for
Special Purposes"

Sapolin Gold Ink
Sapolin Bathtub Enamel
Sapolin Furniture Polish
Sapolin Wire Screen Enamel
Sapolin Porch Furniture Stains
Sapolin Floor & Furniture Stains
Sapolin Gold and Aluminum Glaze
Sapolin Hot Pipe Aluminum
Sapolin Varnish Stains
Sapolin Auto Enamel
Sapolin Gold Paint

"Serve, Save
and Satisfy"

FOR 40 YEARS

THOUSANDS OF MERCHANTS HAVE REALIZED THE DIS-
TINCT ADVANTAGE OF SELLING SAPOLIN BECAUSE WITH EVERY
SALE THEY COULD CONSCIENTIOUSLY SAY, "YES, I RECOMMEND
IT; I BACK UP GERSTENDORFER BROS., BECAUSE THEY BACK UP ME."

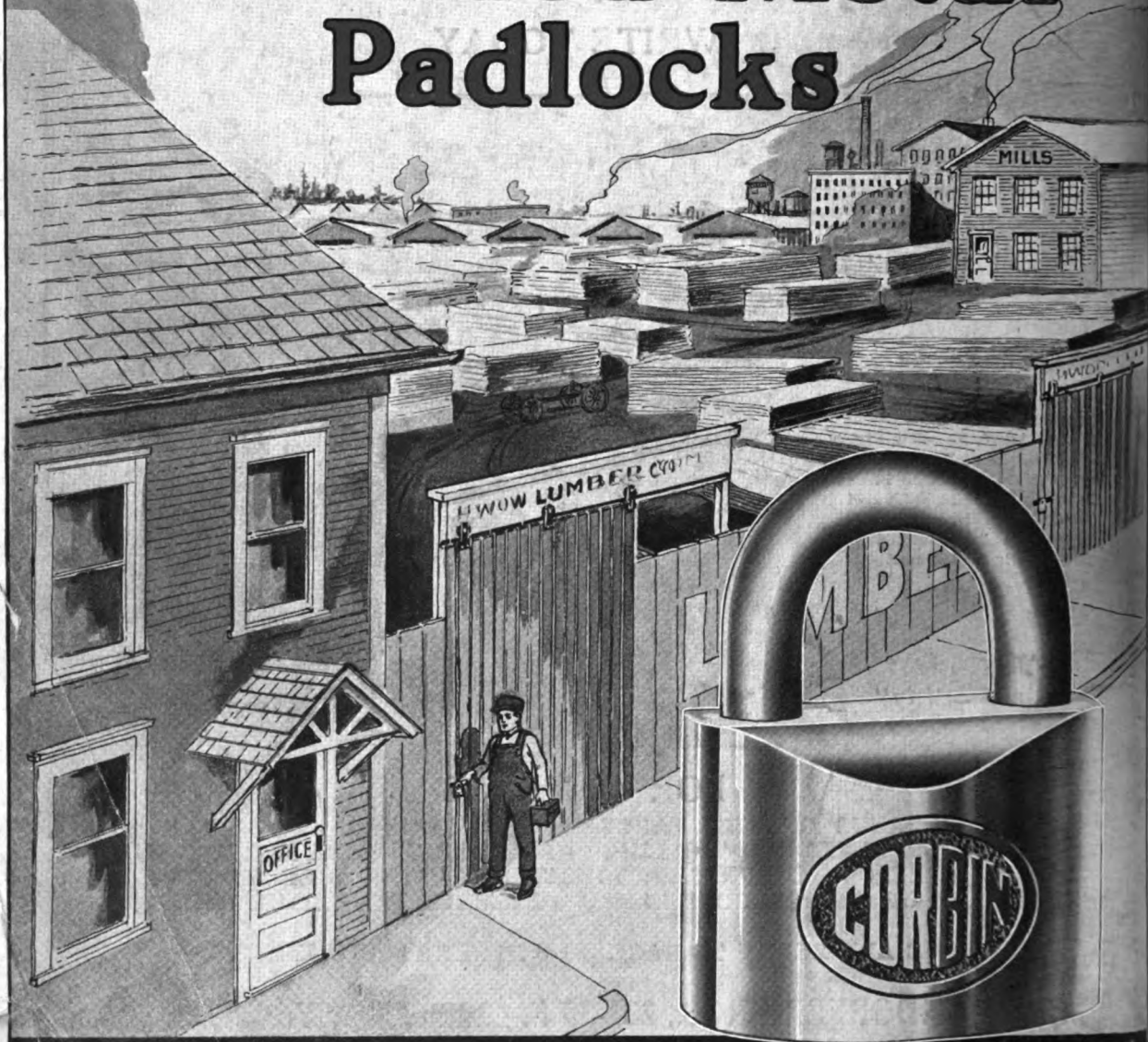
WE ARE READY TO BACK YOU IN THE SAME MANNER

GERSTENDORFER BROS., 231-35 E. 42d St., New York, U. S. A.

SAPOLIN



Extruded Metal Padlocks



CORBIN CABINET LOCK CO.

THE AMERICAN HARDWARE CORPORATION SUCCESSOR

New Britain, Conn., U.S.A.

NEW YORK

CHICAGO

PHILADELPHIA

Hardware - PLUMBING AND HEATING - World

MAY 1920

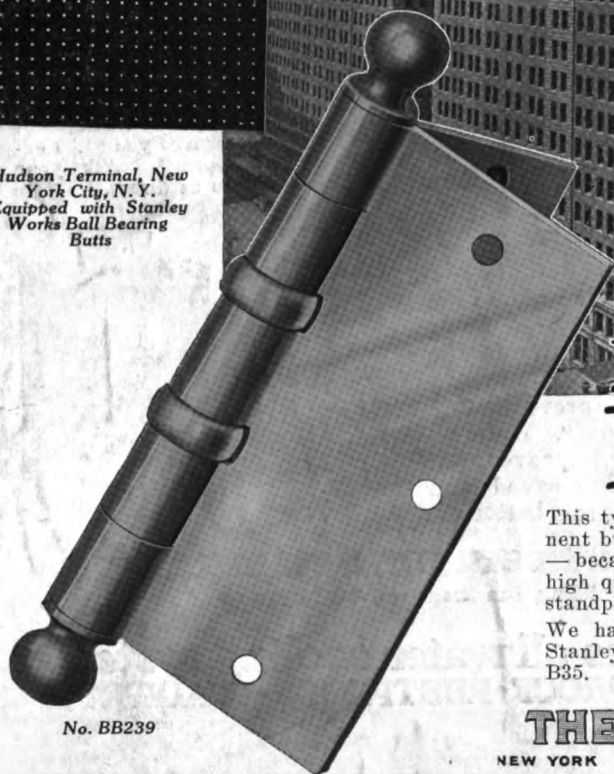


Hudson Terminal, New
York City, N. Y.
Equipped with Stanley
Works Ball Bearing
Butts

BALL BEARING BUTTS

This type of butt is used on the more prominent buildings throughout the country. Why? — because owners are confident that the high quality butt is best from an economical standpoint as well as the service it gives.

We have a book showing various types of Stanley Works Ball Bearing Butts. Ask for B35.



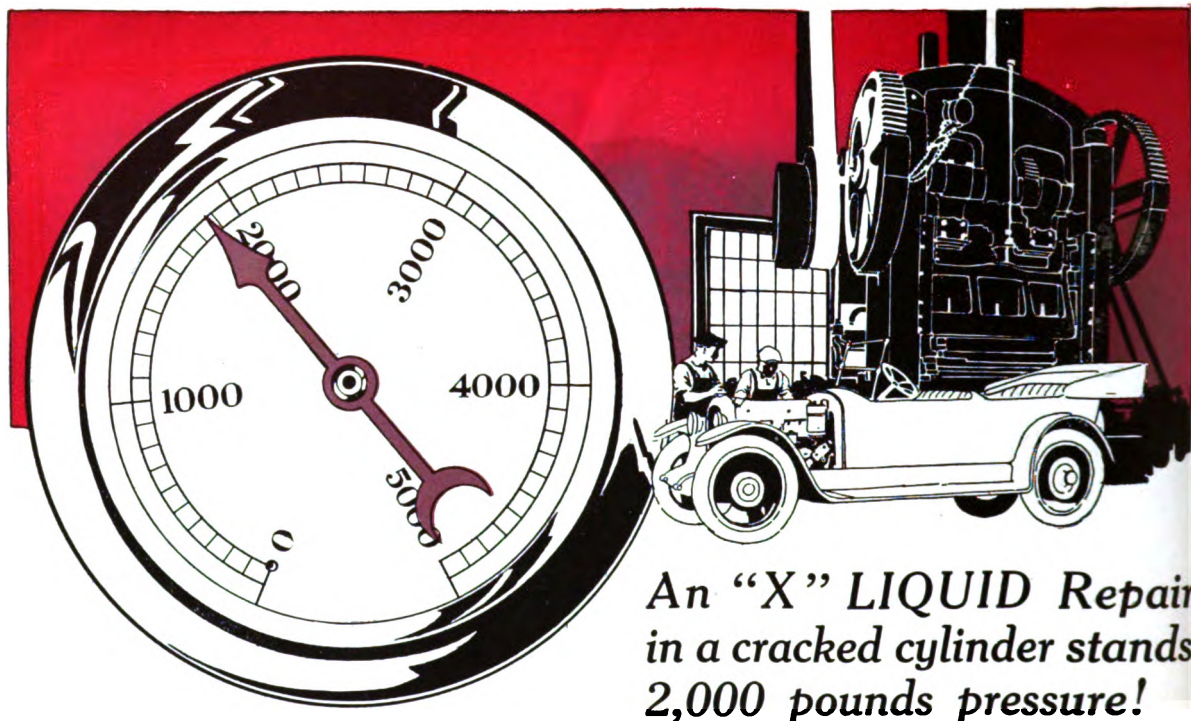
No. BB239

THE STANLEY WORKS

NEW YORK

NEW BRITAIN, CONN.

CHICAGO



**An "X" LIQUID Repair
in a cracked cylinder stands
2,000 pounds pressure!**

SOME men are quick to judge the things they **don't** know by the things they do know.

Perhaps they know all about the harm that radiator cements, flaxseed meals, etc., do to the cooling system; and they think that "X" Liquid is some similar "dope"!

They ought to get the **facts** straight!

"X" Liquid is the result of **scientific chemical research**.

It **repairs and prevents** leaks—**eliminates and prevents** Rust and Scale.

In one case "X" Liquid repaired a four inch crack in the inner wall of a cylinder—and made a repair **that stood 2000 pounds pressure!** The owner saved over \$150.00—the cost of tearing down, welding, etc.

In fact, wherever welding isn't **practical or economical** "X" makes a permanent repair.

And as for **small holes** in the

radiator, pump, connections, etc., "X" will repair one leak or one thousand in 10 minutes. And do a job that couldn't be had for \$25 worth of soldering.

Experience proves that "X" is the only practical method of repairing leaks **without danger to the cooling system**. It doesn't weaken the radiator as the high heat of soldering is apt to do; nor does "X" choke the cooling system and make the cure worse than the **disease**—as is the case with radiator cements.

And if "X" is kept constantly in the water it **prevents all future leaks**.

Eliminates Rust and Scale!

The man who recognizes the dangers of Rust and Scale keeps "X" constantly in the water. This loosens all Rust and Scale and prevents any more from forming. Naturally, cooling is improved, oil and gasoline are saved and the engine performs **better**.

Every statement made about "X" Liquid is a **fact** and can be proved by any car-owner on the basis of our guarantee—that "**X**" **makes good or money back!**

Get the genuine "X" Liquid from any one of the 25,000 dealers who sell it. But be sure the big "**X**" is on the can.

Dealers!

Over 3,500,000 cans of "X" Liquid have been sold. It is the only product of its kind—and **wanted** by car-owners who **know** the facts.

The **EXTRA PROFIT** Assortment of "X" Liquid gives you \$1.50 extra in **FREE** profit. Ask your jobber—or write us direct.

**Large Size
\$1.50**

**Will do a \$25
repair job!**

**Ford Size
75c**



"X" LABORATORIES, 25 WEST 45TH STREET, NEW YORK CITY
Pacific Coast Branch: 450 Bialto Building, San Francisco, California.



**Liquid makes all water cooling systems
LEAKPROOF • RUSTPROOF • SCALEPROOF**



Copyright 1919 by Whitlock Cordage Company

Serviceability

8 CARLOADS OF LOGS regularly loaded with a piece of rope of a well-known brand, before discarding for a new length.

12 CARLOADS loaded with a piece of Whitlock ALL-Manila of the same size "and the rope looks good enough to load 12 more."

That is the experience reported to our distributor by a western lumber company who purchased a coil of Whitlock Rope on trial.

Strength—yardage—smoothness—these qualities are important and Whitlock Rope has them to the maximum degree; but after all it is service—durability—performance that count most in determining ultimate Ropeconomy.

WHITLOCK CORDAGE COMPANY

46 South Street, New York

Chicago Office, 1303 Chamber of Commerce

KANSAS CITY BRANCH, 339 Railway Exchange Building

Hardware World

(Copyright 1920 by the HARDWARE WORLD. All rights reserved)

Volume XV

MAY :: 1920

Number 5

INDEX OF CONTENTS

	Page
ROTARY CODE OF ETHICS FOR BUSINESS MEN.....	106
YES-ING THE BOSS.....	107
YOU HAVE A DUTY TO PERFORM—BOLSHEVISM MERELY A LAZY MAN'S ENVY OF THE PROSPERITY OF THE HUSTLER.....	108
AN EASY WAY TO TURN AWAY WOMEN.....	109
STATUS OF A BUSINESS MAN WHOSE FINANCIAL STANDING IS MISREPRE- SENTED BY A MERCANTILE AGENCY.....	110
YOUR FRIENDS MAKE YOUR BUSINESS—THEY ARE EITHER AN ASSET OR A LIABILITY.....	112
SMALL PATRONS CREATE LARGE PROFITS—ARE YOU PREPARED TO MEET YOUNG AMERICA'S DEMAND ON THE HARDWARE DEALER?.....	114
BE MAGNETIZED BY THIS HUMAN DYNAMO—G. P. BLACKISTON.....	119
GETTING THE RIGHT WOMAN TO DEMONSTRATE HOUSEHOLD APPLIANCES.....	121
UPHOLDING THE BLACKLISTING OF BAD DEBTORS.....	124
DON'T LET LIGHT-FINGERED CUSTOMERS LIFT YOUR COUNTERS.....	125
CHINA AND GLASSWARE WIN THE WOMEN.....	127
RIGHT OF BUSINESS MEN TO USE SIDEWALKS.....	129
RETAILER WHO WAS A VICTIM OF A WELL-KNOWN LEGAL PRINCIPLE.....	134
WATCH AND LEARN FROM THE OTHER FELLOW.....	136
WHERE A PARTNER'S RIGHT TO BIND HIS FELLOW PARTNER STOPS.....	138
A TYPICAL CASE OF BUYER'S GOUGE.....	144
BEWARE OF CROAKERS.....	156
TIME FOR BUSINESS MEN TO PROTEST.....	164
WORTH WHILE AUTO ACCESSORY WINDOW TRIMS.....	166
PUSH AUTO ACCESSORIES NOW.....	176
BUSINESS OPPORTUNITIES.....	193
PLUMBING AND HEATING DEPARTMENT.....	194
YOUNG BUSINESS MEN NEED TO LEARN THE VALUE OF MONEY.....	202
RETAIL SELLING PRICES.....	207-224
INDEX TO ADVERTISERS.....	225

HARDWARE WORLD. Issued on the first of each month by HARDWARE WORLD Publishing Co. Subscription, payable in advance, 50c. per year, or three years for \$1.00. Entered as second class matter, under act of Congress, at Portland, Oregon, T. M. Shearman, Editor and Manager. Raymond L. Shearman, Associate Editor.
Correspondence, or articles for publication may be addressed to office nearest you.

388 Taylor Street, Portland, Ore.	Phelan Bldg. San Francisco	70 Fifth Ave. New York	1802 Young St., Dallas, Texas.	Salt Lake, Utah 204 Scott Bldg. Seattle, Wash.	507 Pioneer Bldg. Seattle, Wash.	220 Pacific Bldg., Vancouver, B. C., Can.
--------------------------------------	-------------------------------	---------------------------	-----------------------------------	------------------------------------------------------	-------------------------------------	----------------------------------------------

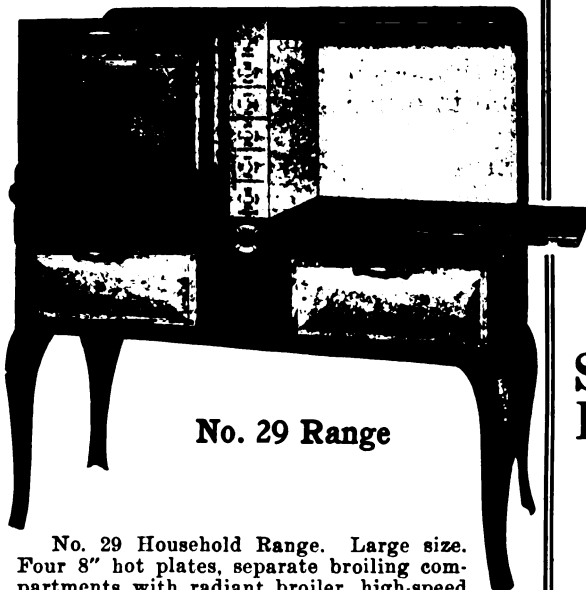
Boatmen's Bank Building
St. Louis, Mo.

Announcing



No. 25 Range

No. 25 Apartment House Range equipped with three 8" hot plates, radiant broiler and high-speed oven. Same capacity as No. 27. Made especially for use where space is limited.



No. 29 Range

No. 29 Household Range. Large size. Four 8" hot plates, separate broiling compartments with radiant broiler, high-speed oven and separate plate warmer.

Two New Simplex Electric Ranges

With all the exclusive Simplex features which make our present Cabinet type No. 27 the best selling electric range on the market today.

No. 25—Apartment House Range

No. 29—Household Range, Large Size



SIMPLEX ELECTRIC HEATING COMPANY

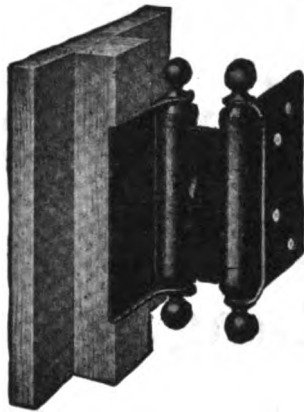
CAMBRIDGE, 39, MASS.

HOLBROOK, MERRILL & STETSON

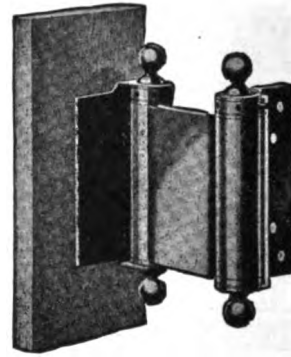
675 North Spring St. 6th and Bluxome Sts.
Los Angeles San Francisco

Distributors for California,
Arizona and Nevada

Lawson "Nu" Jamb Spring Hinges are Applied Easily



THE OLD WAY



THE LAWSON WAY

Because no hanging strip is required, Lawson "Nu" Jamb Spring Hinges are applied more easily and quickly. They give far more solid support to the door.

The absence of the hanging strip also saves at least \$1.50 on each application.

These hinges are made in both single and double acting types of the best material obtainable. They have 24 per cent more coils and the frictionless bearings give an easy swinging action not found in other hinges.

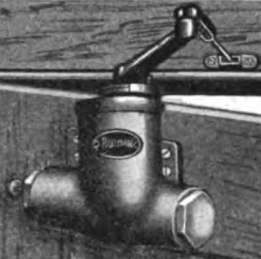
So many architects and contractors specify Lawson "Nu" Jamb Spring Hinges that dealers everywhere are finding them very profitable to carry in stock.

Lawson Manufacturing Company

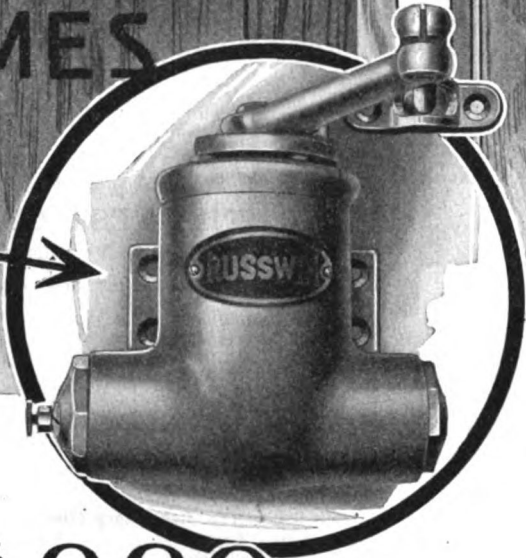
230 W. Superior St., Chicago, Illinois

Eastern Representative
JOHN H. GRAHAM & CO.
95 Reade St., 113 Chambers St.
New York City

Pacific Coast Representative
C. N. & F. W. JONAS
Seattle, San Francisco,
Los Angeles



RUSSWIN
RUSSELL & ERWIN
CHECKS
for HOMES



225,000

Continuous operations without stops or adjustments,
operating 5 times per minute for 750 hours.

This on the average house door is equal to
12 years of service.

All this without adjustments of any kind, and
without loss of spring or checking power.

RUSSELL & ERWIN MFG. COMPANY,

The American Hardware Corp. Successor

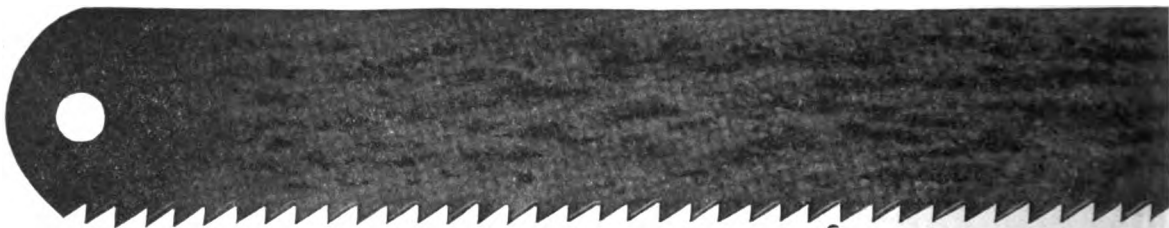
NEW BRITAIN, - - CONN.

NEW YORK

SAN FRANCISCO

CHICAGO

LONDON, ENG.



NOT "14 Points"

TWO POINTS, above all others, are of first importance to you in selecting the Hack Saw account you finally decide to handle:

- (1) How will these Blades appeal to my trade?
- (2) How much money will the account make for me?

These two points are so closely related that the answer to the first is also the answer to the second. Because the reputation of the products you handle is also your reputation. And if the Hack Saws you supply your trade are popular and known for the good service they give—there is no question that the account will be a Money Maker for you.

POINT ONE

(How do Napier "Quality" and "Expert" Blades appeal to Hack Saw users?) The best way to answer this is to show how widely Napier Blades are known, by giving a representative list of some of the largest and most prominent Hack Saw Buyers in the United States issuing Napier "Quality" and "Expert" Blades from their stock and supply rooms.

These concerns and thousands of others are a market for Napier Blades that already exists! They constitute a vast "public opinion" that proves a demand for "Quality" or "Expert" that it is desirable for you to meet. Because it is always the goods that are best known that are easiest to sell.

THE TEST OF SUPERIORITY

Some of the Very Large Users of Napier Blades

(On all this Business Napier Jobbers are protected)

American Tool Works
American Bosch Magneto Co.
American Bridge Co.
Bethlehem Shipbuilding Corp.
Buick Motor Co.
Bethlehem Steel Co.
Burroughs Adding Machine Co.
Baldwin Locomotive Co.
Cadillac Motor Co.
Chevrolet Motor Co.
Crucible Steel Co. of America
Dayton Engineering Laboratory (Delco)
Edison Lamp Works
Endicott-Johnson Co.
General Electric Co.
General Railway Signal Co.
Goodyear Tire & Rubber Co.
General Motors Co.
B. F. Goodrich Co.
General Shoe Machinery
Hyatt Roller Bearing Co.

International Harvester Co.
Kissell Motor Car Co.
Lodge & Shipley Tool Co.
Maxwell Motor Co.
Mitchel Motors
New Departure Mfg. Co.
National Motor Car & Vehicle Co.
Nash Motor Co.
Olds Motor Works
Oakland Motor Car Co.
Penn. R. R. Eastern Lines
Remy Electric Co.
Robbins & Meyers Co.
Scovill Mfg. Co.
Savage Arms Corp.
St. Louis Car Co.
Sun Shipbuilding Co.
Steel & Tube Co. of America
Wisconsin Motor Mfg. Co.

Write for the Napier Special Jobber Proposition

CHARLES A. DOWD SALES CO. San Francisco Office, 320 Market St.
(Pacific Coast Agents) Los Angeles, Seattle

HOME OFFICE AND FACTORY, NAPIER SAW WORKS, SPRINGFIELD, MASS.



PIONEERS IN THE HARD-EDGE, FLEXIBLE-BACK BLADE





**NAPIER
QUALITY**
TUNGSTEN STEEL

—but TWO!

POINT TWO

(How much money will the Napier account make for you?) The answer: The value of an account to you depends entirely upon the merit of the product and its possibilities for distribution. The application of this point to the Napier proposition from the Consumer's angle has already been shown on the page opposite. There is a big demand for Napier Blades, and a demand of the very highest order. This demand means increased volume—quick turnovers—profits!

It would be interesting now to discover how that demand reflects on Napier Distributors. For this purpose we give below a few excerpts of letters received from Napier Jobbers.

NAPIER JOBBERS ARE PLEASED

"In reviewing our past pleasant business relations, I look back with a great deal of pleasure to our connection with the Napier Saw Works, as it is one of our real 50-50 accounts and one we value very highly."

(One of the big Hardware Jobbers in the Middle West—name on request)

"We have been selling their Hack Saw Blades for some time, and our success has been great when we have been obliged to make quality tests."

(From a large machinery house—name on request)

"We are having fine success in selling Napier Quality Hack Saw Blades at prices higher than other brands that we have in stock, thus showing more profit."

(From a Pacific Coast mill supply house—name on request)

NOTE

To put it in a nutshell—you have for your consideration a product of known merit—which is already widely used—supplied by a manufacturer who works with his jobbers and gains their appreciation of his efforts.

What does this mean to you? Everything. The goods you can best afford to handle are the goods that pay your "cost of doing business" and a profit. They are the goods that sell easiest, that appeal most, that handle best, that bring repeat orders, that earn you money.

Napier "Quality" and "Expert" Hack Saw Blades are all that. They earn you money in increased volume of business; in friendships and good will; in the satisfaction you derive from a clean, hard-working, remunerative account.

We wish to make a few additional choice jobber connections in sections of the country where we are not represented. The kind of connection we have in mind is what Napier Distributors refer to as a "real 50-50 account." There may be an opening in your territory. A letter or post card will bring you the details. Write the Home Office and Factory at Springfield, Mass. State whether you are interested in Hand Blades or Power Blades—or both.

Write for the Napier Special Jobber Proposition

CHARLES A. DOWD SALES CO. San Francisco Office, 320 Market St.
(Pacific Coast Agents) Los Angeles, Seattle

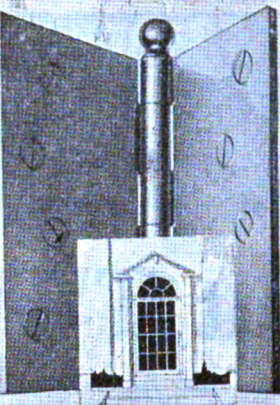
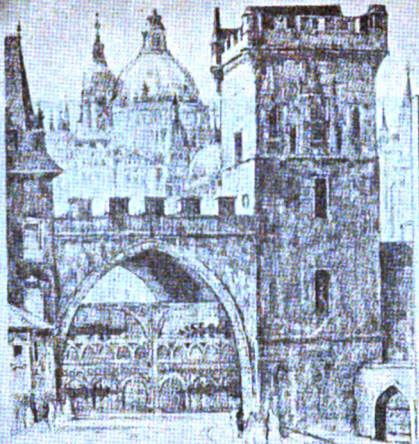
HOME OFFICE AND FACTORY, NAPIER SAW WORKS, SPRINGFIELD, MASS.



PIONEERS IN THE HARD-EDGE, FLEXIBLE-BACK BLADE



**EXPERT
SAWS**



The Development of SAFETY and HINGES

IN olden times high walls, huge city gates and massive metal hinges protected a community from its foe. Today city walls and gates are unnecessary but hinges have survived to furnish safety and add convenience. Now, as of yore, hinges make doors possible!

In ancient times and up until fifty years ago a hinge was a hinge—no more. Today conditions are different. With other developments hinges have assumed a new identity.

The name McKinney has marked a new epoch in hinge making. McKinney Hinges and Butts have set a new standard by which other similar products are judged for quality, endurance and usefulness. They make better doors possible!

To last indefinitely, to swing back and forth day after day without sagging or even a squeak—that is the creed of every McKinney Hinge.

No matter what the architectural design—whether it be massive portal or small casement window, there is a McKinney Hinge or Butt of proper beauty and design to fit. They fill every hinge need—perfectly.

In your plans for building or repairs remember the name McKinney. See that it is stamped on the Hinges or Butts you buy. By so doing you will be assured years of uninterrupted service and artistic architectural harmony.

Don't just ask for hinges. Remember the name McKinney!

Also manufacturers of McKinney garage and farm building door-hardware, furniture hardware and McKinney One-Man Trucks. Write McKinney One-Man Trucks for more information and a free catalog.

McKINNEY

Hinges and Butts

McKINNEY MANUFACTURING CO., Pittsburgh. Western Office, State-Lake Bldg., Chicago. Export Representation.

This is the fourth advertisement in the big McKinney Campaign. It appears in the April 3rd issue of *The Saturday Evening Post* and the April 10th issue of *The Literary Digest*. In these two far reaching publications it will carry the story of McKinney Hinges and Butts to more than 9,000,000 readers and prospective customers. At the same time other full page advertisements are appearing in *Architects' and Builders' Magazines*. All these advertisements are planned to impress the name "McKinney" upon the minds of hinge users. You can make them work for you. Talk McKinney!

The Standard Hinge

This far reaching McKinney Advertising Campaign is making a nation realize more and more the importance of Hinges. This realization has resulted in a greater demand for standard Hinges—those stamped with the name McKinney. You, as a dealer, should profit by this wide hinge publicity—Talk McKinney!

McKinney Products have been on the market for fifty years. They have set a standard. Now this McKinney Advertising is impressing the importance of this standard on your customers. Establish your store as McKinney Headquarters! Be sure your customers know you handle the McKinney line!

McKINNEY MANUFACTURING CO., Pittsburgh.
Export Representation.

WESTERN OFFICE, State-Lake Bldg., Chicago.

Also manufacturers of McKinney garage and farm building door-hardware, furniture hardware and McKinney One-Man Trucks.

McKINNEY

Hinges and Butts

ATKINS

SILVER STEEL SAWS

A—the first letter in the alphabet stands for ATKINS. ATKINS—stands for the highest quality and efficiency in SAWS, SAW TOOLS and SAW SPECIALTIES. Atkins products are known the world over as

“The Finest on Earth”

Learn more about Atkins Products. Write for our free books, *“Pointers”* and *“Atkins 1920 Advertising Service.”*

E. C. ATKINS & COMPANY, Inc.

Established 1857

“The Silver Steel Saw People”

Home Office and Factory, Indianapolis, Indiana

Canadian Factory, Hamilton, Ontario

Machine Knife Factory, Lancaster, N. Y.

Branches carrying complete stocks in all large distributing centers as follows:

Atlanta
Chicago
Memphis

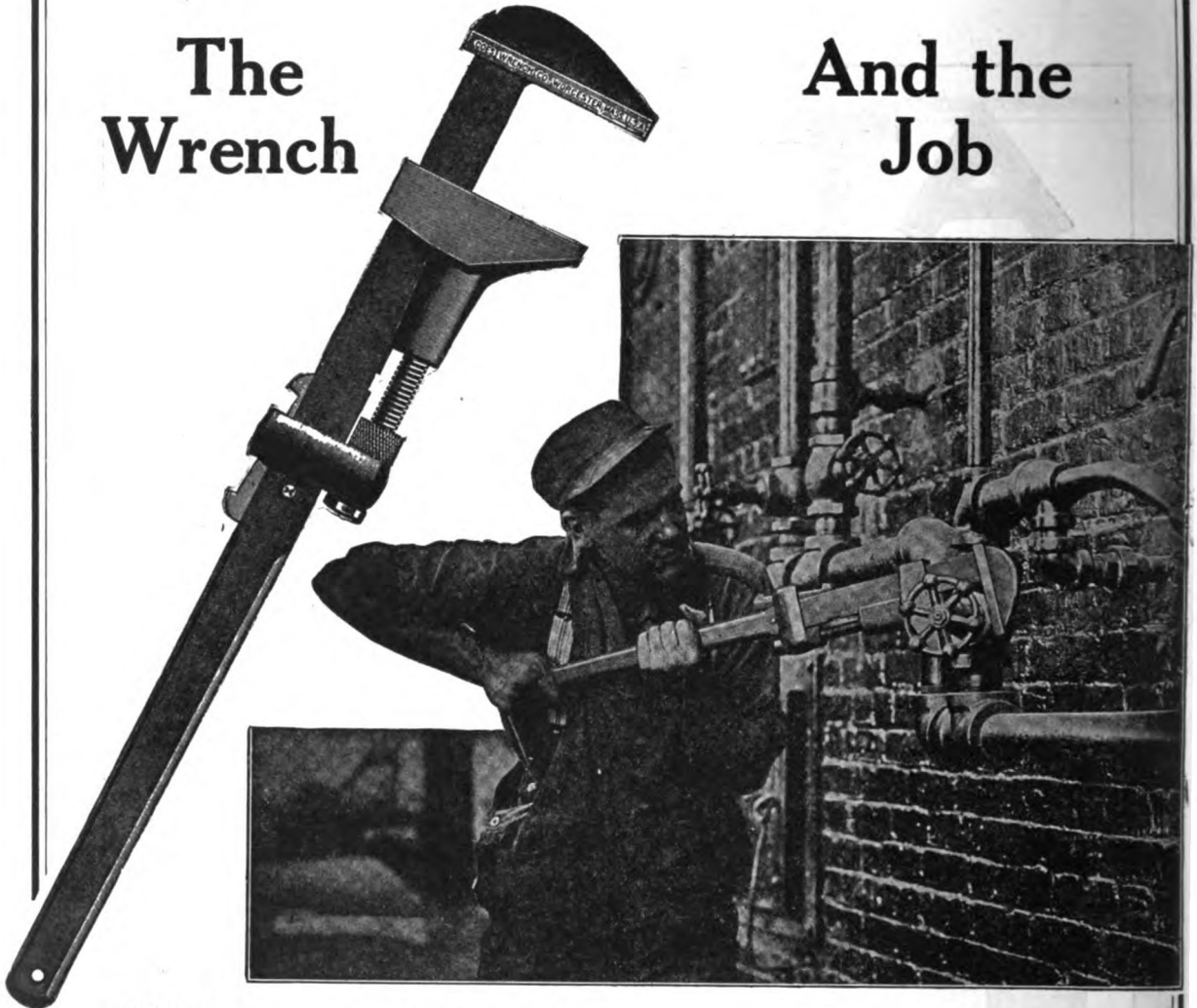
Minneapolis
New Orleans
New York City

San Francisco
Seattle
Portland, Oregon

Paris, France
Sydney, N. S. W.
Vancouver, B. C.

The Wrench

And the Job



This is **not** an extraordinary picture.

It is a scene that is duplicated every day in places where industry reigns.

It merely shows a COES KEY-MODEL WRENCH at work on the job, **but** it tells a most significant truth.

It tells the Hardware dealer that COES KEY-MODEL WRENCH is indeed a wrench that workmen **need, depend on and trust.**

It **warns** them that as industry expands, the market for the COES KEY-MODEL WRENCH expands, and is expanding every day.

Keep pace with the demand, and identify yourself as a progressive dealer selling reliable **WRENCHES OF QUALITY.**

Your jobber will supply you.

"Cost a trifle more to reduce the cost in **SERVICE.**"

COES WRENCH CO., WORCESTER, MASS.

J. C. McCarty & Co.,
29 Murray St., New York

Pacific Coast Agents
John H. Graham & Co.,
268 Market St., San Francisco

John H. Graham & Co.,
113 Chambers St., New York

Get a Grip on Wrench Sales

Sell a good wrench—or better not make the sale. Good wrenches like Pexto, out-grip, out-last and in the end out-sell cheap ones. Stores with a real grip on wrench sales are found to recommend only the best.

Pexto Wrenches are good wrenches with a hundred years' experience built into them. They have the metal, the temper, the design and features to maintain their leadership for another century.

And Pexto Wrenches are known to the general public. National advertising in the Saturday Evening Post has planted the name Pexto indelibly in the minds of hundreds of thousands of people. They can be sold *more* than wrenches—they are ready for the complete line of Pexto Tools—and you can sell them.

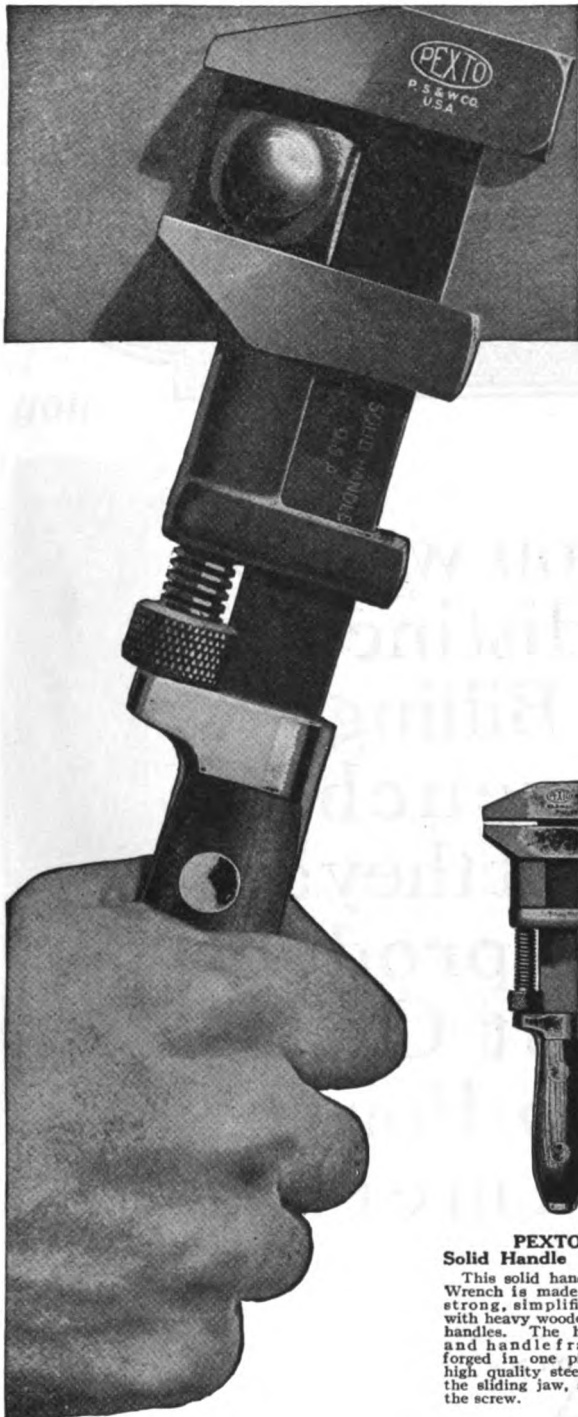
THE PECK, STOW & WILCOX COMPANY

Mfrs. Mechanics' Hand Tools, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Builders' and General Hardware.

Southington, Conn.

Cleveland, Ohio

Address correspondence to 233 West Center St., Southington, Conn.
100% American for 100 Years. Founded in 1819



PEXTO
Solid Handle Wrench

This solid handle Pexto Wrench is made of three strong, simplified parts with heavy wooden riveted handles. The head, bar and handle frame are forged in one piece from high quality steel, next is the sliding jaw, and third the screw.



PEXTO
Solid Steel Wrench

Like its solid handle partner this wrench is made of three simple parts—the head, bar and handle are all forged in one piece from high quality steel. This Pexto Wrench is built for heavy duty.



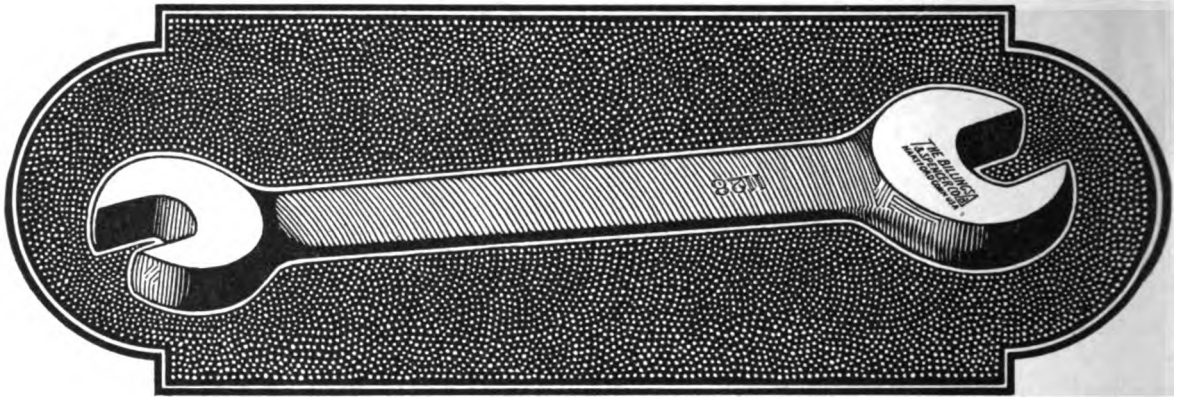
PEXTO
Pipe Wrench

This Pexto Wrench carries out the highest ideals of Pipe Wrench design. The hardened jaws of steel grip like a vice, yet they are easily tightened or released. When you get a pipe wrench be sure it's Pexto-made.

PEXTO

TOOLS

FOR USE ABOUT THE HOME AND FARM
FOR THE MECHANIC IN EVERY TRADE



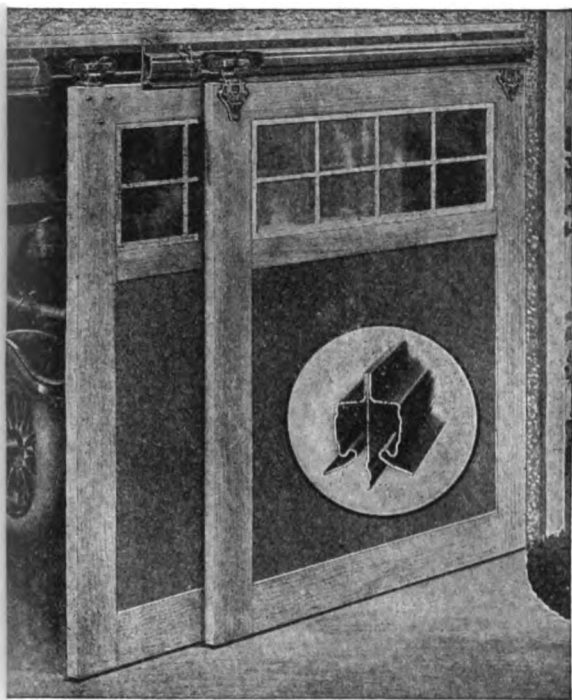
WHEN you wonder
at the distinction
that marks Billings &
Spencer wrenches,
remember that they are
the worthy product
of the First Com-
mercial Drop Forging
Plant in America



THE BILLINGS & SPENCER CO.
HARTFORD, CONN.

ALLITH-PROUTY

Sliding door hardware has satisfied every purchaser for seventeen years. You can add to your goodwill and increase your turnover by *satisfying your* customers with *Allith-Prouty* hardware.



Style ten-ten track provides a weather tight top joint for any straight-slide door. No ice, snow or sleet can lodge in the track. Birds cannot get in to nest. The track is built of a single steel channel in such a form that the weight of the door is distributed throughout the length of the track.

Hanger ten-ten is built of annealed malleable iron, proof against breakage. Roller bearings make operation easy. Wheel faces are machined to develop least friction, and run true at all times.



ALLITH-PROUTY CO.



DANVILLE ILLINOIS

CHICAGO
NEW YORK
PHILADELPHIA

BOSTON
LOS ANGELES
SAN FRANCISCO

BARCALO

DROP FORGED

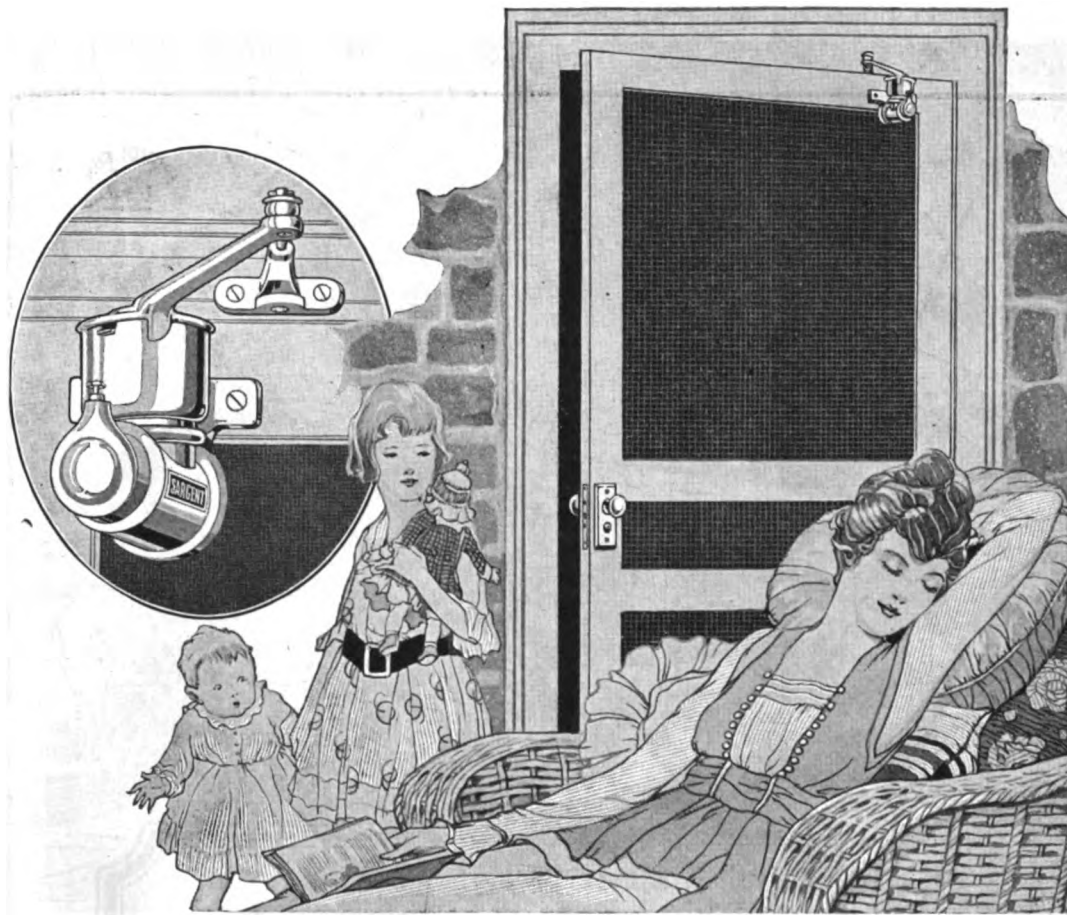
PLIERS

BULLDOG GRIP



SIZES - 6 1/2" - 8" - 10"

BARCALO MANUFACTURING CO.
BUFFALO, N.Y. U.S.A.



Building All-Year Trade With Summer Sales

The Sargent Noiseless Screen Door Closer is a fast selling summer line. But on it may be built all-year-'round sales. It is suitable for any light door—lavatory, closet, storm or telephone booth door. Besides you have behind it the larger Sargent Door Closers for heavier doors.

Sargent Screen Door Closers are just right in size, strength and appearance. They close doors quickly but quietly, gently but firmly—no rebound. They

prevent the strain on hinges and locks exerted by slam-banging doors.

The public is being told of Sargent Screen Door Closers through our national advertising. They will look to their hardware dealers to supply them. Stock up. Every time a screen door slams this summer you will lose money.

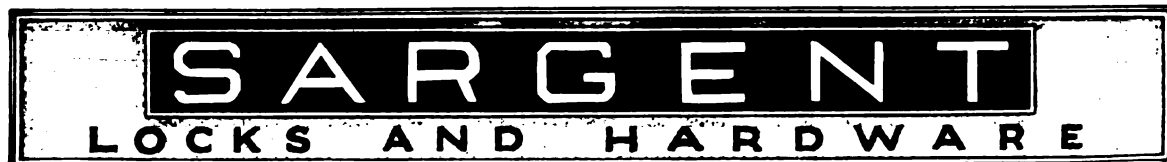
Write for complete details. Window cards and other display material will be furnished on request.

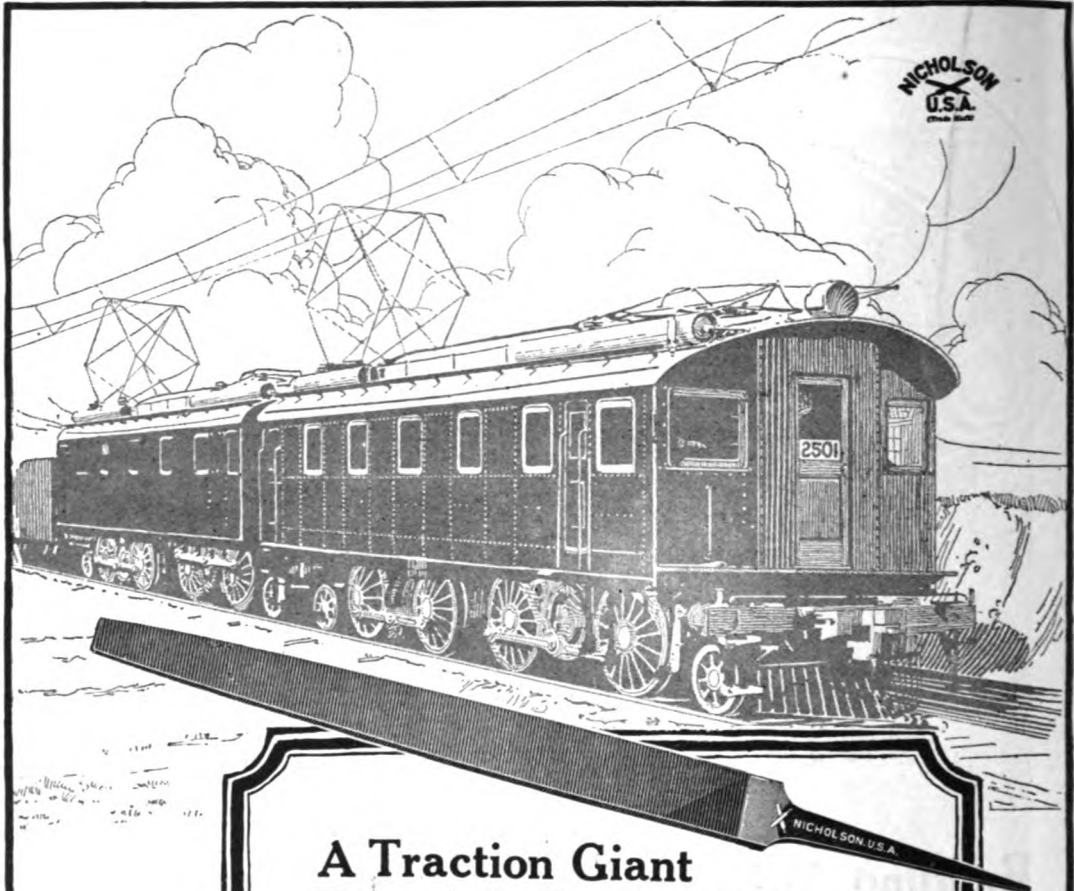
SARGENT & COMPANY

New York

New Haven, Conn.

Chicago





NICHOLSON
U.S.A.
Providence, R. I.

A Traction Giant Born of Modern Science

Startling economies of heavy train haulage have been effected by electric locomotives on difficult railroad sections.


NICHOLSON FILES

widely favored in shops where electric locomotives are made, are maintained in their position of file supremacy by modern scientific tests for both cutting keenness and uniformity of shape and temper. Files that are ready sharp for instant service.

File Philosophy and the NICHOLSON Catalog are of vital interest to file users.

NICHOLSON FILE CO.

Providence, R. I., U. S. A.



Remington Service

REMINGTON
UMC

What Remington Service Means to the Dealer

Remington backs up your merchandising efforts, knowledge and experience with two kinds of service:

Service of the Products
Service of the Sales and Advertising Organizations

This combination of meritorious products and generous selling cooperation cheerfully furnished, is an asset which the up-and-coming dealer is sure to recognize.

Remington Products are Distributed Solely Through the Jobbing Trade

The Remington Arms Union Metallic Cartridge Co. Inc.
Woolworth Bldg. New York City

TRADE MARK

Weed Tire Chains for Passenger Cars

THE HONOR OF THE ACCO FAMILY

Weed Tire Chains for Trucks

Dobbins Blow-Out Chains

Weed Chains for Motor Cars!
Anchor Chains for Ships!
Chains for Railroads!

Devices that make travel safe on land and sea, that can be absolutely depended upon to protect human life, are typical of the nature and quality of Acco products.

Elwell's Trace Chains

The workers who make up the Acco family know they are doing more than making commodities merely to be sold.

They know that it is their work that holds millions of motor cars and trucks to slippery roads.

It is their work which enables mighty ships to ride safely at anchor, whether in harbor or helpless on a lee shore.

It is their work which makes possible the safe operation of thousands of railroad trains.

Porch Swing Chains

The big ACCO Line includes chains for every purpose—from Plumbers' Safety Chain to Ships' Anchor Chain—all Styles, Sizes and Finishes.

AMERICAN CHAIN COMPANY

INCORPORATED

BRIDGEPORT, CONN., U.S.A.

In Canada—Dominion Chain Co., Ltd., Niagara Falls, Ontario

GENERAL SALES OFFICE: GRAND CENTRAL TERMINAL, NEW YORK CITY
DISTRICT SALES OFFICES: BOSTON, CHICAGO, PHILADELPHIA, PITTSBURGH, PORTLAND, ORE., SAN FRANCISCO

**Largest Manufacturers of Chains
in the World**

All Styles, Sizes and Finishes

Chains for heavy work of all kinds

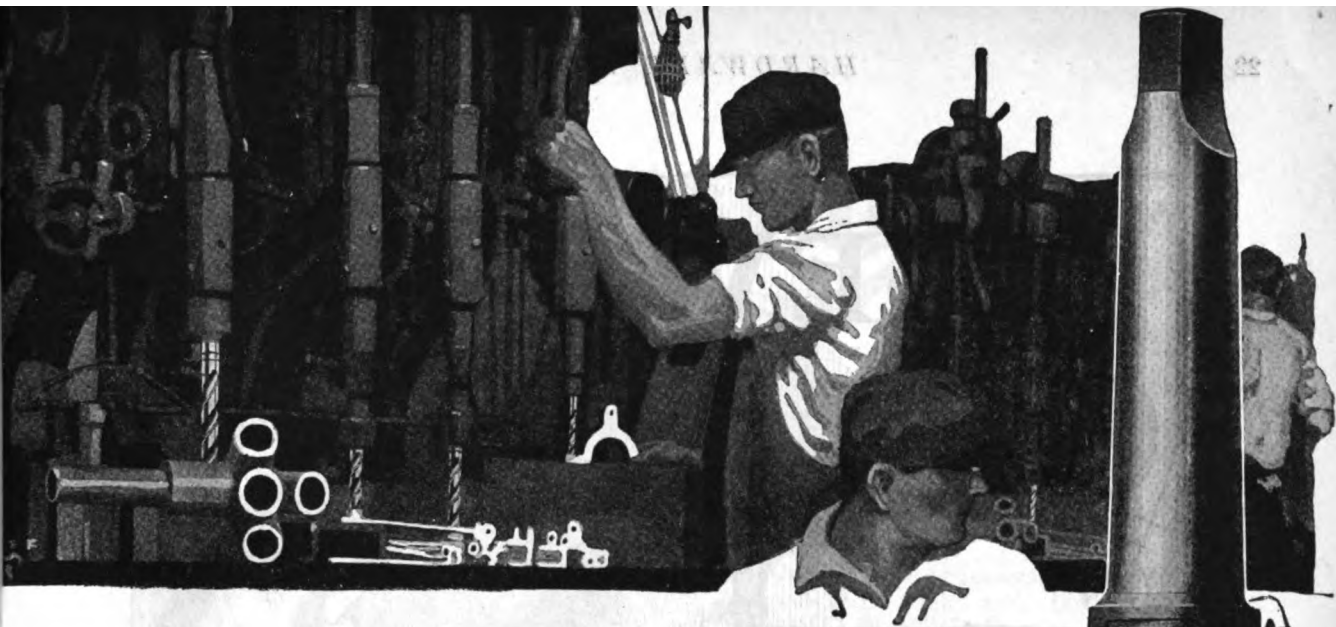
Sash Chain

Chandelier Chain

Chains for every Railway Purpose

Weed Chain-Jack

Ships' Anchor Chains



The Need for Accurate Holes is Universal

There would not even be as many playgrounds as there are, but for the present-day methods of drilling holes accurately and quickly.

Detroit Twist Drills help manufacture the strong, safe swings, slides and see-saws, which keep your children out in the sunshine, and defeat the lure of crowded streets and the danger of the filthy alleys.

Each manufacturer of metal parts is dependent upon holes. Sooner or later he comes to Detroit Twist Drills, because they produce truer, quicker holes, with less regrinding and less cost for power.

Order Detroit Twist Drills when you buy

DETROIT TWIST DRILL CO., DETROIT, U. S. A.



Office of Metallurgical Inspection and Heat Treating

DETROIT TWIST DRILLS



BEWARE OF COUNTERFEITS

DON'T BE FOOLED!

THERE are positively no Dietz Lanterns made under Jobbers, Department Store, or other Private Brands.

Each genuine Dietz Lantern bears our own oval trade mark.

Don't be fooled! Any salesman who attempts to sell you as a Dietz product Lanterns that do not bear our oval trade mark is trying to hand you counterfeits. Tell him so and you'll be right every time.

R. E. Dietz Company
NEW YORK
Largest Makers of Lanterns in the World
Founded 1840

*More Quality — More Demand —
More Sales — More Profit*
Your Jobber Stocks DIETZ Lanterns



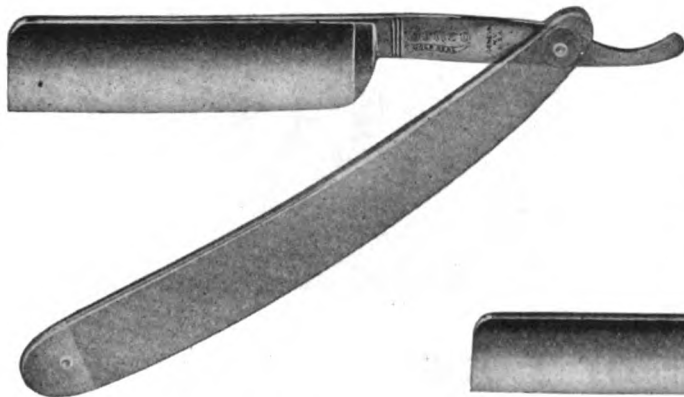
**DIETZ
LANTERNS**

Genco

RAZORS

Two Genco Favorites

GOLD SEAL



Ground full concave, blade finely polished, back and tang heavily GOLD PLATED. Transparent amber handle.

The beautiful combination of blade with gold plated back and tang and transparent amber handle, produces a handsome razor in the Gold Seal.

FLUID STEEL



Ground full concave, blade finely polished, back and tang finished dark GUN METAL by our anti-rust process. Handle imitation ivory. Contrast between an ivory white handle and dark gun metal back and tang, makes the Fluid Steel unusually attractive.

When your customer buys a razor that shaves him smoothly and comfortably again and again—one with an edge that can be tuned up for each shave by a few strokes on a good strop—he is thoroughly pleased with his purchase.

Genco Razors are guaranteed to please men in just that way. Your men customers are familiar with the guarantee:

“GENCO RAZORS MUST MAKE GOOD OR WE WILL”


They see it continually in Genco advertising appearing in the Saturday Evening Post and a list of other National Publications.

Add to this guarantee of quality the splendid appearance of the Genco Gold Seal and Genco Fluid Steel styles, and you will know just why so many of these two popular Genco Razors are being sold.

Most Jobbers Carry Genco Razors in stock. If yours do not, write us.

GENEVA CUTLERY CORPORATION

157 Gates Ave., Geneva, N. Y.



Lasts Three or Four Times as Long

"Customers of mine claim that Toncan Metal has proven to easily stand in use three or four times as long as the same gauge steel."

So writes a Tinner who has had wide experience with Toncan Metal.

So could thousands of other tinner and dealers write of Toncan Metal; for Toncan Metal sheets and products have proven their worth under every condition of service.

In Toncan Metal modern science has been combined with care and attention to detail, to produce even better sheet metal than the sheet iron of our grandfathers' day, that gave such splendid service.

It will pay you to investigate this better sheet metal—write nearest distributor at once for quotations and a copy of the book, "Corrosion—The Cause—The Effect—The Remedy."

THE STARK ROLLING MILL CO. - Canton, Ohio

Coast Distributors

THE BERGER MFG. CO., OF CAL. **HOLBROOK, MERRILL & STETSON**
San Francisco—Los Angeles San Francisco—Los Angeles

THE FAILING-McCALMAN CO.,
Portland, Ore.

TONCAN
METAL
Resists Corrosion



Do You Keep a Hook For "New Business?"

FAMILIAR to most merchants is the "hook."

On it you hang the orders as they are filled. At the day's end they are added up—along with the cash receipts and other items.

In some stores they call that a day's work.

Not so in others. There is a type of merchant growing up who has a hook for "new business."

They hire an "outside" salesman or two to go after this business.

They look out for folks who might be buying but for some reason or other don't. These men aren't order takers—

they're "demand creators." They get the new business—and every new order increases your number of customers—enlarges your chances of profit.

Give your outside salesman a new business hook. Start him out with the **GTD** line. Instead of his taking in orders, let him be primed with selling arguments of the good quality and workmanship of the **GTD** line of screw threading tools and screw plates.

Let him talk **GTD**, shout **GTD**, whistle **GTD**, and pretty soon your customers will think **GTD** and want **GTD** tools and naturally turn to you as the "**GTD** Store."

GREENFIELD

TAP & DIE CORPORATION

Greenfield, Massachusetts, U.S.A.

Canadian Plant; Wells Bros. Co. of Canada, Ltd., Galt, Ontario

GTD Screw Plates, Taps, Dies,
Reamers, Gages, Pipe Wrenches

P. S. If your experience shows any incompleteness of your **GTD** stock or information, our Pocket Size Catalog No. 40 will set you on the proper road. Use the coupon.



GTD
Corp.
Greenfield
Mass.

Send latest No. 40 catalog and put our firm on your mailing list to receive information about your threading tools whenever issued.

Name of person _____

Firm _____

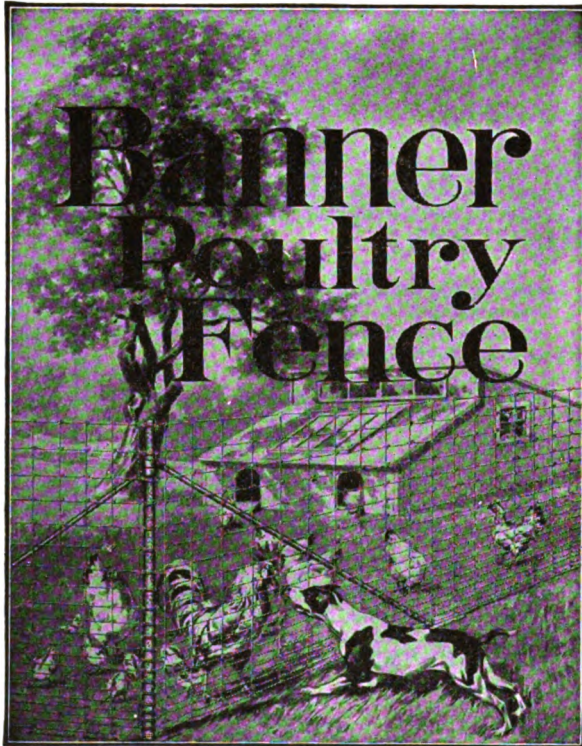
Address _____

208
HW

The Greatest Galvanizing Discovery of the Age

Exclusively Developed by the
American Steel & Wire Company

A new and decided advance in the art of galvanizing wire, resulting in a heavier coat of more lasting zinc that stays on. Either Bessemer or open Hearth Steel. Big wires—more steel per rod—mean longer life and greater strength. Elastic hinged joints—mechanically joined, the only true and enduring way to unite a fabric without injuring the metal. We also put this wire into



Banner Poultry Fence brings big and quick profits to dealers, and great satisfaction to customers.

Banner Poultry Fence is a true woven wire fence and not a netting. Larger wires without increased cost. It is made of 15 and 17 gage wires, instead of 19 or 20 gage wires, as used in old-style fabrics, and has 22 wires in 4-foot height, 16 wires in 2-foot height, making a poultry fence of minimum close space and immense strength.

Banner Poultry Fence Wire is hard, stiff and springy. It carries a coat of zinc put on by the latest method—a discovery, a real improvement in galvanizing—a zinc covering more lasting; it stays on.

Banner Poultry Fence costs about the same as poultry netting in the principal selling sizes, despite the use of heavier wires. The close spaced wires are at the bottom where needed, with gradually increased space at the top, where close spacing is not necessary. Graduated spacing means a

saving which is put into larger wires without increased cost to dealer or consumer.

Banner Poultry Fence saves in cost of erection, because it requires fewer posts, while top and bottom rails are not needed to keep the fence in shape.

Banner Fence makes a neat construction, and forever does away with the ragged, saggy appearance of old-style fabrics.

American Steel & Wire Company

United States Steel Products Company

SELLING AGENTS

SAN FRANCISCO

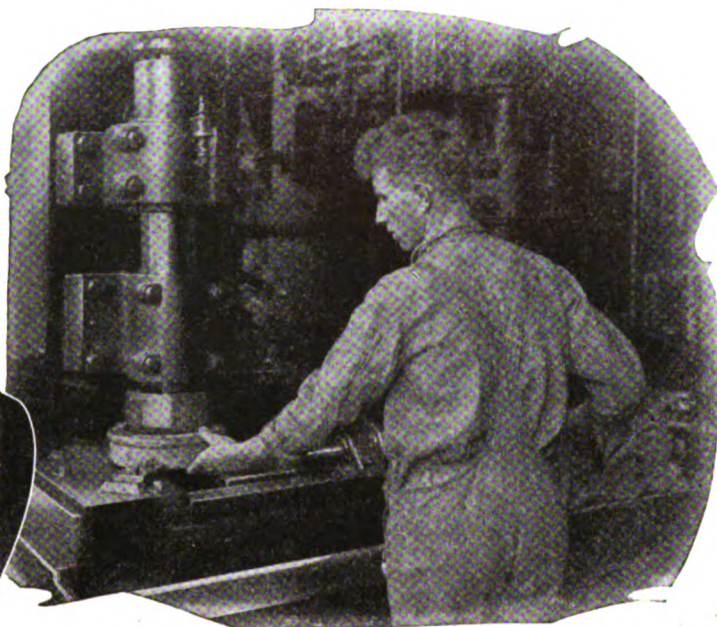
LOS ANGELES

PORTLAND

SEATTLE

Awarded the Grand Prize at the Panama-Pacific Exposition

Look for the
G
 on all
 cast iron
 fittings



Tapping Caps by machine at our foundry. The machine is of our design and is motor driven. Flange fittings are also Tapped on this machine.

The Same Fittings That We Use Ourselves

WE are one of the largest users of pipe fittings, and we offer you the identical fittings we use in all our work—steam and hot water installations, power piping and automatic sprinkler systems. Try them on one job and you will never go back to other makes.

Grinnell Quality Pipe Fittings give **permanent** satisfaction because every piece is a master piece.

First: The Choice of Material.—We use nothing but the finest selected materials and our mixtures are carefully analyzed by our own chemists.

Second: In Machining.—All Grinnell fittings are threaded on our own machines by our own men who know that no small part of the profits of our own contracting business depends on their being threaded right. Try them once and you'll use them always.

Third: In Inspection.—No fitting is allowed to leave our plant that does not reach our rigid standards, standards built up by the rigorous requirements of sprinkler installation work which is on a higher plane than any other contract work.

These are some of the reasons why the use of Grinnell fittings on a job means not only labor saved, but freedom from leaks and absence of future troubles.

The "best there is" is none too good for your work. "Good enough" won't do. Grinnell fittings are the "best there is."

GRINNELL  **COMPANY**
of the Pacific

453 MISSION STREET, SAN FRANCISCO
 439 EAST 3rd STREET, LOS ANGELES

Ask the owners of 25 million Grinnell sprinkler fittings

Help Your Customers Get a 100% Wool Crop

A Stewart Shearing Machine is a money maker for both you and the sheep owner. Machine shearing gets more wool, and the wool is longer and more marketable. Every machine sale nets YOU a nice profit.

There has been a great revival in sheep raising, and wool is worth real money these days. Machine sheared wool grades higher and brings top prices.

Hand blade shearing wastes money. A Stewart Shearing Machine gets 15 per cent more wool after the most expert hand shearer has done his best. This is real money, and the saving on even a small flock is considerable.

Stewart Shearing Machines not only get better and longer wool, but get it quicker and easier. The sheep are not scarred, and a smooth, even stubble is left for next year's growth.

The Stewart No. 9 Ball Bearing Shearing Machine is profitable for only a few head, and a big time saver and money maker for flocks up to 300.

Put Stewart Shearing Machines in Your Window

The Stewart Gets ALL the Wool, in Marketable Condition.



STEWART No. 9 BALL BEARING SHEARING MACHINE

Standard hand-operated machine—well built—runs easily.

For shearing sheep or goats.

Retail Price
\$22.00

East of Denver
\$19.25

Our "buy from your dealer" advertising in leading farm papers, with millions of readers, is talking machine shearing to your prospective customers.

Let them know you have Stewart Shearing Machines in stock and you'll get the business in your community.

A good stock of Stewart No. 9 Ball Bearing Shearing Machines is but a small investment, with quick turnover and big profits.

YOU can get the shearing machine business in your community. Ask us for hangers, folders and cuts to help sales. Write for Catalog No. 68 if you have inquiries for power machines.

*The business is all around you.
Every sheep owner a possible customer.
Don't delay, but order NOW from your jobber.*

CHICAGO FLEXIBLE SHAFT COMPANY

5604 Roosevelt Road, Chicago

GOODELL PRATT

1500 GOOD TOOLS

MITRE BOXES — All Steel

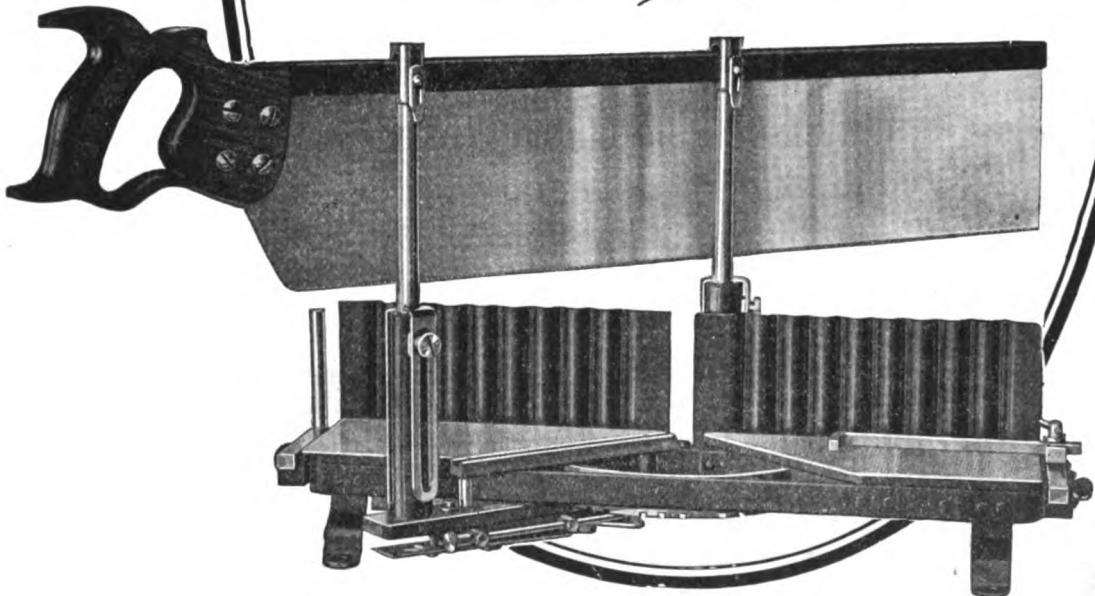
For fifteen years the GOODELL-PRATT All-Steel Mitre Boxes have been gaining favor with mechanics because they are **unbreakable**.

Durability is one of the principal features of these tools. Every GOODELL-PRATT All-Steel Mitre Box is also provided with an Automatic Lock to hold the saw elevated, a stop to regulate the depth of cut, Automatic Lock to make all regular angles, and Quick Lock for all other angles.

Boxes can be furnished with or without extra acute angle attachment.

Goodell-Pratt Company

Greenfield, Mass. *Toolsmiths* U. S. A.





Royal Cotton Waste

Making Royal Cleaner

AFTER each lot of Royal Cotton Waste has been mixed, pulled and remixed, it is again pulled over wire screens to remove any final traces of foreign matter that may have escaped previous operations. In this way non-absorbent materials and metal splinters are prevented from reaching the hands of the user.

Ask your jobber or us for the Royal Sampling Catalogue and the Booklet "Clean Clean Thru."

SMALL USERS SHOULD ASK TO BE SHOWN
THE HANDY NEW ROYAL AUTOPAK BALE

ROYAL MANUFACTURING CO

General Offices & Plant
Rahway, N. J.

New York Pittsburgh
Chicago Baltimore

6% TARE

THE GUARANTEE: Uniform Quality

6% Tare (Wrappings) Exact Weight



The toolmaker says:

"Yes, I've got quite a number. No more, probably, than most toolmakers, but quite a number just the same. But then, I ought to have a lot of 'em. I've been buying Starrett Tools ever since I was an apprentice.

"You know my work calls for pretty close limits, and some way or other I've got a feeling of confidence in Starrett Tools that makes it easier for me to do good work.

"When did I get my first Starrett Tool? Oh, somewhere back in the 80's. In fact, it must have been pretty soon after the Starrett factory started. There's one thing that always impressed me. Right from the start, Starrett Tools have been designed and made by men who knew machine shop practice. You know, practical men. And somehow it shows in the quality of the tools."

The L. S. STARRETT COMPANY

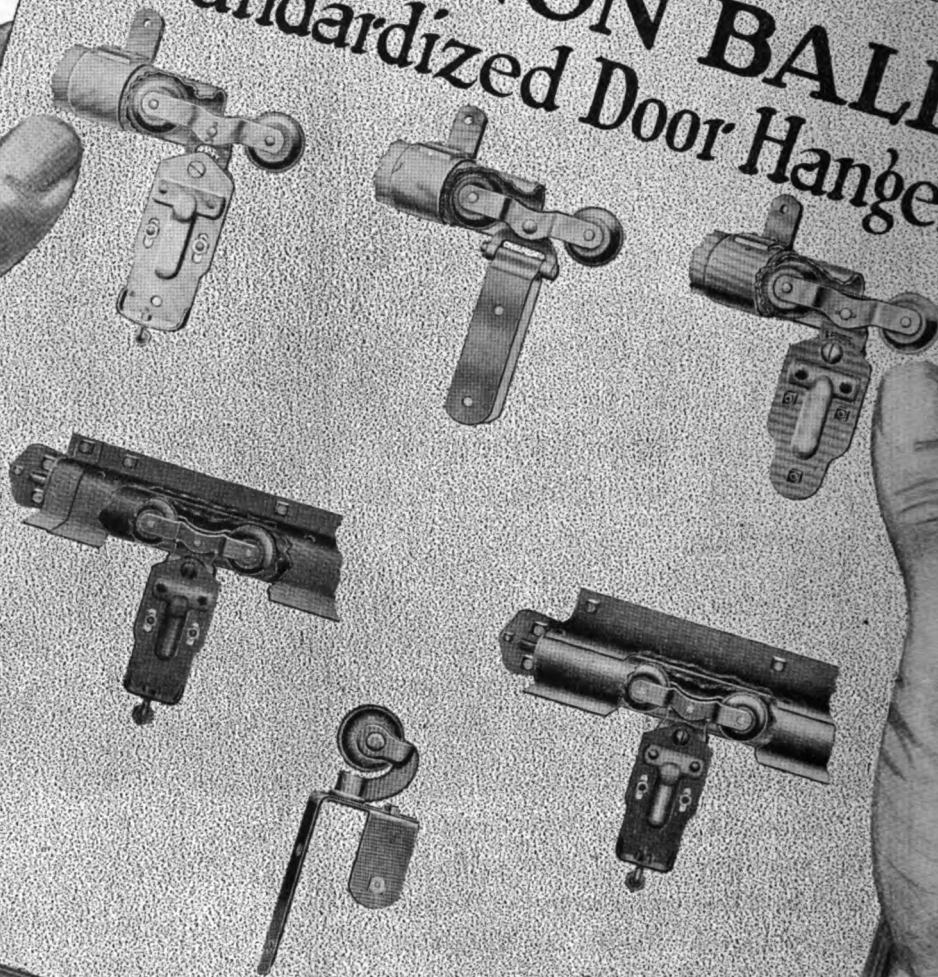
**THE WORLD'S GREATEST TOOLMAKERS
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.**

Accuracy, utility and quality are
built into every Starrett Tool.
Write for Catalog No. 21 "BF."

42-988



CANNON BALL Standardized Door Hangers



ANY of the different styles of "Cannon Ball" hangers can be used on any "Cannon Ball" track—and any combination of the different styles of "Cannon Ball" track may be used with any "Cannon Ball" hanger. This means that you can always answer a customer's needs as long as you have any "Cannon Ball" track and hangers in stock. In addition you have the advantages of being able to feature special combinations in the regular styles for barns and similar buildings, and a number of door sets for garages. Write and ask for the STAR barn book and catalog.

Hunt, Helm, Ferris & Co. Complete Barn Outfitters Harvard, Ill.; Albany, N. Y.
Designers and Manufacturers of

STAR Equipment



The STAR Line

"Something to Sell
the Year Round"

Barn Equipment
Litter Carriers
Water Bowls
Feed Trucks

"Harvester" Hay Tools
Door Hangers
Garage Equipment
Coaster Wagons
Tank Heaters
and Other Farm
Specialties



**“Be sure my shells are loaded
with Infallible or E. C.”**

When the shell salesman calls is the time to *talk powder*. Your customers want Infallible or E.C. and the only way to be sure that you can satisfy them is to *insist* that the salesman *specifies*

HERCULES
Smokeless Shotgun Powders
INFALLIBLE E.C.

If you do not *specify* the brands of powder it's not his fault if you get the wrong kind. Play safe. Have him put down in black and white on the order that your shells are to be loaded with Infallible or E.C.

HERCULES POWDER CO.

1043 Orange Street

Wilmington

Delaware

A Strong Wire Staple -- and a Felt Washer

**--Little Things, Yet As Here
Applied They Lengthen Life
And Increase Usefulness
Of Collar Pads**



Pat. in U.S. Dec. 1, 1914
Pat. in Canada Apr. 6, 1915

New Patented Hook Attachment

A strong wire staple reinforced by felt washer firmly grips hook to body of pad even though cover has been weakened by sweat and long usage. This lengthens life of pad. It is the greatest improvement since we invented the hook. *Used on all our Hook Pads and only on pads made by us.*

Stuffed Collar Pads

are the best safeguard against shoulders of horse being chafed, galled and bruised by collar. They excel the unstuffed kinds which lack the soft, pliable, cushion-like and absorbent features possessed by pads containing our specially prepared composite stuffing.

Low in Price---Long Lasting---Well Advertised

Our sixth campaign of advertising direct to users, through the medium of leading agricultural publications, is on a more extensive scale this year than any previous one. This serves to further the interest of dealers and jobbers.

Dealers are requested to write us for a supply of new books concerning care of horses and containing many valuable emergency horse remedies. Every horse owner will want a copy. Sent Free upon request.

For Sale By Jobbers

The American Pad & Textile Co.

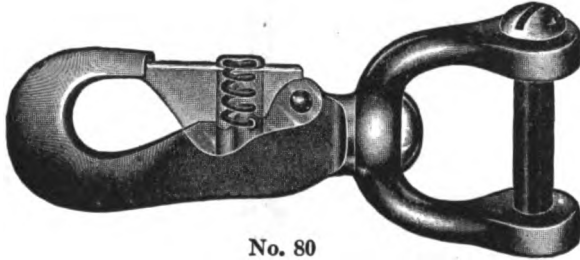
Greenfield, Ohio

Canadian Branch "Thirty-Eight Years Making Pads" Chatham, Ontario



ANCHOR BRAND

HARDWARE PRODUCTS



No. 80

Swivel Trace Snap with Screw and Roller
(Showing Spring Construction)

LOXPRING

[PATENTED]

SNAPS

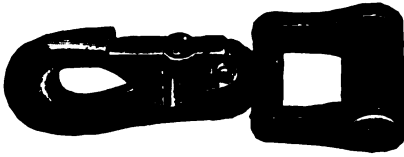
Embody
one of the most
striking advancements
in the manufacture of
Harness Hardware.



No. 187

Double Snap for Breast Chains

THE ONLY SNAPS
IN THE WORLD WITH THE
SPIRAL SPRING LOCKED IN



No. 85

Breast Strap Roller Snap

*They improve harness and thereby
multiply sales—that is the testimony
of the men best qualified to speak—
Harness Makers and Dealers.*



No. 183

Breast
Chain Snap

*Spiral Springs in
Loxpring Snaps
are like true friends—
you always know
where to find them
and they wear
well.*



CERTIFIED QUALITY

Send for free copy of "Harness Hardware
Supremacy," which explains in detail advan-
tages of **LOXPRING** Snaps and other improved
Harness Hardware.

WHOLESALE ONLY

Samples Free upon Addressing Dept. A

MADE ONLY BY

NORTH & JUDD

MANUFACTURING CO.

NEW BRITAIN

CONNECTICUT

The New Boston Rubber Chair Tip

SprinGriP

TRADE MARK



PATENTED

SEND FOR CATALOG

THE RUBBER TIP AND ITS PARTS

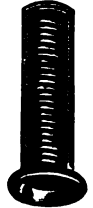
BRASS WASHER



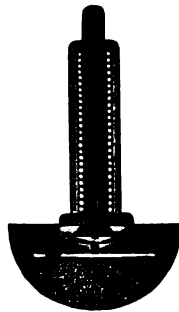
BRASS NAIL



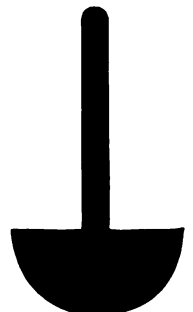
SPRING SOCKET



COMPLETE TIP
ASSEMBLED



RUBBER TIP
WITH THE BRASS
WASHER AND NAIL
MOULDED IN SAME



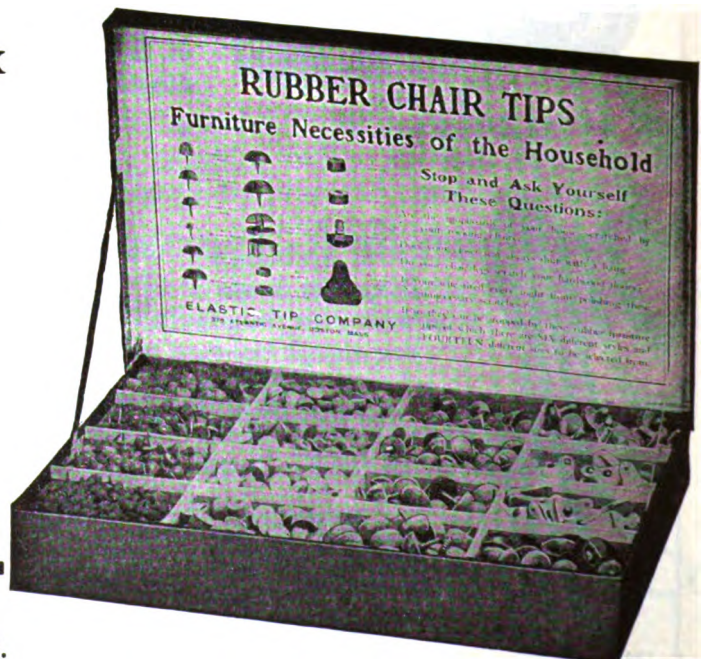
Assortment Box
of
Rubber Chair
Tips for
Furniture

THE ELASTIC TIP CO.

370 Atlantic Avenue

BOSTON

MASS.





GIANT

Our service men will co-operate

There is a Giant Service Man near you who will gladly help solve your customers' blasting problems.

If need be, he will, without charge or obligation, go right to the field of operation.

Backed by Giant Service facilities you will be in an excellent position to go after more business.

Let us help you build up a profitable business selling Giant Explosives. You need not carry them in stock—our nearest magazine will fill your orders promptly. All you do is to take the orders, send them to us, and bank your profits. Write us today and we will explain our special dealers' proposition.

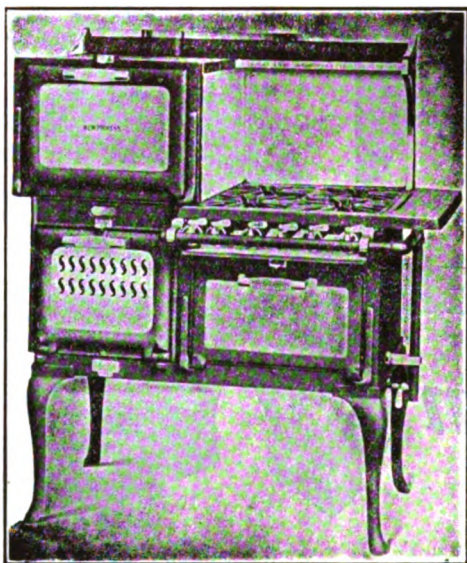
The Giant Powder Co., Con.
San Francisco

"Everything for Blasting"

Branch Offices: Butte, Denver, Los Angeles,
Portland, Salt Lake City, Seattle, Spokane

EXPLOSIVES

"NEW PROCESS"

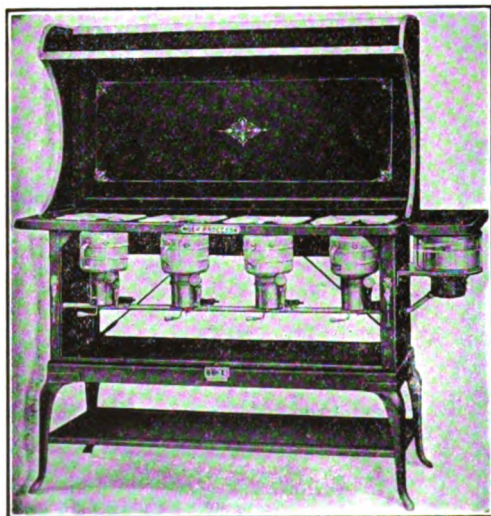


Brings Customers

Dealers who sell the **NEW PROCESS** lines make new and satisfied customers

The New Process Gas Ranges are absolutely **Sanitary** and **complete** in every detail.

Made in many styles and sizes for either family, apartment houses, hotels or restaurants.



The appearance and perfect working qualities of the **NEW PROCESS OIL STOVE** satisfies every user. They are made in various styles and sizes in **Satin finish**.

Furnished with Oil Saving Burners, High Speed, and Heavy Glass Tank. Has Large, Roomy Cooking Top. Legs are made of Strong Cast Iron. Furnished either with or without Back Shelf.

The **NEW PROCESS OIL STOVES** will bring you customers.

NEW PROCESS STOVE CO.

DIVISION AMERICAN STOVE COMPANY

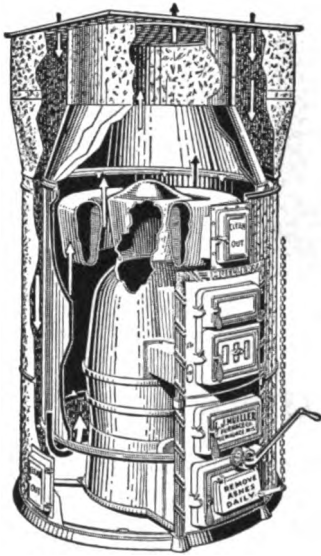
CHAS. H. SCHIECK, Sales Agent, 715 Indiana Street, Near 19th Street, SAN FRANCISCO

THE BIG SUCCESS

MUELLER

The "Big 3"

PIPELESS FURNACE



THE all round construction superiority of the Mueller, backed by trade-creating advertising and powerful selling co-operation, gives every Mueller merchant a tremendous advantage.

When you talk Mueller construction features—The "Big 3"—you have selling arguments which never fail to convince. You can safely recommend the Mueller—put your reputation behind it—because it will hold and build trade for you.

The "Big 3"

The exclusive construction features that have established Mueller superiority:

1. Large and Properly Proportioned Register Face.
2. Spacious, Unobstructed Air Passages.
3. Vast and Scientifically Designed Heating Surface.

Write for the Mueller Book and get full details of the "Big 3" features and other superior points of Mueller construction. Learn also about the Mueller sales plan that helps you get the cream of the business.

The Mueller has stood the test of real service and its record is overwhelming evidence of its heating efficiency and fuel economy. That is why every merchant who handles it is profiting by the big and constantly increasing demand for the right kind of a pipeless furnace. The Mueller squarely meets every requirement of pipeless heating.

Don't ignore the opportunity for Mueller sales in your community. Get in touch with us at once and learn full details of our liberal and attractive agency proposition.

MUELLER PIPELESS FURNACE

L. J. MUELLER FURNACE CO.

Makers of Heating Systems of All Types Since 1857

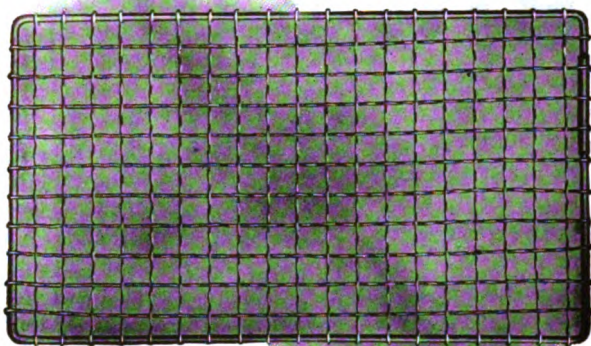
233 Reed Street, Milwaukee, Wis.

DISTRIBUTORS

The Salt Lake Hardware Company, Salt Lake City, Utah, and Pocatello, Idaho.
Holbrook, Merrill & Stetson, San Francisco and Los Angeles, California.

Richards & Conover Hardware Co., Kansas City, Missouri.
The Jackson Hardware Co., Aberdeen, So. Dakota.
Lee-Coit-Andresen Hdwe. Co., Omaha, Nebraska.

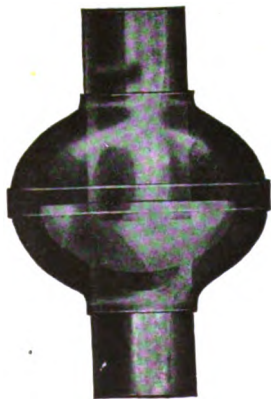
Stocks also carried at Brooklyn, Buffalo and Syracuse, N. Y.; Pittsburg, Scranton, Lancaster and Philadelphia, Pa.; Baltimore, Md.; Toledo and Cincinnati, Ohio; Nashville, Tenn.; Detroit and Grand Rapids, Mich.; Minneapolis and St. Paul, Minn.; Chicago, Ill.; Kansas City and St. Louis, Mo.; Omaha, Neb.; Aberdeen, S. D.; Wenatchee, Spokane, Seattle, Wash.



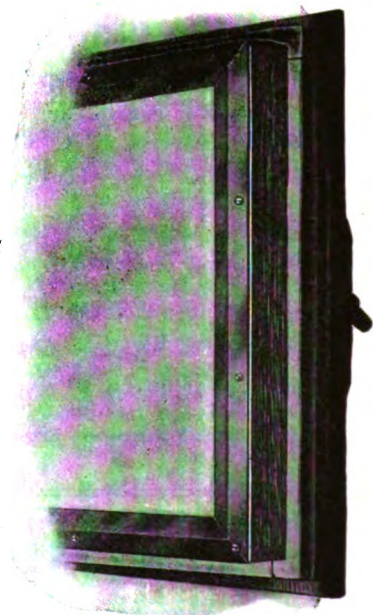
A Few Baldwin Features

Provision Shelves.—All Baldwin Refrigerators are fitted with heavy tinned woven wire shelves. These are the best shelves made, permitting of free circulation of air and being strong and easily cleaned. They are double or retinned after making and do not rust.

Elastic Packing Around Edges of Doors and Lids.—In addition to the usual laps on doors the latter are provided with elastic packing around the edges, this in combination with our lever lock making them doubly air tight. The lids of our upright styles are also fitted with this exclusive ice saving feature not found in other makes.



Casters. — We use a first-class caster, with maple or lignum vitae wheels, varying in size according to weight of refrigerator. Its chief merit lies in the fact that it can be inserted and withdrawn from the socket, but will not drop out, the shaft being gripped at top by the steel socket.



Air Tight Waste Trap.—Our new inside trap is of brass, nickel-plated, and comes apart for cleaning. Being in the bottom of storage compartment, it is more easily reached than when underneath the refrigerator. Waste pipes are also removable for cleaning.

The Baldwin Refrigerator Company, Burlington, Vt.

Stock Carried by HEYMAN-WEIL CO., San Francisco, California

New Style "ACME" Fry Pans

**ONE PIECE
COLD HANDLE**



**THEY BUILD
UP YOUR
TRADE AND
SATISFY YOUR
CUSTOMERS**



**INSIST ON THE
"GENUINE"
ACME**

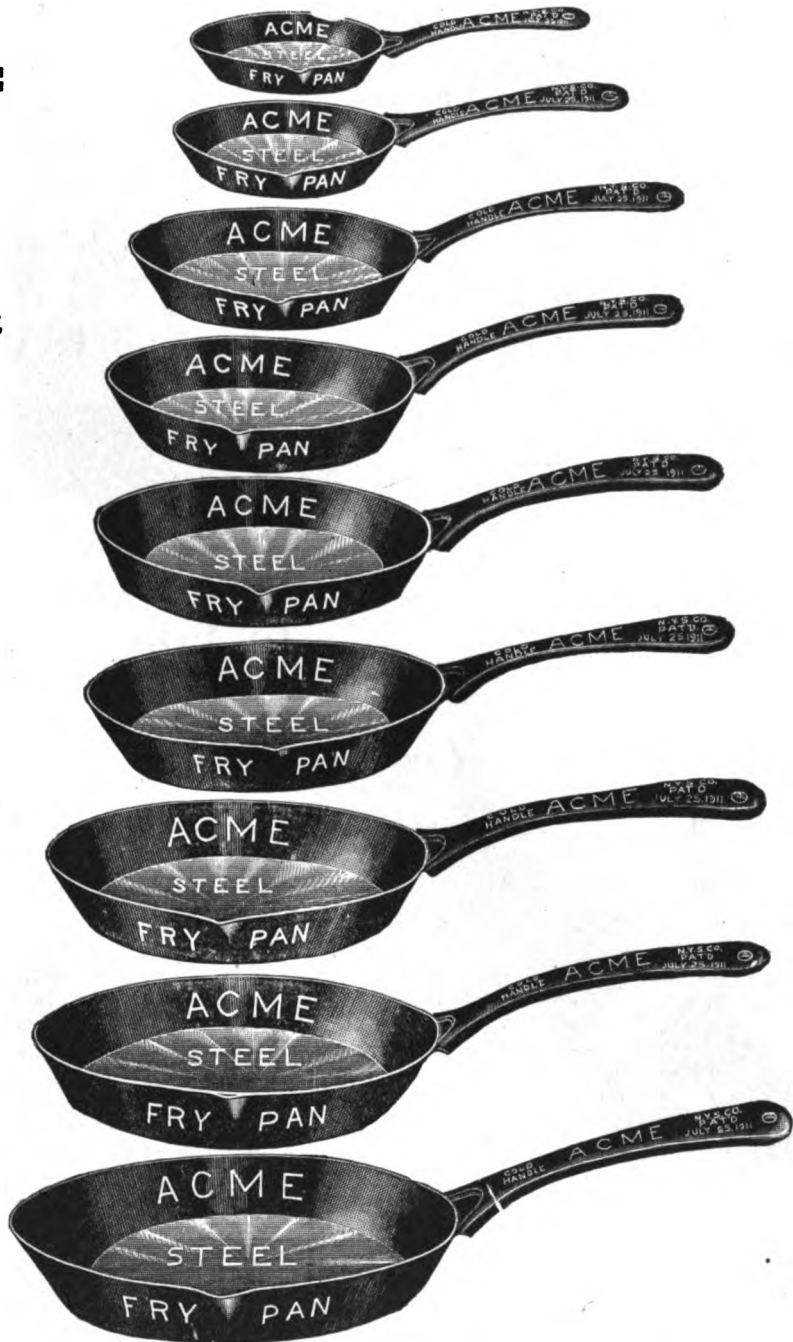


**SOLD BY ALL
FIRST - CLASS
JOBBER
THROUGHOUT
THE WEST**



**Pacific Coast
Representatives
Wm. P. Horn Co.
Rialto Bldg.
San Francisco**

**Portland
Los Angeles
Seattle**



NEW YORK STAMPING COMPANY
Brooklyn, New York



Silverware Draws Women to Your Store

High-grade Flatware, carefully kept and suitably and attractively displayed, will do more perhaps than any other agency to take your store out of the for-men-buyers-only class.

Do you realize just how desirable feminine patronage is? Have you done what you can to get it?

Don't tuck away a few sets of Knives and Forks in a dark corner and expect a searching party to dig them up. Give the ware a prominent place, keep it in condition, handle it as silverware, not as nails, make special displays of it. It will impress the woman shopper to know you handle the Flatware that matches the Hollowware she has seen illustrated in our advertising.

Write our Advertising Department for
advertising and display helps.

INTERNATIONAL SILVER CO.
Meriden, Conn.

Pacific Coast Warerooms, 150 Post St., San Francisco, Cal.




Queen Anne Pattern

1847 ROGERS BROS.
SILVERWARE

UNIVERSAL SILVER OVERLAID TABLE SERVICE



Not Solid Silver—but
the nearest thing to it

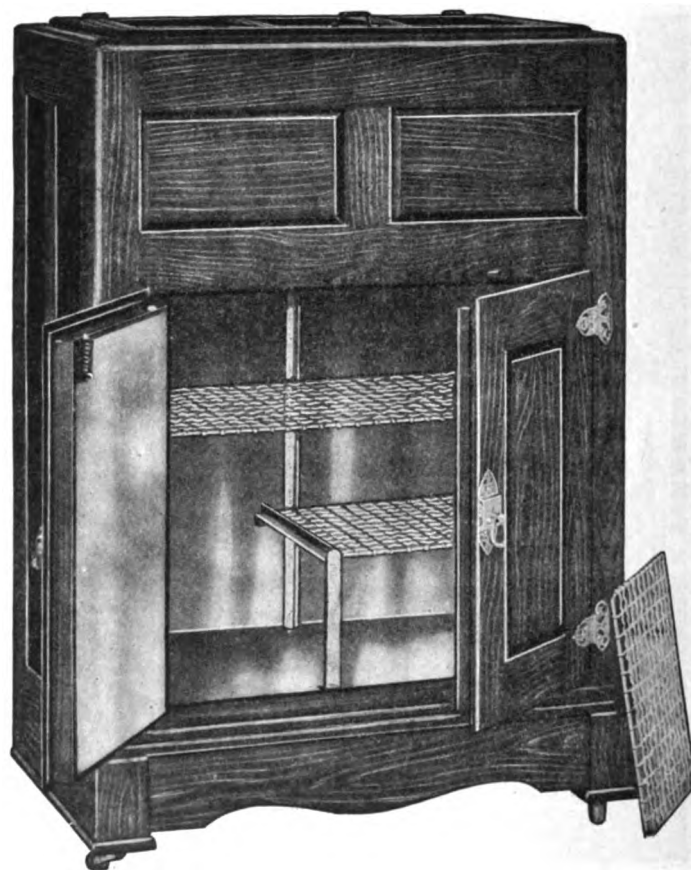
 Guaranteed for Fifty Years of Satisfactory Service

Only Resistain Steel or Solid Silvadium blades, which will not stain, rust or turn black on the edges, are used on all Hollow Handle Cutlery pieces.
An exclusive Universal product.

LANDERS, FRARY & CLARK Master Cutlers and Silversmiths for over half a century **NEW BRITAIN, CONN.**

It Is Going to Be Hard to Get Refrigerators Next Summer When You Want Them

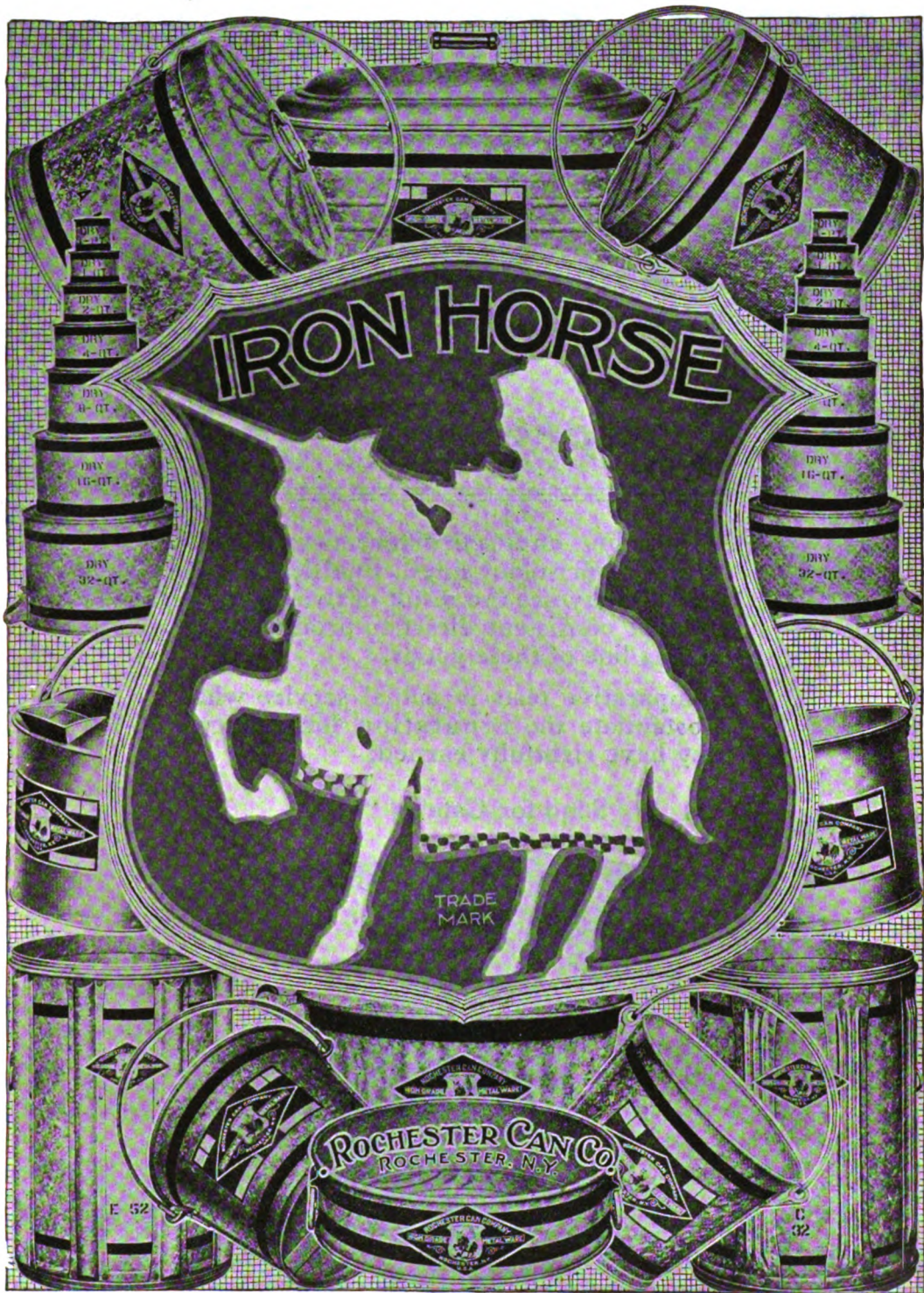
Your Jobber Has a Good Stock on Hand at Present



UNION HARDWARE & METAL CO.
Los Angeles

SLOSS & BRITTAIN
San Francisco

MONARCH REFRIGERATOR WORKS
BURLINGTON, VERMONT



Faultless Caster Company

PACIFIC COAST REPRESENTATIVES

CHAS. A. DOWD SALES COMPANY, 320 Market St., San Francisco, Calif.

Evansville

Indiana



Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

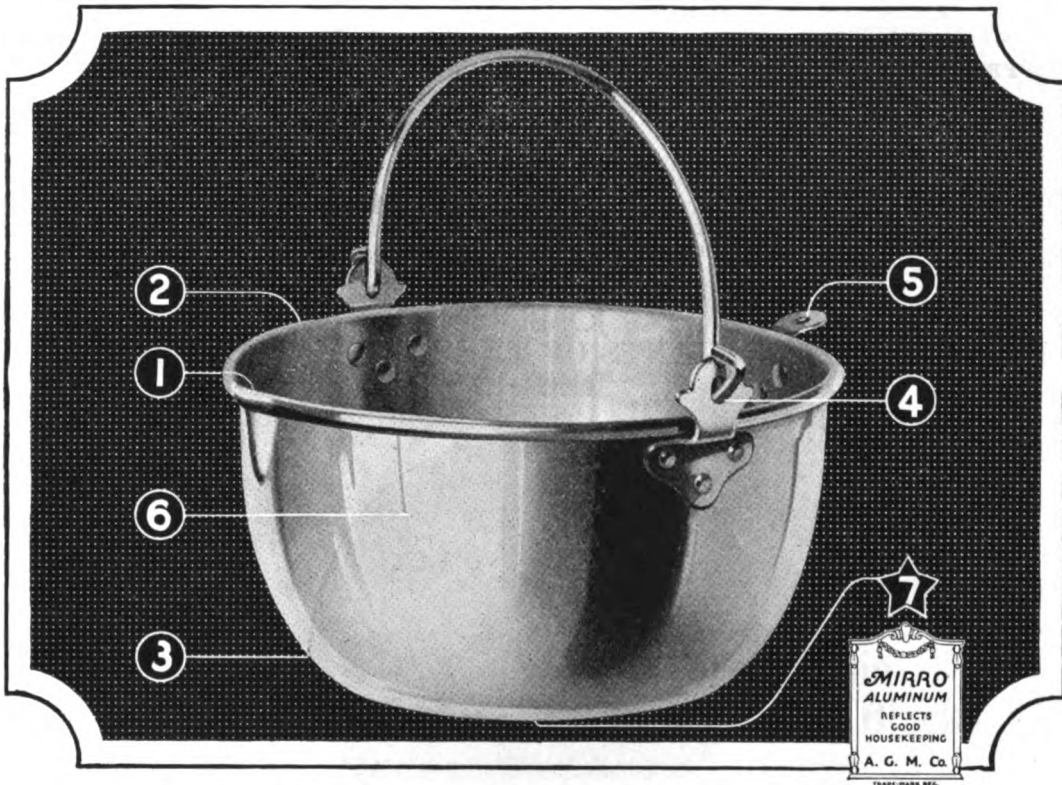
Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"



Mirro Reduces Kitchen Expense

IT is in the test of time that Mirro Aluminum most strongly proves its worth. Built for beauty, convenience and durability, it serves with unimpaired efficiency for many, many years.

This long service makes Mirro an unusually economical purchase. When you buy this Mirro Aluminum Preserving Kettle, for instance, you buy a kettle which lasts a lifetime. It will not need replacing.

And it makes for further saving by its thrifty use of fuel. "Diminish the gas by almost half" is the Mirro rule in these preserving days.

Like all Mirro utensils, it has conveniences which you do not find in ordinary aluminum ware.

(1) Well-formed, easy-pouring lip. (2)

Aluminum Goods Manufacturing Company, General Offices: Manitowoc, Wis., U.S.A.
Makers of Everything in Aluminum

Solid, tightly rolled, sanitary bead, free from dirt-catching crevice. (3) Smooth, rounded corners—easily cleaned.

(4) Handle ears permit handle to be moved to any one of three different positions without coming in contact with sides of the utensil. (5) Tilting handle with eye for hanging.

(6) Famous Mirro finish. ☆(7) Famous Mirro trade-mark which is stamped into the bottom of every piece, and your guarantee of excellence throughout.

It is the symbol also of more than a quarter of a century's experience in better aluminum making, and a sign of America's foremost manufacturer of aluminum ware.

Ask for Mirro Aluminum at the leading stores. That is where you will find it.

MIRRO ALUMINUM

Reflects
Good Housekeeping

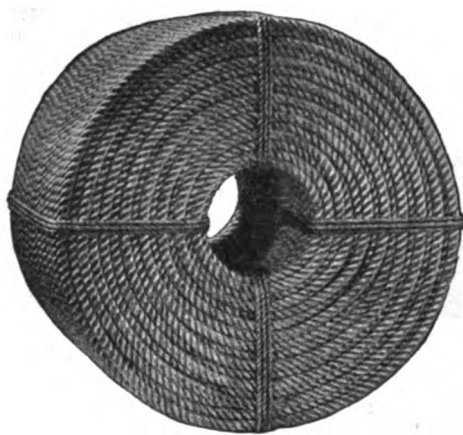
The Ladies' Home Journal, Good Housekeeping and McCall's Magazine (June issues) will carry the above advertisement full page size. Every month in the year Mirro Aluminum is advertised in this conspicuous fashion in the great magazines that are read by women. The purchases of millions of these women are influenced by Mirro advertising. The extent to which they are influenced is proved by the fact that Mirro is one of the fastest selling kitchen wares of today.

FRANK A. BARE
President

O. E. BARE
Vice President

The Tritch Hardware Company

JOBBER
TO THE MERCHANTS OF THE ROCKY MOUNTAIN
REGION



WE ARE AUTHORIZED

Plymouth Rope Distributors

FOR THE ROCKY MOUNTAIN REGION
AND CARRY A COMPLETE STOCK,
INCLUDING THE

Celebrated Plymouth Manila Yacht Lariat Rope



THE TRITCH HARDWARE COMPANY
DENVER

Marshall-Newell Supply Co.

SAN FRANCISCO



**Builders'
Hardware**

**Cabinet
Locks**

**Door
Closers**

Padlocks

**Chain-
Blocks**

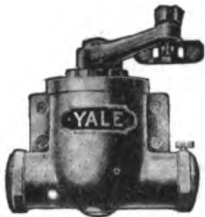
Pacific Coast Jobbers of

YALE PRODUCTS

We Carry a Complete Stock

Is your stock of Yale Padlocks complete?

Look it up now



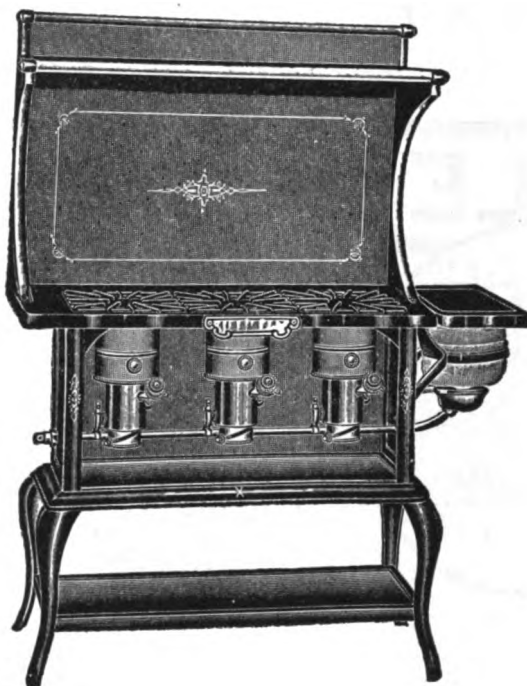
Main Salesroom, Spear and Mission Sts.

Builders' Hardware Sample Room
201 Hobart Building
San Francisco, California



Crown Oil Cooking Stoves

With Patented Kerogas Burners



No. 38G, with High Shelf

No. 17



Highest advanced oil cooking stove. Gives more real service and does better and quicker cooking at a smaller expense than any other stove.

Easy of operation, quick and easy to control the flame and heat, free from smoke and odor when used as directed; is practical, serviceable and economical. Frame cabinet style with low shelf to accommodate pots and pans; also acts as a brace, making the stove rigid. Each burner has a cooking surface of 100 square inches; has a dial and indicator on the wick raiser; a raising device lifts the drum up free of the burners, which facilitates easy lighting and allows an immediate extinguishing of the flame after the wick has been turned down. A large, one-gallon oil tank with an always visible oil supply, making refilling the tank easy without spilling the oil. A lift off shelf protects the glass oil tank from splatterings of hot grease and forms a convenient extension to cooking top. Gray enamel finish. Seamless brass burners.

For full line of these stoves with prices, please refer to page 646 of our General Catalog No. 66.

Send for large illustrated folders.

Lantern Slides

For use in Motion Picture Theatres, we are prepared to furnish free of charge, Lantern Slides in colors, showing the dealer's name, to those who carry the goods in stock.

With orders for these Slides, please send a letter or billhead, or have it printed or typewritten, so there will be no possibility of an error in the name.

WHOLESALE DISTRIBUTORS

DUNHAM, CARRIGAN & HAYDEN CO.

SAN FRANCISCO, CALIFORNIA, U. S. A.

ANOTHER WINNER!

WATER PRESSURE SYSTEMS

For Town or Country Homes

You have water under pressure

When and **Where** you want it by

simply turning a faucet. Having a supply of running water at instant command means more than the comfort it brings and the time and money it saves.

It spells protection against fire and an added value to your property.

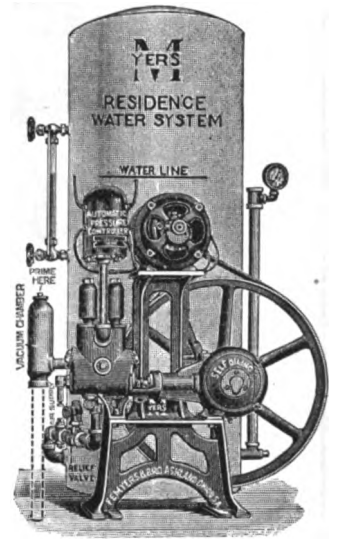
Illustration shows our Perfection Hydro-Pneumatic Water Supply System No. 600, electric motor driven; starting and stopping automatically controlled. Designed for operation on any electric current. Double Acting Pump for shallow wells, cisterns, springs or lakes. Pump gears run in an enclosed bath of oil—this same principle is used on our large heavy duty pumps. Brass lined cylinder; Valves readily accessible. Furnished with automatic tank pressure controller and relief valve; galvanized water tank; pressure gauge and necessary fittings.

Capacity of Pump 180 gallons per hour.

We furnish **Pressure Systems** of larger capacity, driven by electric motors or gasoline and kerosene engines.

We have **EVERYTHING** in the pump line—from small spray and hand pitcher pumps to deep well and power pumps.

Send for special pump catalogs. Advice cheerfully given on your pumping problems.



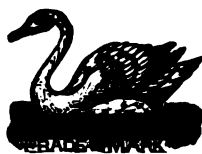
Baker, Hamilton & Pacific Company

Seventh, Townsend and King Streets, San Francisco

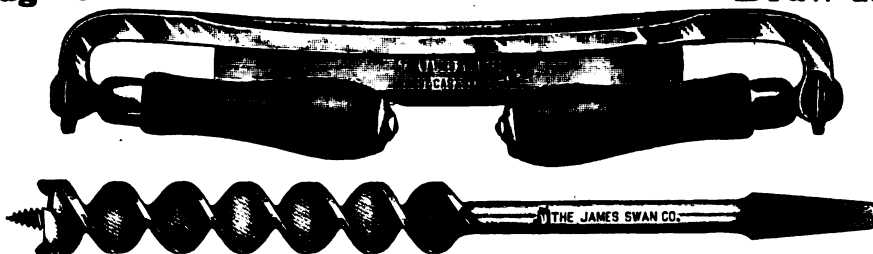
THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

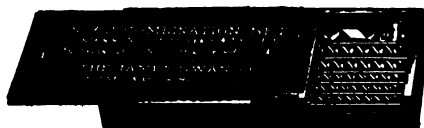
Bits
Augers



Chisels
Draw Knives



Nail Sets
Gimlets



Gouges
Screw Drivers

New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California

PHOENIX HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

Phoenix Shoes are Kept in Stock by the Following Houses

Boise, Idaho.....Northrop Hardware Co.
Butte, Montana.....Montana Hardware Co.
Fresno, California.....Inland Iron Co.
Hamilton, Montana....The Valley Mercantile Co.
Los Angeles, Calif.—
 W. T. McFie Supply Company
 Percival Iron Company
 Waterhouse & Lester Company
Ogden, Utah.....Geo. A. Lowe Company
Portland, Oregon—
 Northwestern Hardware & Steel Co.
 J. E. Haseltine Company

Pocatello, Idaho..Salt Lake Hardware Company
Sacramento, Calif.....Schaw-Batcher Company
San Francisco, Calif.—
 Baker, Hamilton & Pacific Company
 Scovel Iron Store Company
 Spotswood-Helfer Company
 Taylor-Spotswood Hardware Company
 Waterhouse & Lester Company
Salt Lake City, Utah....Salt Lake Hardware Co.
Seattle, Washington.....Gray Brothers
Spokane, Washington..Holley-Mason Hdw. Co.
Tacoma, Washington.....West Coast Wagon Co.

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES

JOLIET, ILL., POUGHKEEPSIE, NEW YORK



SIMONDS

HAND SAWS

Backed by the fullest guarantee as to material and workmanship, and 88 years saw making experience, Simonds Saws are demanded by carpenters and other mechanics all over the world.

The Simonds Hand Saw

is widely known and used on all kinds of building jobs. It is a nationally advertised product that sells fast

and is therefore profitable to the dealer. If you are not carrying Simonds Saws write us for catalog and terms.

SIMONDS MANUFACTURING CO.

"The Saw Makers"

SAN FRANCISCO, CALIFORNIA

Portland, Oregon

Seattle, Wash.

Vancouver, B. C.

"YANKEE"

QUICK RETURN

In 3 Sizes

With spring in the handle to drive bit back quickly. Holds it extended for overhead work.



No. 130—For all general work. Very popular.

No. 131—Heavy pattern, for general house carpentry and heavy screw driving. Becoming very popular.

No. 135—Small size, for smaller screws, electrical work, and wherever a large number of small screws are frequently driven.

Your Jobber will supply you.

NORTH BROS. MFG. CO.

Philadelphia, Pa.

CHAMPION

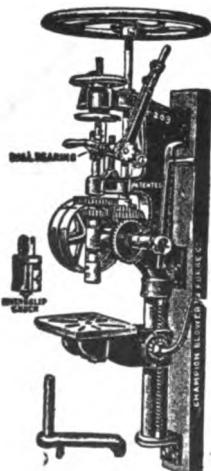
BLOWERS FORGES DRILLS



No. 400 Blower



No. 408 Forge



No. 203 Drill

CHAMPION TOOLS

Built for Service

Carried in Stock by all
Leading Jobbers

Write for 365-Page Cata-
logue



THE CHAMPION BLOWER AND FORGE CO.

Lancaster, Pennsylvania,
U. S. A.

YOUR TRADE WANTS



The Highest Grade Coil
File Made



IT'S A TOOL

Will Please Your Customers

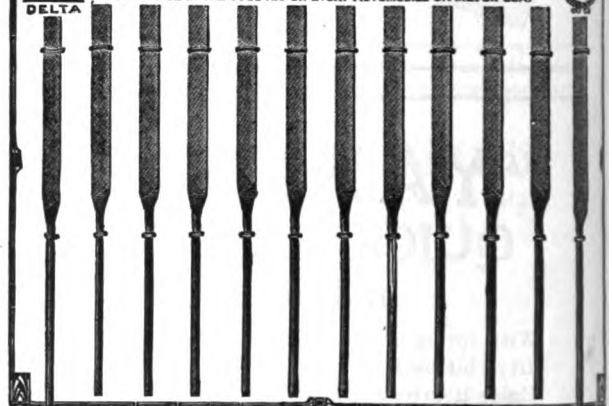
Needs Only to be
Displayed to Make
Sale

REMEDY Your IGNITION TROUBLES with

DELTA COIL FILE

Remedy your Ignition Troubles with a "Delta" Coil File

CLEANS ALL CONTACT POINTS — SPARK PLUGS — COILS — MAGNETOS
SHOULD BE IN THE TOOL KIT ON EVERY AUTOMOBILE OR MOTOR BOAT



Cleans All Contact Points, Spark
Plugs, Coils, Magnetos

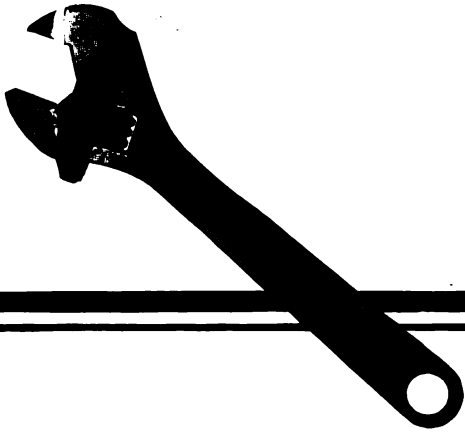
Should be in the Tool
Kit on Every Auto-
mobile or Motor Boat

High Grade Files for Every Purpose



DELTA FILE WORKS
PHILADELPHIA, PA., U. S. A.





"The best wrench— I know of"

A dozen hardware dealers
in one city were recently
asked by a total stranger:

"What is the best ad-
justable open-end wrench
on the market?"

Quick as a flash came
the answer from each one:

"The Crescent Wrench
—of course!"

The Crescent Wrench is
characteristic of the whole
"family" of Crescent tools

Send for catalog

CRESCENT TOOL CO.
Jamestown, N. Y.

Crescent
TOOLS



Nos. 50, 55 and 56 Machinist's Case

PILLIOD Tool Cases

THE
BUILT FOR SERVICE
LINE

Tool Cases for every pur-
pose, sturdy, light weight,
beautifully finished quality
cases for Machinists, Car-
penters, Auto Owners, Au-
to - Repairmen, Plumbers,
Household Tools and Fish-
ing Tackle. "The line that
sells and satisfies."

The Pilliod Lumber Co.

SWANTON, OHIO

Western Representative
SPRAKE SALES CO.

822 Higgins Bldg., Los Angeles, California
525 Market Street, San Francisco, California
633 Railway Exchange, Portland, Oregon
223 Kerns Bldg., Salt Lake City



No. 7 Carpenter Case

THE BRIER HILL STEEL COMPANY

YOUNGSTOWN, OHIO
PITTSBURGH, PA.



MANUFACTURERS OF HIGH GRADE

OPEN HEARTH STEEL SHEETS and PLATES

BLUE ANNEALED SHEETS

$\frac{1}{4}$ " to 16 Gauge

BLACK AND GALVANIZED SHEETS

10 to 30 Gauge

CORRUGATED, V-CRIMP

And all kinds of Formed Roofings

SHEARED PLATES

For All Purposes

TANK—MARINE—BOILER

Still Bottom, Fire Box, etc.

7-64" to 2" in thickness

Widths ranging up to 120 inches

DISTRICT OFFICES:

359 Monadnock Bldg., San Francisco.
503 Dooly Bldg., Salt Lake City, Utah.

412 Ry Exch. Bldg., Kansas City, Mo.
204 Gibbs Bldg., San Antonio, Texas.

NEW YORK

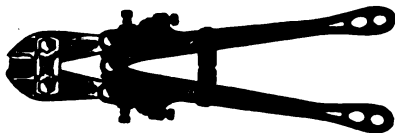
CHICAGO

PHILADELPHIA

CLEVELAND

NEW ORLEANS

PORTER'S New Easy Bolt Clippers



Are you handling the

10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives
will tell you why you should.

Address

Omer Cox Jones & Cox,
Postal Telegraph Bldg., Newhouse Bldg.,
San Francisco, Cal. Salt Lake City, Utah

Sands & Cox, Turnbull & Cox
San Fernando Bldg., Inter State Trust Bldg.,
Los Angeles, Cal. Denver, Colorado

Strimple & Cox, Strimple & Cox
L. O. Smith Bldg., Corbett Bldg.,
Seattle, Wash. Portland, Ore.

H. K. PORTER

Bolt Clipper Specialist

6 ASHLAND STREET, EVERETT, MASS.

The "PONY"

Is the very best Hand Machine that
money can buy, for setting Tubular
or Bifurcated Rivets



IT'S GUARANTEED

SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.

"THE RECOGNIZED LEADER"



ELECTRO-ZINCKED AFTER WEAVING

Order Thru Your Jobber

GALVANOID has won the pre-eminent favor of the trade because it is the most dependable zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

KEEP YOUR STOCK FILLED IN

WE ALSO MANUFACTURE
BRONZE, COPPER, PAINTED AND GALVANIZED

AMERICAN WIRE FABRICS CO.

208 So. La Salle Street, Chicago, Illinois.

FACTORIES:

Mt. Wolf, Pa. Clinton, Iowa

REPRESENTATIVES:

LEVING-LEWIS CO., San Francisco and Los Angeles, Cal.

D. L. HERMAN, Seattle, Wash.

There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

**Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers**

of all descriptions. Round and Square, Plain or Galvanized.

**Annealed Rivet Burrs Fellow Plates
Sheared and Punched Plates**

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.

Milwaukee, Wis.

Coast Representatives,

HUGHSON & MERTON, Inc.

San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.;
Seattle, Wash.; Denver, Colo.

The Bridgeport Hdw. Mfg. Corp.

BRIDGEPORT, CONN.

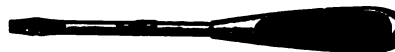
Matchless Screw Drivers

Tempered Blade Runs Clear Through the Handle.
Red Varnished Handle



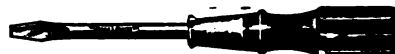
No. 93 Mechanics' Square	2 to 12 inches
No. 94 Mechanics' Round	2 to 12 inches
No. 95 Electricians' Round, Insulated	12 inches
No. 96 Cabinet Round	3-16x2 1/2 to 12 1/2 inches
No. 97 Machinists' Square	3/4x2 1/2, 3 1/2, 4 1/2, 5 1/2 in.
No. 970 Machinists' Round	3/4x1 1/2 inches
No. 99 Baby Round	8-16x1 1/2 inches

Hercules Knife Handle Screw Driver
Forged Steel Handle Plate, High Carbon Steel Tempered
Blade, Hardwood Handle



No. 102 Round	2 to 12 inches
No. 12 Square	7-16x4 1/2 inches

Challenge Plain Handle Screw Driver
Red Varnished Handle



Full Tempered Blade

No. 82 Mechanics'	2 to 12 inches
No. 84 Cabinet	1-4 x 8 1/2 to 12 1/2 inches
No. 86 Electricians'	8-16 x 2 1/2 to 12 1/2 inches
No. 87	8-16x1 1/2 inches

Write your Jobber for prices.

C. W. GAUSE CO.
Western Sales Agents
693 Mission St.,
San Francisco, Cal.

J. C. McCARTY
Eastern Sales Agents
New York City, N. Y.



"PITTSBURGH PERFECT" WIRE NAILS

ALL
KINDS

BARBED WIRE

BALING WIRE

BALE TIES

"Pittsburgh Perfect" Electrically Welded
and

"Columbia" Hinge Joint

WIRE FENCING

AT RIGHT PRICES TO YOU

Carload shipments from Pittsburgh mills to all points on the Pacific Coast

MANUFACTURED BY

PITTSBURGH STEEL CO., SAN FRANCISCO, CAL.

A. C. RULOFSON CO., Sales Managers, 359-363 Monadnock Building

BRANCH OFFICES: 2113 L. C. Smith Bldg., Seattle, Wash.
1446 Malvern Ave., Los Angeles, Cal.

Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing:

Dunham, Carrigan & Hayden Co.,
San Francisco, Cal.
Northern California and Nevada.Whiton Hardware Company,
Seattle, Wash.
Washington and Eastern Oregon.

COBBLER SETS



LEADER

The Right Kind for You to
Handle

STAR HEEL PLATES



No. 4

FAST SELLERS
MADE IN 7 SIZES

SHOE STANDS & LASTS

THE
BEST
MADEOUR
PRICES
ARE
RIGHT,
TOOEmpire
Guaranteed

WRITE FOR CATALOG NO. 15

STAR HEEL PLATE CO. (Louis Sacks, Inc.), 357 Wilson Ave., Newark, N. J.

Pacific Coast Representatives—J. J. Wirtner, W. F. Building, Room 605, 2d and Mission Streets, San
Francisco, Cal. Utah and Idaho—E. C. Coffin & Co., 503 Dooly Building, Salt Lake City, Utah.

WAGNER Door Hangers and Tracks

Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade.

Write for catalog showing entire line.

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa.



Roller Bearings

Trade Mark



B-N

JOBBER'S

There is no substitute for "B-N Long Life" Bearings

"A HARDWARE STORE SPECIALTY"

Demand the "B-N LONG LIFE" BALL BEARING for Ford and Chevrolet Cars. It is a front wheel bearing which will wear indefinitely—a bearing which is so constructed that the parts cannot separate, allowing the balls to fall out and jam, which is so frequently the case with ordinary bearings. Every "B-N" bears our trade-mark—a positive guarantee. Write for sample and discount today.


BURGESS-NORTON MFG. CO., GENEVA, ILL.


1430 Van Ness Avenue, San Francisco
1603 L. C. Smith Bldg., Seattle

\$4⁰⁰ per Set

"LENOX"

HACK SAWS





BAND SAWS



AMERICAN SAW & MANUFACTURING CO.
SPRINGFIELD, MASSACHUSETTS U.S.A.

Sold by All

Leading Jobbing and Supply Houses

Buy a

SAMSON or ROWELL

Railway Car Mover

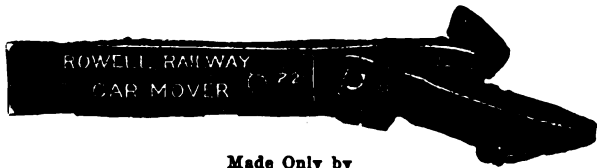
And Have a

LITTLE SWITCH ENGINE

OF

YOUR OWN

PRICE EACH, \$5.00



ROWELL RAILWAY
CAR MOVER

Made Only by

G. D. ROWELL & SON, Appleton, Wisconsin

Mayrant Conner, 693 Mission St., San Francisco, Pacific Coast Representative

Built for Service

Blacksmiths and garagemen are determined to have the best that may be had in tools—their work today demands it.

Buffalo Forges, Drills, Blowers, Punches and Shears are backed by the critical test of over forty years. Each machine is designed to meet specific requirements. Dealers find the Buffalo line profitable sellers.

Write Dept. 37 for Complete Catalog

BUFFALO FORGE COMPANY
BUFFALO, NEW YORK

“Buffalo”



“STAR” Expansion Bolts

ALL THE NAME IMPLIES

Also: Sebco Screw Anchors
Sebco Toggle Bolts
Sebco Concrete Inserts
Sebco Star Drills
Sebco Cold Chisels
Sebco Cable Clamps

STAR EXPANSION BOLT CO.

Trade “SEBCO” Mark

STOCKS AT

147 Cedar Street
New York

120 West Lake Street
Chicago

Cleveland Grindstones

IN GRITS FOR
EVERY GRIND



STERLING



The Cleveland Stone Co.

Union Building, Cleveland, Ohio

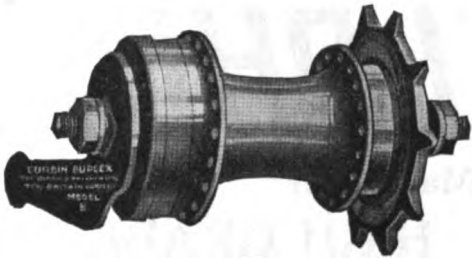
BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For **QUALITY MOP WRINGERS**, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS,
122-124 N. Curtis St., Chicago, Illinois





Healthy, Steady Coaster Brake Sales

and added consumer *good-will* result when
you take on the

CORBIN DUPLEX COASTER BRAKE

For nineteen years the Corbin has been standard in construction and advancements and user's preference. It is of *stand-up* and not *fall-down* build. No *skimping* to cut down the cost of manufacture at the expense of *service*. It is backed at all times by a ten million dollar corporation.

Corbin-Brown Speedometers for Motorcycles, Automobiles and Motor Trucks also promote generous sales, quick turnovers and desirable profits. All equipped with those two big selling features—*Maximum Speed Hand* and *Luminous Dial and Hands*. Send for Catalogs and selling particulars.

CORBIN SCREW CORPORATION

American Hardware Corporation, Successor
NEW BRITAIN, CONN.

Branches: New York Chicago Philadelphia

Makers also of Corbin Automatic Screw Machine Products

Ride a Bicycle



Contributor to
National Publicity
Campaign

FACTS Worth Remembering



In ordering Window or Fly Screen Cloth from your Jobber don't forget these vital facts:

The amount of **service** and **satisfaction** your customers get out of Screen Cloth depends almost entirely upon the materials used and the methods employed in the making. The label which identifies every roll of the "Perfect" Screen Cloth is your guarantee of the best materials, accurate mesh, the proper width and a full 100 lineal feet to every roll.

That's why dealers buy all of our wire products, Screen Cloth, Hardware Cloth, Poultry Netting, Fly Traps, etc.

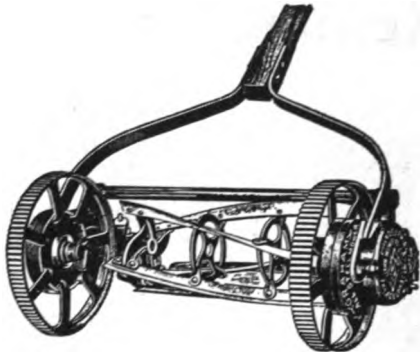
*Please Order Through Your
Regular Jobber*

Manufactured by

**The LUDLOW SAYLOR
WIRE CO.**

ST. LOUIS, MO.

GENUINE "PHILADELPHIA"



Styles "Graham" and "A"—All Steel Vanadium Crucible Steel Blades. Practically Indestructible

Largest Makers of HIGH GRADE Lawn Mowers in the World

and more people have bought and are buying, using and recommending the Genuine "PHILADELPHIA" Lawn Mower than any other make.

The famous Vanadium Crucible Steel Blades, and the Bearings bored to rifle barrel accuracy, are features that have made the name "PHILADELPHIA" worth remembering when buying Lawn Mowers.

So great is the demand we are compelled to make "PHILADELPHIA" in 22 styles of HAND—5 styles of HORSE—3 styles of MOTOR POWER—all HIGHEST GRADE. A Mower for every purpose. *Send for Catalog and Prices*

THE PHILADELPHIA LAWN MOWER COMPANY, 31st and Chestnut Streets, Philadelphia, Pa.
HAVEN & HAVEN, 508 Mission Street, San Francisco, California, Selling Agents

Gray Iron Castings



Capacity production enables us to supply the Hardware Trade with a full and complete line of Farm Wagon and D V Skeins, in all sizes.

Can also furnish reach plates, rub irons, brake shoes and other gray cast iron parts.

All orders cared for promptly.

Specifications and quotations on request.

Kentucky Wagon Mfg. Co.

Incorporated

Louisville, Kentucky

"EASY EMPTYING" Grass Catchers

"Favorably known the world over" now made with

**Re-inforced
Non-Slipping
Bottom**

**Rigid Light
Durable**

Many exclusive patented features and strong selling points explained in Catalog No. 20.

Write for it



SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.

Union Hardware & Metal

Co.

Hoffman Hdwe. Co.

Harper & Reynolds Co.

Falling-McCalman Co.

Marshall-Wells Hdwe. Co.

Holley-Mason Hdwe. Co.

Dunham, Carrigan & Hayden Co.

Baker, Hamilton & Pacific

Co.

Honeyman Hdwe. Co.

Jensen, King, Bird & Co.

The Schaw-Batcher Co.

Schwabacher Hdwe. Co.

Seattle Hardware Co.

The Thomson-Diggs Co.

Dunham, Carrigan & Hayden Co.

THE SPECIALTY MFG. CO., St. Paul, Minn., U.S.A.

SAGER CHEMICAL PROCESS AXES

AND

BULL DOG LOGGING TOOLS

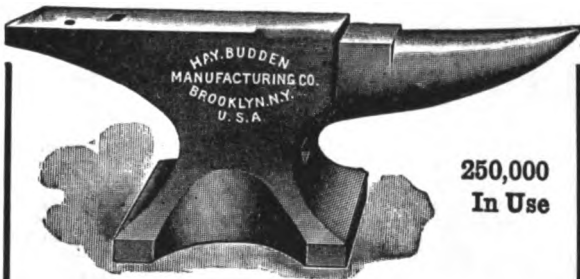
Recognized all over the
United States as the
BEST money and skill
can produce

WRITE FOR CATALOGUE



WARREN AXE & TOOL CO. WARREN, PA. U.S.A.
DAILY CAPACITY 3500 AXES AND LOGGING TOOLS

HAY-BUDDEN Solid Forged ANVILS



250,000
In Use

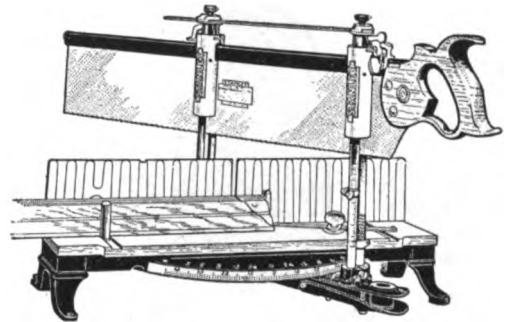
Entire top being in one piece of high-grade forged steel, makes a loose face impossible.

For over a quarter of a century, the name of "Hay-Budden" in connection with anvils has stood for perfection. The first Wrought Anvil Makers in America. Anvils made from the best American wrought iron and steel and sold by all the leading hardware jobbers.

WESTERN SALES REPRESENTATIVES

Omer Cox, Postal Telegraph Bldg., San Francisco, Cal.
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Jones & Cox, Newhouse Building, Salt Lake City, Utah
Turnbull & Cox, Inter State Trust Building, Denver, Col.

Stanley Tools



STANLEY MITRE BOXES

**STRONG
DURABLE
ACCURATE**

**A Specially Made Back
Saw with Each Box**

Every mechanic that
visits your store will
be interested in this
up-to-date mitre box.

May we send you
some special circu-
lars containing com-
plete description?

**STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.**

9902 N. C. SLAYMAKER R.F.D. PADLOCK



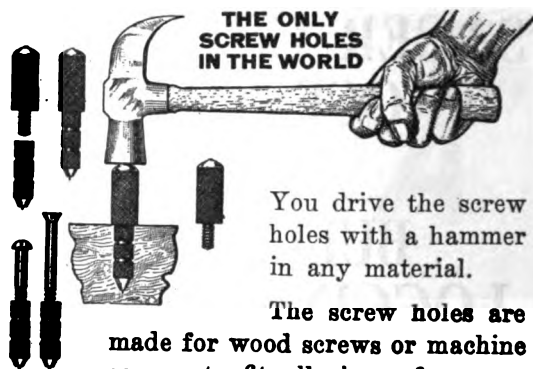
(With chain—No. 9902)

THE ORIGINAL R. F. D. PADLOCK
FIRST MADE BY SLAYMAKER—CARRIED
BY MOST JOBBERS

When you order Mail Box Locks, insist on the
genuine 9902 or 9902 N. C.

SLAYMAKER LOCK CO.
Lancaster, Pa.

A. C. RIDDELL, Western Sales Manager,
818 Higgins Building, Los Angeles, Calif.



You drive the screw
holes with a hammer
in any material.

The screw holes are
made for wood screws or machine
screws to fit all sizes of screws.
The head is removed and you leave a
permanent screw hole.

The Stine Screw Holes Co.

Manufacturers

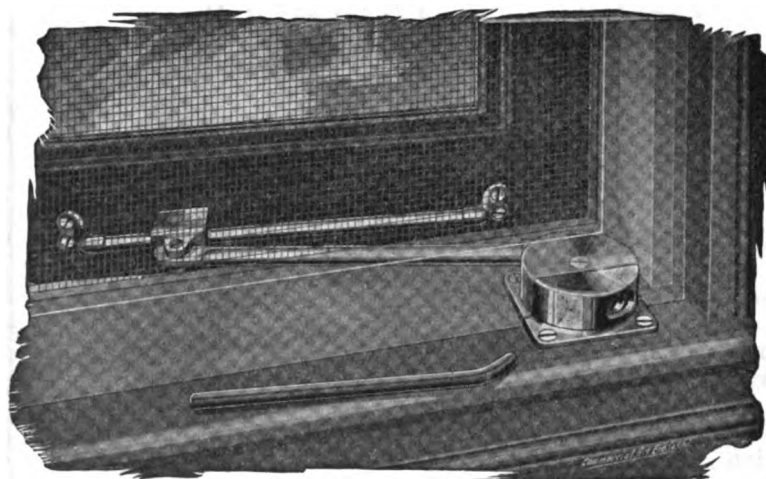
WATERBURY, CONN., U. S. A.

ONCE A SCREW
HOLE, ALWAYS
A SCREW HOLE

Department 46

THE BIGGEST
LITTLE THING
IN THE WORLD

Write at once for our handsome Color
Card showing screw holes in various ma-
terials, which will be sent on request,
together with samples and price list.



Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most
convenient to operate because all that is re-
quired to unlock and move the window is to
simply move the handle; when you let go the
handle the window is locked automatically.

Superior Casement Adjuster is the strong-
est because it locks on the rod fastened to
the window and thus combines the strength
of the two rods.

Superior Casement Adjuster holds the win-
dow firmly at any angle and does not allow
the window to rattle.

SUPERIOR SPRING HINGE CO.

136 W. Lake Street, Chicago



Jimmy Weeders

Root out Dandelions, Plantains, Russian Thistle, Sour Grass,
etc. Pulls top, root and all, without disturbing sod. Pat-
ented Spring Fulcrum makes weeds jump. Retail at 85c
each. Write for sample and wholesale prices.

TAYLOR MFG. CO., Cooke Ave., Canton, Ohio

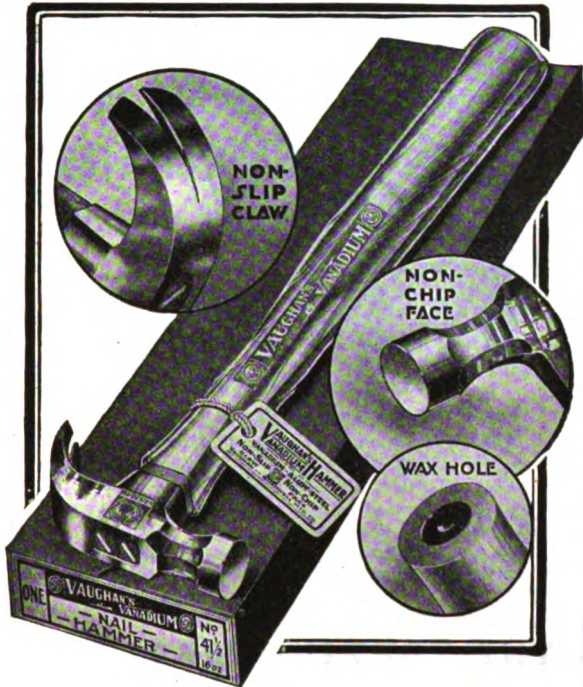


With the— Precision Key Machine

Anyone can cut a perfect
duplicate of any Yale
type key in less than
one minute. Machine is
automatic. No experi-
ence or skill necessary.
Write for descriptive
booklet today.

PRECISION MACHINE & TOOL CO., Sales Office 836 Hamilton Avenue, Allentown, Pa.

Vaughan's Vanadium Nail Hammers



No. 41, 20 oz.; 41½, 16 oz.; 42, 13 oz.; 42½, 10 oz.

VAUGHAN & BUSHNELL MFG. CO., CHICAGO

ONLY BOMMER

DOUBLE ACTING SPRING BUTT HINGES



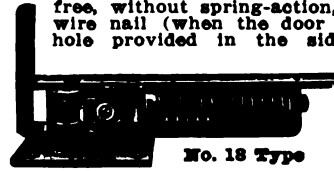
have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.



Bommer Floor Surface Spring Hinge

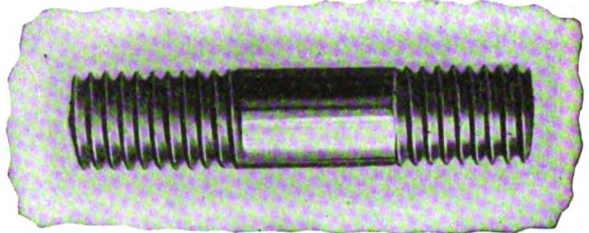
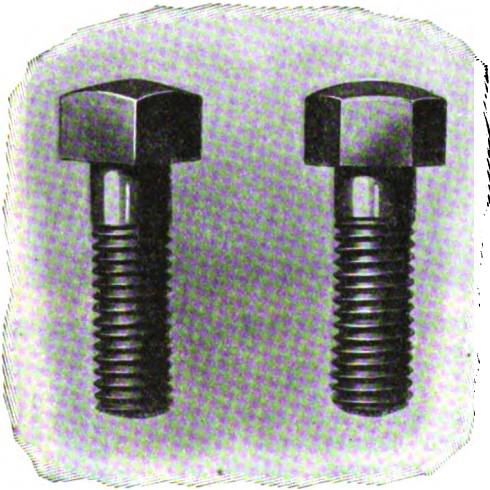
Has Release and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



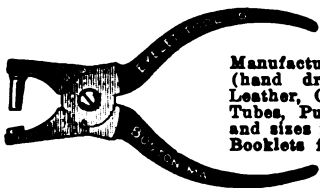
No. 18 Type

BOMMER SPRING HINGE COMPANY, Mfrs. - Brooklyn, N. Y.



WM. H. OTTEMILLER CO.
YORK, PA.

Manufacturers of Cap and Set Screws
Screw Machine Work



EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

40 Lincoln Street
BOSTON-MASS

SAND'S PLUMBS AND LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

YOUR JOBBER CARRIES THEM

J. SAND & SONS - Detroit, Michigan



Sell the Car Mover That Moves

- that Moves the Cars Easily.
- that Moves off Your Hands Quickly.

NEW BADGER
SLIP-PROOF
SAFETY SPURS

CAR MOVER

sells on sight—we allow you to sell it on a no-money-in-advance, try-out basis that breeds confidence, gets the order and rarely comes back.

ASK ABOUT OUR SELLING PLAN
—It's framed to sell the Goods for you—to keep you selling more.

Something you want Write Today

ADVANCE CAR MOVER CO.
Appleton, Wis.
Pacific Coast Representative
M. G. HAINES
950 Mission St
San Francisco



YOU ARE RIGHT IN RECOMMENDING "WORLD'S BEST" IN NAME AND FACT


World's Best Tubular Track
Barn, Factory and Warehouse Door Hanger

EXCLUSIVE FEATURES

- Frame is best grade malleable iron.
- Wheel underneath track prevents derailment.
- Wide bearing of the wheel distributes weight and makes it the Easiest Running Hanger on the market.
- Packed one pair in box complete with belts; one-half dozen pairs in a case.
- Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.
- If your jobber can't supply you we will.

THE TOPPING MFG. CO.
For 18 Years Safety Door Hanger Co.
ASHLAND, OHIO, U. S. A.

POP UP L A W N S P R I N K L E R



Pop Up—Automatic Lawn Sprinkler In Operation On the Grounds of the UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Made for half-inch connections. Has 25'-0" distribution with 75 pounds pressure. Made of non-corrosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by


W. D. ALLEN MFG. CO., Chicago, Ill.
PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

or

AUTOMATIC LAWN SPRINKLER CO.
209 Scott Bldg., Salt Lake City, Utah



Closed



Open

POP UP L A W N S P R I N K L E R



MANUFACTURERS

WOOD SCREWS

MACHINE SCREWS

CAP SCREWS

SET SCREWS

STOVE BOLTS

RIVETS

BURRS

NUTS

REED & PRINCE MFG. CO.

WORCESTER, MASS., U. S. A.

*Parker
Sash Chain*

**Price
Finish
and Delivery**

**WE CAN SUPPLY ALL THREE
IN VARIOUS SIZES AND
STYLES**

*Send for Samples and Allow
Us to Quote You*

PARKER SUPPLY CO. Inc.
Manufacturers
NEW YORK

**ATTRACTIVE WINDOW OR STORE TRIM**

22 PIECE SET IN 7 COLORS, CARDS AND OUT-OUTS
SENT, NO CHARGE, POSTPAID, ON REQUEST TO ANY DEALER
IT HELPS SELL THE GOODS—ASK US FOR IT

LUFKIN

**MEASURING TAPES
WOOD RULES
STEEL RULES**

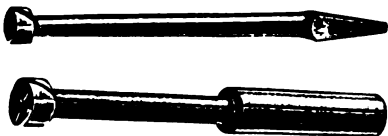
THE LUFKIN RULE CO.

SAGINAW, MICHIGAN
106 Lafayette St., N. Y.
Send for Catalogue

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work

SPECIALLY ADAPTED FOR HARDWOOD WORKING



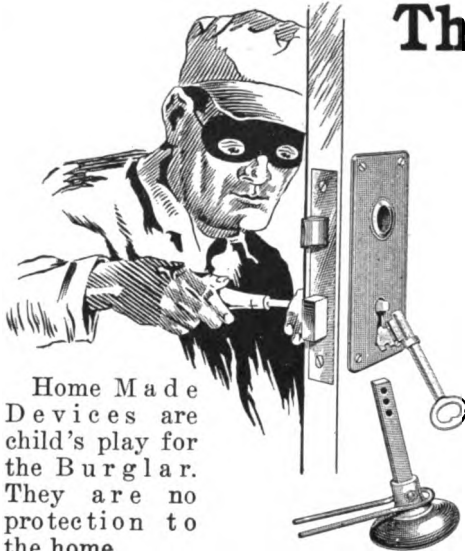
The Foster Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.

Enquire of Your Hardware Jobbers, or Write Us Direct.

Supplied in Sets

Write for Catalogue



Home Made
Devices are
child's play for
the Burglar.
They are no
protection to
the home.

The Hatcher Safety Lock

Baffles the Burglar

A necessity in every Home. Sells on sight.
Meets a want that has existed for years.

RETAILS
FOR
50 Cents
COMPLETE

MANUFACTURED BY

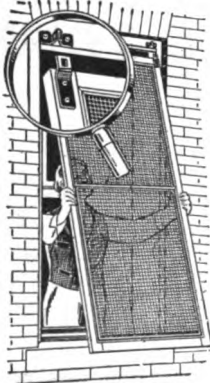
R. H. MARCHANT CO.
OAKLAND, CALIFORNIA

DISTRIBUTORS:

GRAF SALES CO., Manufacturers' Agent
Hearst Building, San Francisco



The Burglar
cannot open the
door that is
fitted with a
Hatcher Safety
Lock.



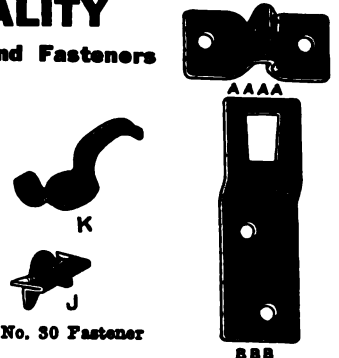
Give Them PHENIX QUALITY

In Screen and Storm Sash Hangers and Fasteners



Phenix Storm Sash
Hangers and Fasten-
ers are simplest, han-
diest, easiest applied,
most efficient—that's
why they sell best.
New improvements
put them in a class
of their own. Write
today for Catalog
showing full Phenix
line. Samples free.

Sold by all leading
jobbers of the North-
west



No. 30 Fastener

No. 114 Hanger

PHENIX MFG. CO., 038 Center St., Milwaukee, Wis.

THE BRAINERD LINE

MOST COMPLETE LINE OF CABINET
HARDWARE ON THE MARKET



No. 699

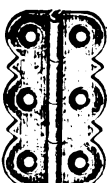


No. 698



No. 1170

LET US
HAVE
YOUR
ORDERS



THE BRAINERD MFG. CO., East Rochester, N. Y., U.S.A.

HARDWARE AGENTS WANTED



We manufacture everything from dependable hand fire
extinguishers to large chemical engines and chemical
tanks for fire department service. There's good profit
in being our agent. Write us for catalog and special
hardware discounts. Manufacturers of Fire Apparatus.
O. J. CHILDS CO., Utica, N. Y.

Made for Men Who Know Tools

They stand up under critical examination. The set of four pin punches, made of Mayhew-quality steel, shown below, have the patented knurled, non-slipping handle. The points are four inches long and are 3-16, ¼, 5-16 and ¾ in diameter.

The Bushing punch has a patented point that *grips*—it won't slip off the bushing. It is made of the same hand-forged, electrically-tempered steel and is fully warranted.

Mayhew Steel Products, Inc.
291 Broadway, New York City
508 Mission St., San Francisco, Cal.

MAYHEW made
TOOLS
ARE
RIGHT



No. 600 Bushing Punch

No. 596 Pin Punch Set



PYRAMID SOLVENT

PYRAMID YOUR PROFITS

Practical gunners worked out the formula for Pyramid Solvent. Then for over a year it was tested by military and civilian experts. And Pyramid measured up to every single requirement.

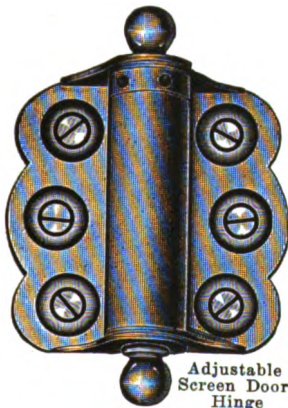
Removes all residue of high-power smokeless and black powders perfectly, easily. Loosens metal fouling. Reduces use of brass brush. Contains no moisture. Therefore can be left in firearms without danger of damage.

Pyramid ads in all leading Sportsmen's papers are building up Pyramid Sales fast. Get your share and the good profits that go with it. Order from your jobber. 3-oz. flat cans retail for 30c. If your jobber can't supply you, we will.

Three-in-One Oil Co.
165 KZR, Broadway, New York
C212A

SHELBY SCREEN DOOR HARDWARE

WE ALSO MAKE



Adjustable
Screen Door
Hinge

Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. Ask for catalog today.

The SHELBY SPRING HINGE CO.
SHELBY, OHIO, U. S. A.

COAST REPRESENTATIVES

POND HARDWARE CO.,
Los Angeles, Cal.

D. L. HERMAN,
Seattle, Wash.

McCAFFREY
FILE CO.
Philadelphia



"Highest Award (Medal of Honor) for FILES and R A S P S, Panama-Pacific International Exposition, San Francisco."

Established 1863

**More Than a Million in Use
The Demand Still Growing**



NORCROSS Hand Cultivators

are favorite tools.

In the three sizes—they fill practically every need in cultivating and weeding.

There is a Distinctiveness of Quality—Class—and Finish in a Norcross Tool, that stands out boldly and pulls easy sales. Well made—Durable—Handsome in appearance—they sell readily—at a good profit—and you can confidently recommend them.

ASK YOUR JOBBER ABOUT THIS PROFITABLE LINE

C. S. NORCROSS & SONS, Mfr's.
BUSHNELL, ILL., U. S. A.

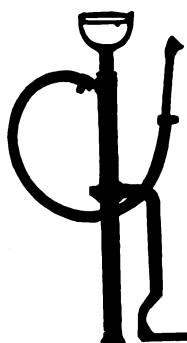
Sell Utility Sprayers

There is a satisfaction in selling a "No Trouble" Line. It is reflected in the profits that eventually follow.

The Utility Line

is that kind of a line and comprises

"A Sprayer for Every Purpose"



No. 95 BUCKET PUMP

Double acting. All working parts are brass. Brass Ball Valves.

Adapted for spraying of all kinds, for white washing and the application of cold water paint, etc.

May be used for fire protection, for washing autos and other vehicles and for many other uses.

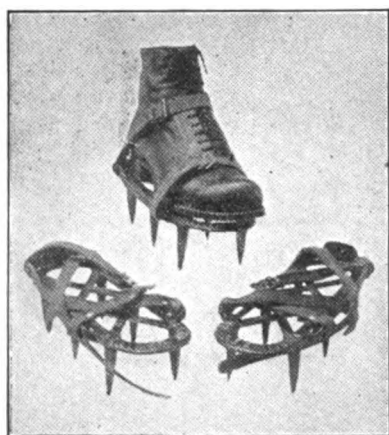
Nicely finished—the Brass Barrel highly polished and lacquered, the Handle and Foot-rest a brilliant red.

Packed one in a fibre carton. Weight 8 pounds.

MANUFACTURED BY

ALBERT LEA SPRAYER CO.,
Albert Lea, Minn., U. S. A.

Every Lawn Owner a Prospect



**RECOMMENDED BY LANDSCAPE GARDENERS
AND PARK SUPERINTENDENTS**

Straps on one's shoes when working or walking on the lawn. Opens up the sod for air and moisture

**ESPECIALLY VALUABLE ON SLOPING
GROUND TO RETAIN MOISTURE**

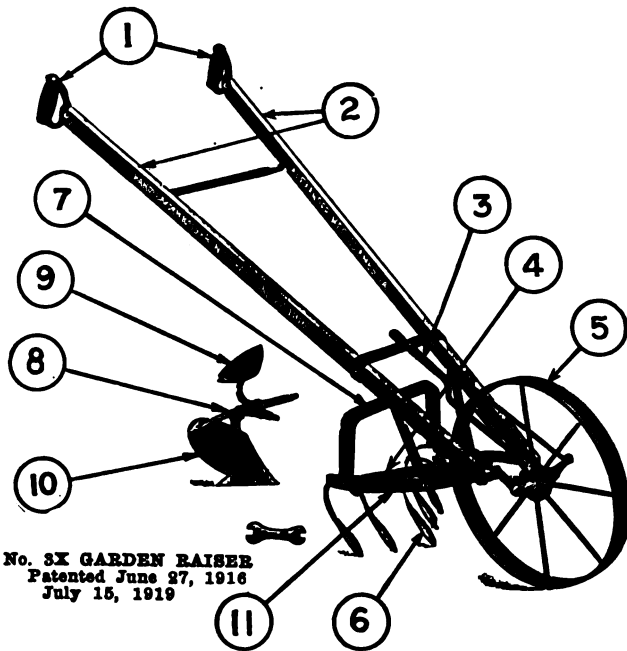
Best Sales in Dry Seasons

COSTS YOU \$2.00—RETAILS FOR \$3.00

Try it on your own lawn and you will be an enthusiast.
Samples sent responsible merchants

Write to **A. L. RICHMOND, Distributor**

149 VALENCIA STREET SAN FRANCISCO, CALIFORNIA



No. 3X GARDEN RAISER
Patented June 27, 1916
July 15, 1919

Alexander Manufacturing Company, Inc.
Established 1913
Ames, Iowa, U. S. A.

A LETTER FROM A WELL PLEASED CUSTOMER

Alexander Mfg. Co.,
Ames, Iowa.

Gentlemen:

Three garden raisers received by express this morning. All sold. Mr. Hasler wanted one of these, but the customers wouldn't give him a chance.

Please rush by express six more of your No. 3X Garden Raisers, same as shipped before, obliging,

Yours very truly,
HASLER BROS. CO.,
Bastrop, Texas.

This is only one of the many pleasing testimonies we have on file.

The No. 3X Alexander Garden Raiser has eleven (11) points of merit and superiority. Our new 32 page 1920 catalog describes our complete line of Garden Raisers (seeders, cultivators, wheel-hoes and plows).

**"THE GARDEN DESERVES
A GOOD TOOL"**



GILSON GARDEN TOOLS

GILSON WEEDER—LIBERTY CULTIVATOR

The Gilson Line offers a profit-making opportunity to the dealer and jobber who appreciate modern garden tools of unquestioned quality—tools that have made good—including Hand and Wheel Cultivators, Weeders, Lawn Edge Trimmers, Dandelion Diggers, etc.

Write for Samples and Booklet.

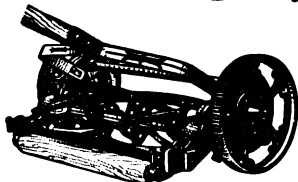
J. E. GILSON CO., Port Washington, Wisconsin

JOHN KEGLEY,
Western Representative,
Lankershim, Cal.

THOS. M. GARDINER,
Oregon and Washington
Representative. P. O. Box
299, San Francisco.



Did you get your outfit

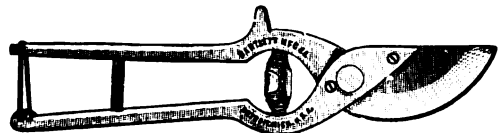


of the 1920
"PENNSYLVANIA"
Quality Lawn
Mowers sales
helps? Send
for them.

PENNSYLVANIA LAWN MOWER WORKS
Incorporated

JOHN BRAUN & SONS
Founded 1877
PHILADELPHIA

No. 999 SECATEUR



This hand pruner is modeled after a French tool. The handles are drop forged from open hearth steel and the blade stamped from crucible tool steel.

Its worth and quality are guaranteed to give satisfaction to both user and dealer.

BARTLETT MANUFACTURING CO.
36 E. Lafayette Ave., Detroit, Michigan
San Francisco Office: A. RANNIE, Agt., 693 Mission St.

OHLEN - BISHOP**CIRCULAR
CROSSCUT
BAND****SAWS****HAND
COMPASS
BUTCHER****TOOLS AND TROWELS**

—Made by—

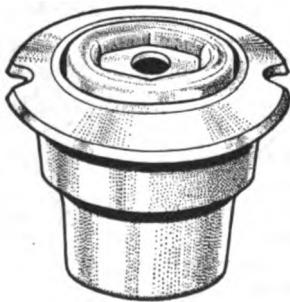
THE OHLEN-BISHOP CO.

The Master Saw Makers

Lawrenceburg, Ind. Columbus, Ohio, U. S. A.

Western Trade Supplied Thru Branches at
San Francisco, Cal. Portland, Ore.**The Only Wrought Iron Anvil Manufactured in the United States**

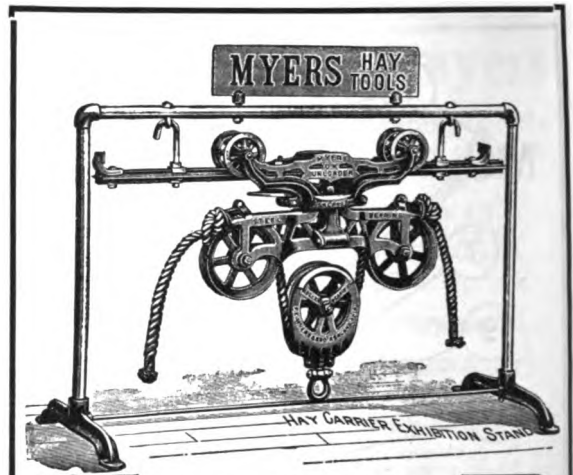
The body is made of wrought iron, the face of highest grade crucible cast steel.

The COLUMBUS ANVIL & FORGING CO.
Columbus, Ohio**Thompson Adjustable Sprinkler Heads**

For Permanent Lawn Sprinkling systems embody the utmost simplicity in construction and efficiency in operation.

Made of brass and zinc,
Will last a lifetime

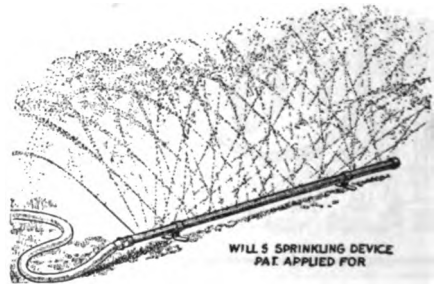
Write at once for folder or information regarding sprinkling systems.

Thompson Manufacturing Company
East Eighth and Santa Fe Avenue,
LOS ANGELES

The dependability of Myers Hay Unloading Tools is so well known in all hay making circles that Myers Unloading Service has become the standard of comparison for all others.

This in itself is the best recommendation we can mention, and should lead dealers, carpenters and builders to investigate the Myers Line of Unloaders, Forks, Slings, Tracks, Pulleys and Fixtures before stocking for their 1920 trade.

Take advantage of Myers Ease of Operation, Large Capacity, Speed and uniform service, and let them produce business for you. Ask your Jobber or write us. Catalog and prices on request.

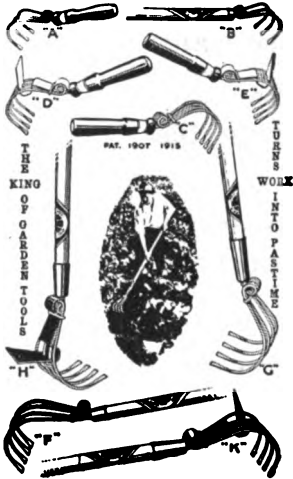
F. E. MYERS & BRO. 42 Orange Street
ASHLAND, OHIO
ASHLAND PUMP AND HAY TOOL WORKS**Will's Scientific Sprinkler****FOR LAWNS AND GARDENS****"There's a Reason Why This Business Increased 100 Per Cent in 1919."****Three Superior Qualities
Durability—Efficiency—Cheapness**Made of steel galvanised pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid Standards—securely attached. No bending or breaking. Hose connection **BEST** made. The Spray is distributed equally, covering every space and corner.

Made in all Lengths, and to suit any pressure. Guaranteed for 10 years' service if properly cared for. Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO.
607 CROCKER ST. LOS ANGELES, CAL.

REICHARD'S Combination Spring-Tooth Magic Weeder Hoes

SAVE TIME AND STRENGTH



Strong in construction, light in weight. Quick sales.

Styles and sizes for every requirement.

There is satisfaction and profit in handling the acknowledged "King of Garden Tools."

Send for Booklet and Prices.

Manufactured by
THE F. C. REICHARD MFG. CO.
Bangor, Pa., U. S. A.

Goods Made by  are Made to Please



Kees Calf Weaner

A PROFITABLE
SALES BUILDER

Simple and secure—no split keys, bolts or buckles. One arm riveted solid to plate; other movable to permit attaching, but held in place securely by small flat spring.

Quickly Snaps On and Stays There

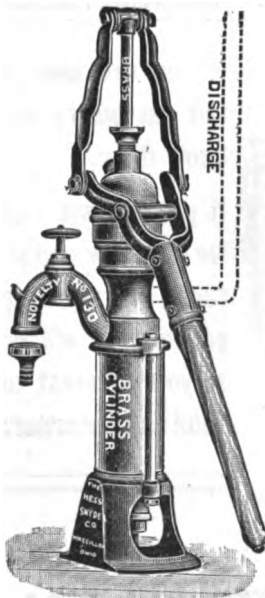
Can't catch on things and tear calf's nostrils. Light weight prevents interference in regular feeding. No sharp prongs to tear mother cow's udder or injure other stock. The most humane weaner ever invented. Every one sold means profits for the dealer because when shown they sell themselves. Ask your jobber or write Dept. 50 for details and prices.

IMMEDIATE SHIPMENT

F.D. Kees Mfg. Co. Beatrice, Nebr.

GET A SUPPLY OF NOVELTY FORCE PUMPS

And treat your customers to the best



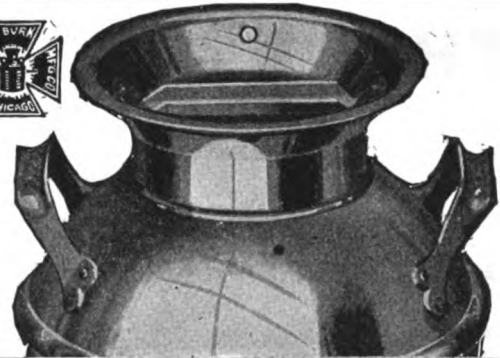
No. 130

We are the manufacturers of the original 'Novelty' Pump for WELLS and CISTERNS. Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

THE HESS-SNYDER CO., Massillon, Ohio



Add to Sales and Profits

DEALERS sell *more* Sturges Milk Cans and make *bigger profits* because Sturges cans have so many superior values which dairymen want.

Guaranteed Capacity—hold just so much and no more. Made of highest quality steel. Designed to give longest lived and most economical service. Inside heavily tinned and all seams soldered smooth makes them easy to clean and keep sanitary to the highest degree.

Sturges cans will bring to you the trade seeking reliable dairy equipment and help increase your sales and profits. Write for complete information and Catalog No. 29X

Sturges
Milk Cans

**Sturges & Burn
Mfg. Co.**

Makers of Sturges Guaranteed
Capacity Milk Cans
Chicago, Illinois

DO NOT DELAY

Placing Orders for **SPRING** and **SUMMER** Requirements

for if you do, you will be disappointed and lose many opportunities for **PROFIT MAKING**

We can give you **SERVICE** on Every Item in the **Hardware Line**

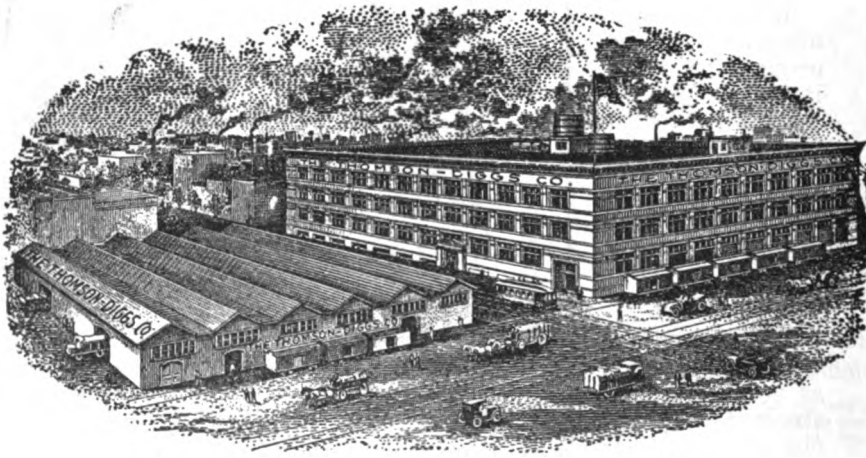
Our Stock of **Automotive Equipment** comprises everything used in the Up-to-Date Accessory Department or in the Garage

All of Our Merchandise is Dependable Quality and Priced Right

SALT LAKE CITY, UTAH *The Salt Lake* **Hardware Co.** **POCATELLO, IDAHO**

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

TOOLS



A few mechanics' tools along with other hardware from a local jobber keeps the **INVESTMENT** down and **SALES** possibilities up.



Strevell-Paterson Hardware Co.
SALT LAKE CITY, UTAH

Wholesale Only

H-W-1

HONEYMAN Hardware Company

Park and Glisan Sts.

Fourth and Alder Sts.

PORTLAND, OREGON

Garden Tools

Goldsmith
Sporting Goods

Fishing Tackle

Heavy and Shelf
Hardware

A. M. HOLTER Hardware Company

Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

HOLTER Hardware Company

Spokane, Wash.

WHOLESALE

*High Grade Auto
Accessories*

Acme Paints
Monarch Ranges
Schuttler Wagons
Mill, Mining and
Logging Supplies

Sargent Hardware
Peninsular
Stoves
and Ranges
Diamond Tires

Prompt — Courteous Service

A Good Rope— Seaport Manila



MOST so-called Hardware grades of Manila Rope omit the word "Manila," manufacturers well knowing that this particular grade is composed largely of colored Sisal fiber. The appellation of "Hardware Rope" has been misused and abused. It is unfair to a fraternity having a higher sense of quality in rope than any other class because larger distributors.

SEAPORT MANILA is 100% Abaca Fiber. A good rope, well made and quoted at as low a price as any Pure Manila Rope can be consistently offered. Has no equal in anything in a second grade on the market and a trial will be convincing. It is a departure in rope manufacture that will be appreciated by dealers and consumers where a less expensive Pure Manila Rope is wanted.



MANUFACTURED BY

The Portland Cordage Company
Portland, Oregon Seattle, Washington

GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY



INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

B. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. B. PEASE, JR., Treas. C. F. RUNYON, Secy.
539 Mission Street Nos. 61, 63, 65, 67 Fourth St. & Pine St.
SAN FRANCISCO, CAL. PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

This Is the Trap

Now Is the Time

These are the Jobbers



**SPECIFY
AVIS SANITARY
FLY TRAPS**

KRAKAUER-ZORK CO.....El Paso, Texas.
THE TRITCH HARDWARE CO.....Denver, Colo.
THE SALT LAKE HDW. CO., Salt Lake City, Utah.
SCHWABACHER HARDWARE CO., Seattle, Wash.
BAKER, HAMILTON & PACIFIC CO.,

San Francisco, Cal.

DUNHAM, CARRIGAN & HAYDEN CO.,

San Francisco, Cal.

THOMSON-DIGGS CO.....Sacramento, Calif.

CALIFORNIA HARDWARE CO., Los Angeles, Calif.

HOFFMAN HARDWARE CO., Los Angeles, Calif.

UNION HDW. & METAL CO., Los Angeles, Calif.

HARPER & REYNOLDS CORP., Los Angeles, Calif.

MANUFACTURED BY

AVIS HARDWARE CO.

POMONA, CALIF.

Protects all Buildings

• nothing better than

nothing better than
Pioneer Roofing
Economical Durable

Economical Durable

used on the coast since 1888
specified by Leading Architects
the choice of most owners

Pioneer Paper Company Mfg's.
LOS ANGELES.



Quality Lines, Universally Known



Alaska Refrigerators

Seamless Porcelain and Enameled Lined

Herrick Refrigerators

Spruce and Enameled Lined.

White Mountain Freezers

Duplex Fireless Stoves

Mando Kerogas Oil Cook Stoves

WHOLESALE ONLY

MANGRUM & OTTER, Inc.

-

San Francisco

NEW HAVEN SLUMBER STOPPER

ONE DAY ALARM

With Radium Dial and Hands

The radium material used on the dial and hands is of the highest quality and is guaranteed to last several years.



Height....5 $\frac{3}{4}$ inches
Dial.....3 $\frac{3}{4}$ inches

Bowed Glass.

Case is seamless brass, and with all outside fittings is highly polished and nickel plated.

3 $\frac{3}{4}$ inch bell metal gong on back.

Has silent switch on top for use when alarm is not wanted.

A RELIABLE ALARM CLOCK

MORGAN & ALLEN CO.

150 Post Street, San Francisco, California

The Schaw-Batcher Co.

SACRAMENTO, CAL.



WHOLESALE HARDWARE

Pipe and Fittings

Canton Steel

Ammunition

Sporting Goods

Blacksmith Supplies

Sargent & Co.

Builders' Hardware

Mill and Mining

Supplies

Peters Cartridges

THE announcement by the United States Revolver Association of the winners of the Outdoor Pistol and Revolver Championships, again points to the leadership of Peters' Cartridges.

The World's Record, by Dr. Snook, a record by a wide margin, and the excellent scores made by T. K. Lee are added to the evidence of former years and demonstrate the genuine quality of Peters Semi-Smokeless Cartridges, which have for years been used by many winners of the U. S. R. A. and N. R. A. matches.

Users of the **P** Brand Won Three Out of Four of the 1919 Outdoor Championships of the United States Revolver Association.

Match "A" (Revolver Championship of America), T. K. Lee, Birmingham, Ala., 463x500.

Match "B" (Pistol Championship of America), T. K. Lee, Birmingham, Ala., 472x500.

Match "C" (Individual Military Championship of America), Dr. J. H. Snook, Columbus, Ohio, 651x750. World's Record.

THE PETERS CARTRIDGE COMPANY - - Cincinnati, Ohio

BRANCHES: NEW YORK—SAN FRANCISCO

PACIFIC COAST BRANCH—585-87 HOWARD STREET, SAN FRANCISCO

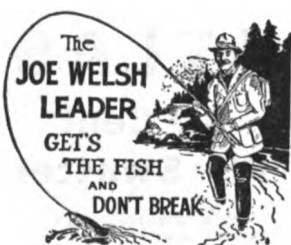
MARSHALL-WELLS COMPANY, Portland-Spokane-Duluth-Winnipeg-Edmonton
HIBBARD, SPENOER, BARTLETT & CO., Chicago, Ill. SLOSS & BRITAIN, Inc., San Francisco

The Finest Side Line

for a Hardware Store
is Sporting Goods—
and no such store
was ever complete
without

Joe Welsh Leaders

—and the Blue Devil
Darning Needle!



JOE WELSH
PASADENA, - CALIFORNIA

Exclusive Agent U. S. and
Canada

SAMSON SPOT SASH CORD



Extra quality, guaranteed free from all imperfections.
Can be distinguished at a glance by the Colored Spots.
Specified by architects and builders everywhere.
We manufacture braided cord in all sizes and colors, for
all purposes. Carried by all jobbers.

Sash Cord	Shade Cord
Clothes Lines	Masons' Lines
Solid Braided Rope	Chalk Lines

Send for catalogue and samples

SAMSON CORDAGE WORKS - Boston, Mass.

JOHN T. ROWNTREE, INC., Rep.
San Francisco, Los Angeles, Seattle,
Denver, Salt Lake City

H. Roth & Sons Company

SPECIALTY HARDWARE JOBBERS

942-44-46 Mission Street
San Francisco
California



*We carry factory brands only under factory
labels and numbers*

WHOLESALE ONLY

He's Ready To Buy An Auto-Wheel.



Boys throughout the country are insisting on the Auto-Wheel when they go to buy a coaster wagon. They are telling the local merchants that they want the coaster wagon with Auto-Wheel on the sides.

Our consumer advertising is sending the boys to local dealers to ask for the

Auto-Wheel Coaster
or the
Auto-Wheel Roadster

Our plan of helping retail merchants sell Auto-Wheel Coasters is so successful that merchants who do not avail themselves of it are losing much profitable business.

Send for the plan today—you will find it profitable.

BUFFALO SLED CO.
Dept. A, N. Tonawanda, N.Y.
Factories, N. Tonawanda, N.Y.
In Canada, Preston, Ont.



LANE'S

Steel Wagon Jack



**NO CAST METAL
NO WOOD**

Strong -- Light -- Compact

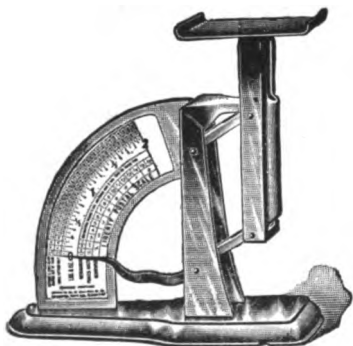
**SUBSTANTIAL PROFIT TO
THE DEALER**

Have You Catalog and Latest Prices?

LANE BROS. CO.
RIVER STREET . POUGHKEEPSIE, N. Y.

The New "Liberty" Postal Scale

A TRINER, OF COURSE



The chart indicator shows instantly the amount required for all out of town postage—as well as the correct local postage.

Avoids the worry and inaccuracy of computing the new rates, pays for itself by eliminating "over postage."

This new scale is called "Liberty Postal Scale"—capacity two pounds.

Finished in gold bronze or oxidized copper.
Order this TRINER scale now. It's a quick seller, with a good profit.

TRINER SCALE & MFG. CO.
West Twenty-First Street CHICAGO, ILLINOIS

W. P. HORN & CO.
Pacific Coast Representatives
Rialto Building San Francisco, Cal.
Los Angeles, Cal. Portland, Ore.

ATLAS

10 Cent Fly Swatter



This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best every sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

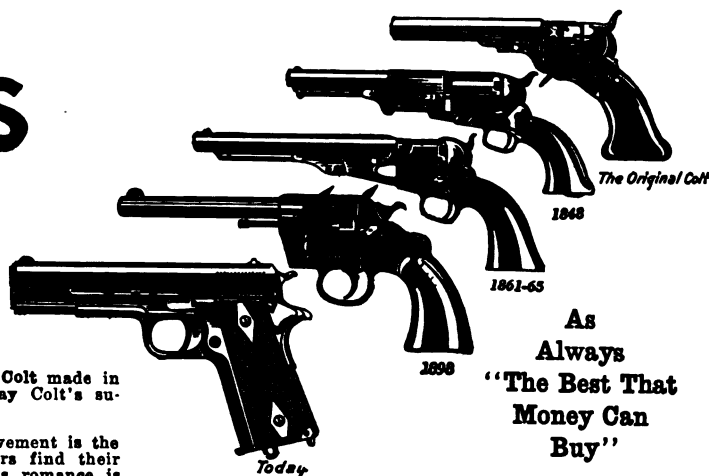
Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.
NEW HAVEN, CONN.

HUGHSON & MERTON
Pacific Coast Agents
San Francisco, Los Angeles

COLT'S

FIRE ARMS



Leadership! From the earliest Colt made in 1836 to the masterpiece of today Colt's supremacy has been unquestioned.

Linked with the record of achievement is the romance of a Colt which dealers find their customers delight to hear. This romance is told in a most attractive little booklet which every dealer should have and make use of. If you have not already received your copies send to us for them.

As
Always
"The Best That
Money Can
Buy"

Also send for folder A-62 which contains an interesting story of how a Colt established a new world's record for accuracy at the National Shoot at Caldwell, N. J.

"The Proven Best By Any Test"

COLT'S PATENT FIRE ARMS MFG. CO., Hartford, Conn., U. S. A.

Manufacturers of

Colt's Revolvers
Colt's (Browning) Automatic
Machine Guns

Colt's Automatic Pistols
Colt's (Browning) Automatic
Machine Rifles

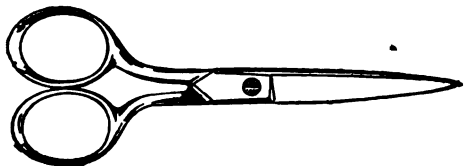
"ATLAS"

Shears and Scissors

SHOULD BE IN THE STOCK OF
EVERY JOBBER IN AMERICA

The wonderful Atlas Brands are the best values in popular priced cutlery. Years of experience, with improved machinery and methods, now enable us to offer the wholesale trade a wonderfully complete and up-to-date line of Shears and Scissors in all styles and sizes.

Our Counter Display Carded Assortments
sell Scissors for dealers very quickly.



Send for No. 18B Catalog.

We are prepared to make prompt shipments.

THE ATLAS SHEAR COMPANY

250 North Av., Bridgeport, Conn.

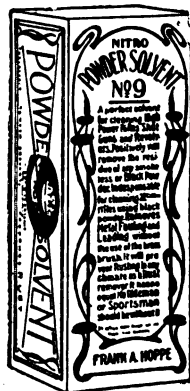
Represented by

JOHN T. ROWNTREE, Inc.

San Francisco, Los Angeles, Seattle, Salt Lake City and
Denver.

HOPPE'S

NITRO POWDER SOLVENT No. 9



For Cleaning High Power Rifles, Shot Guns and Fire Arms of all kinds. It will remove and prevent Rust in any climate. It will neutralize acid residue of smokeless powder and prevent corroding. Used by Army and Navy riflemen. Sold by Hardware and Sporting Goods Dealers.

FRANK A. HOPPE

2314 No. 8th St.

Philadelphia, Pa.

**POCKET KNIVES
BUTCHER KNIVES
PARING KNIVES
RAZORS
RAZOR STROPS**



**SHEARS
SCISSORS
MANICURE GOODS
FLASHLIGHTS
FISHING TACKLE**

California Stock Pattern

We specialize in Stock and Ranch Knives for the Western trade.

WESTERN STATES CUTLERY & MFG. CO.

Write for Samples and Prices

Mfgs. of Cutlery and Cutlery Products

BOULDER, COLO.

**IT'S "SOME GUN"
OUT SELLS
OUT SHOOTS
OUTLASTS**

All Others

Stock this National Advertised Gun today. Sales compelling placard on request.

WRITE

BENJAMIN AIR RIFLE MFG. CO.
611 N. Broadway
ST. LOUIS - MISSOURI

"THE BENJAMIN"

A REAL AIR RIFLE

This is the air rifle which is so much in demand by boys and men. It has the power, accuracy and reliability which makes an air rifle popular for target practice and small game hunting.

SALES

PROFITS

SATISFACTION

Order a sample gun today and give it a "tryout." Its shooting qualities will surprise you. If not satisfactory in every way return at our expense.

Pacific Coast Representatives: McDonald & Linforth, Call Bldg., San Francisco.



GENUINE

Hildebrandt Spinners

Fish Catchers for 20 years.

Your customers want the genuine. A size, shape or finish for any game fish. Send for catalog.

THE JOHN J. HILDEBRANDT CO.,
Logansport, Indiana.



We make

**TUCKER
FEELLESS
TUCKER**

BOOTS AND CAMP FURNITURE, MOPS
Tents, Awnings, Covers, Leggins, Carpenters' Aprons

4 Factories. Write for Prices. Prompt Shipments.
TUCKER DUCK & RUBBER COMPANY - Ft. Smith, Ark.

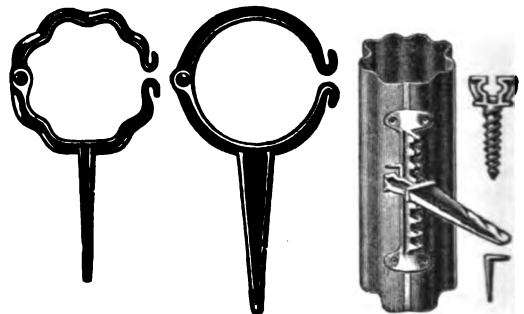
**Sells to Every
Belt User**



Your market for Blue Ribbon Belt Dressing is limited only by the number of belt users in your vicinity. The quality of the Dressing is high enough to suit the most discriminating purchaser. Ask your wholesaler for it or write for prices and samples.

THE JOBBER'S MFG. CO. CHICAGO, ILL.

**Berger's Hooks and
Pipe Fasteners**



**MANY STYLES FOR WOOD OR BRICK
SEND FOR CATALOG No. 9 and PRICES**

MADE BY



BERGER BROS. CO.

Office, 229-231 Arch Street
Store, 237 Arch Street

Warerooms and Factory,
100-114 Broad Street

PHILADELPHIA

**Manufacturers Tinner's
and Roofers' Supplies**

CHATILLON SCALES

**IF Your Trade Wants Quality and
You Want Liberal Profits, Sell**

CHATILLON Scales and Cutlery



There is a decided advantage in selling Scales and Cutlery of known high quality. The better the quality of such articles the more certain your customers are to be satisfied.

Satisfied customers are business builders and your biggest business asset.

Chatillon Scales and Foster Bros. Cutlery excel in quality of material and workmanship, and are guaranteed by the makers.

Liberal profits and fair treatment make this Chatillon line doubly attractive to progressive dealers.

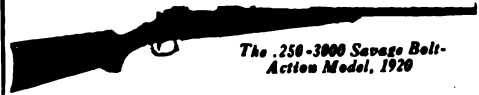
Your jobber can furnish
complete
information

85 Cliff Street, New York



JOHN CHATILLON & SONS
New York U.S.A.

SAVAGE



The .250-3000 Savage Bolt-Action Model, 1920

Are You Ready for the Hunting Season

Here's the answer—the last word in rifle completeness—a bolt action .250-3000 SAVAGE.

You already know—have handled—the .250-3000 lever action Savage. You know what it can do. Now you have both kinds. You can satisfy everybody, because this new model has all the qualities of the old—just as reliable—just as convenient—but with bolt action like the military rifle.

You've always wanted—needed—a bolt action repeater. We're going to show it to the sportsmen for you by concentrating two entire months of our advertising campaign of this new step in rifle development. For two solid months, more than thirteen million potential buyers will see our announcement referring them to you.

And you will be able to see it on the spot—right across your counter—if you have stocked the NEW SAVAGE BOLT ACTION SPORTING RIFLE, CALIBER .250-3000.

SPECIFICATIONS

22 inch tapered high pressure steel barrel with integral front sight base, checked pistol grip stock and fore-stock, pistol grip capped, oil finished one-piece stock, corrugated trigger, corrugated steel shot gun butt-plate, white metal front and flat top sporting rear sights, magazine capacity five cartridges, weight 6 pounds.

Don't fail to carry a stock of all the SAVAGE Models in rifles and pistols. The complete line—and each one is particularly built for a particular job. That's what the Savage Trade Mark stands for, "The Finest Tool for the Finest Work."

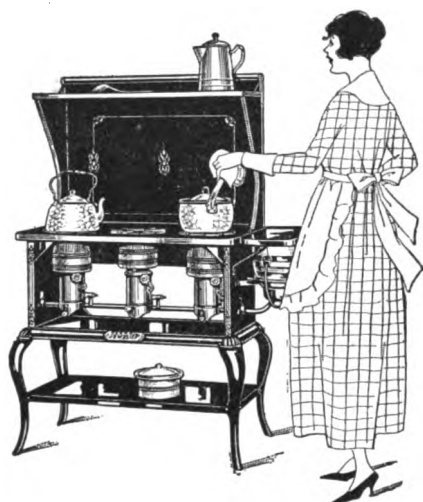
*Savage Service Is Behind All
Savage Products*

SAVAGE ARMS CORPORATION
UTICA, N. Y.

Sharon, Pa.

Detroit, Mich.

*Executive and Export Offices, 50 Church Street
New York City*



High Standard of Quality

Clark Jewel Oil Stoves are stoves of Quality. They are the kind of stoves your customers want to get. The excellent operation and durable construction of Clark Jewel Oil Stoves give complete satisfaction to every user.

Beautiful Olive Green Enamel finish.
High Speed low consumption burners,
short and close to the top.
Large cooking surfaces.
Strong, high shelves.
Smooth cast iron legs.
Handsome heavy glass tank.
They save Time—They save Oil.

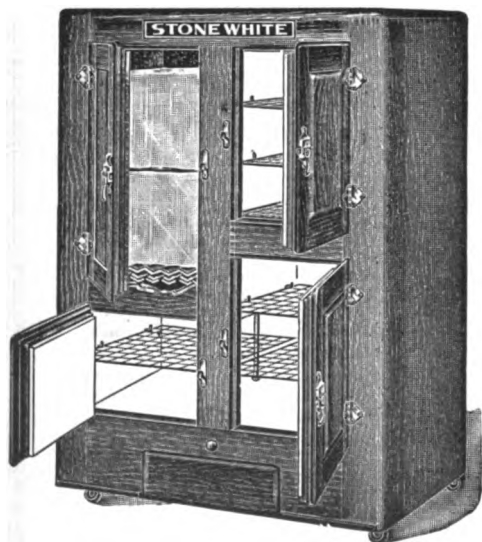
GEORGE M. CLARK & COMPANY

Division American Stove Company

CHICAGO

HOLBROOK, MERRILL & STETSON, of San Francisco and Los Angeles, Jobbing Agents for California

WHITE MOUNTAIN REFRIGERATORS



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A.

BRANCH OFFICES:

New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo. Melbourne, Aus.

PACIFIC COAST DISTRIBUTORS

San Francisco.....Dunham, Carrigan & Hayden Co.
Sacramento.....Miller-Enwright Co.
Portland.....Honeyman Hardware Co.

Los Angeles.....California Hardware Co.
Seattle.....Schwabacher Hardware Co.

YOU TOO,

can coin super-profits, snug all-year-round profits, by utilizing only six square feet of floor space, and installing a

Hatfield Complete Sharpening Machine

on it.

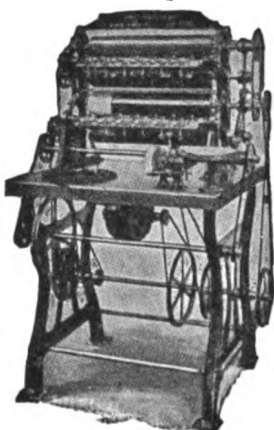
Your hardware trade will do the rest.

They will bring their safety razor blades by the dozen, their knives, shears of all kinds, scissors and in fact all the household cutlery for your "Hatfield" to sharpen.

"Hatfields" have increased many another dealer's trade in leaps and bounds.

Give one a chance to sharpen up YOUR business. Write today for details.

HYFIELD MFG. COMPANY 21 WALKER STREET
NEW YORK CITY



DEALERS

Here Is An Article You Can Successfully Handle

THE 2-QUART

ACME

Ice Cream Freezer



RETAILS FOR

\$1.50



Just the thing for a Saturday special.
Most compact and convenient Freezer made.
Weights only 2½ lbs. Strong and durable.
All Metal. Doing away with heavy wooden tubs.

MANUFACTURED BY THE

RITTER CAN & SPECIALTY CO.
PHILADELPHIA, PA.

SEND ORDER TO YOUR JOBBER
OR TO

BEH & CO.
106 Franklin St., New York City
Factory Selling Agents

Lalace & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware

El-an-Ge Enameled Ware

and

Pearl-Agate

Turquoise Enameled Ware

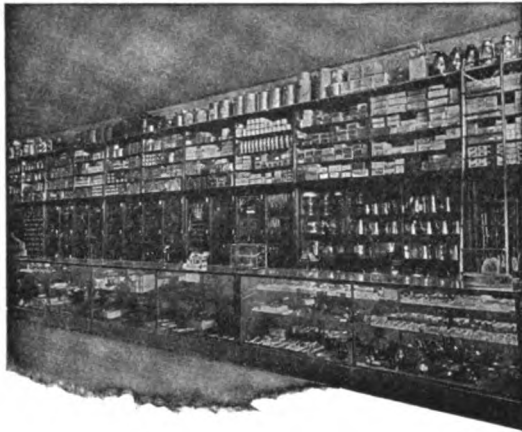
New York

Chicago

Boston

San Francisco

Hidden Hardware Won't Sell Itself



Don't keep your hardware out of sight, in odd shapes and sizes of boxes. Get it out where people can see it. If you do this you will sell more, because your customers will then be reminded of their needs.

Put "Duluth" Hardware fixtures to work for you, and they will pay for themselves in extra sales made.

DULUTH SHOW CASE CO.
DULUTH, MINNESOTA

RUTENBER ELECTRIC TABLE STOVE
Model 206

Is one of the Jobber's or Dealer's quick, sure sellers.

Square cooking surface, seven by seven inches.

Furnished complete with all the necessary cooking utensils. Full nickel finished.

We manufacture a full line of Household Appliances.

Write for our complete Catalog and Trade Discounts.

RUTENBER ELECTRIC CO.
Marion, Ind., U. S. A.



Everybody knows of "QUICK MEAL" Stoves. But do you know we make a new Oil Stove? And that it will be a winner?

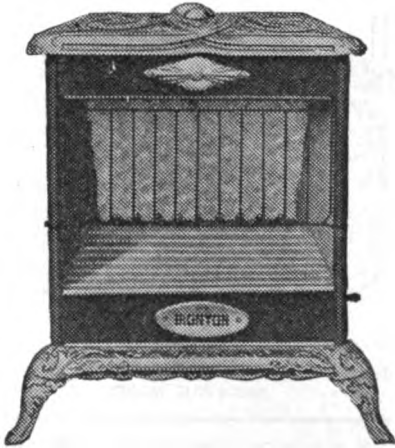
Quick Meal Stove Company

Division American Stove Co., St. Louis

C. H. SCHIECK

Pacific Coast Agent

715 Indiana Street, near 19th Street, San Francisco, Cal.



Seven Important Points

1. Saves half the gas.
2. No soot.
3. No odor.
4. No smoke.
5. No poisonous gases.
6. Heats the entire room evenly.
7. Circulates the cold air from the floor.

These and many other superior features characterize

IRONTON BUNSEN BURNER HEATERS

No competition, no heater like it, none so efficient, none so generally satisfactory for all kinds of heating. Introduce a few **Irontons** and they will advertise themselves.

Order a catalog, we will gladly send it free of charge. But better still, order a few **Irontons**, and test them yourself.

Irontons are made in 68 different styles and sizes. The line is so complete that a dealer may confine his entire gas heater efforts to it, and by so doing he is assured a growing and profitable business.

THE IRONTON STOVE & MFG. CO.

IRONTON, OHIO, U. S. A.

The Ontario Knife Company, Franklinville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.



**BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE**

KNIVES

**KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
OLAM
TABLE**

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles

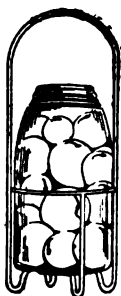
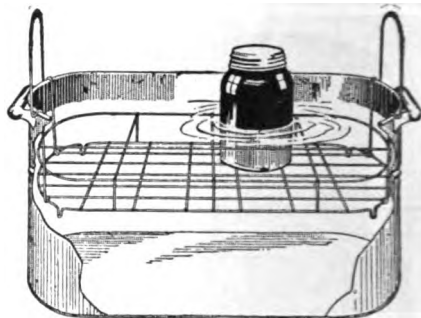


We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.



745 Jelly Strainer

Send for
Catalogue No. 32

737 Quarts
738 1/2 Gal.

746 Cooker Tray

J. B. TIMBERLAKE & SONS, Mfrs.
JACKSON, MICH.

SAFETY INTERLOCKING STOVE AND FURNACE PIPES

Fire
Preventing



Home
Protecting

Ambrose P. McGuirk's Patent

Our Asbestos-Covered Interlocking Furnace Pipes, Interlocking Stove Pipes, Interlocking Asbestos-Covered Flue Thimble, Interlined Interlocking Ring Flue Caps and Interlocking Elbows are not luxuries nor needless accessories. They are very necessary where stoves and furnaces are used. By fastening and cementing the Flue Thimble in the Flue Hole, and putting in and turning the pipe joint and locking it firmly therein, it can't pull out or be pushed in too far. Each successive pipe link is locked to the preceding one, until the whole pipe is firmly locked together, and to the Stove Collar, so that the pipe can't fall down. When the pipe is taken down put in the Flue Cap and lock it, making the flue hole fire safe. Every home and factory owner is morally liable for impending fires on his property, and as fast as flames reap losses will our dealers reap profits on our Fire Safe, Rust Proof, Interlocking Pipes, Flue Thimbles, Caps and Elbows.

Send for Price List and Descriptive Statement.

SAFETY INTERLOCKING STOVE PIPE CO.,

MT. PLEASANT, IOWA

STOVOL



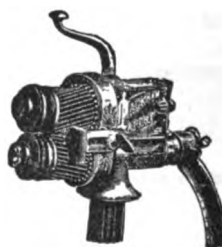
MAKES STOVES LOOK LIKE NEW
Kills rust; prevents rusting; cleans
and polishes—all in one operation.
Superior Laboratories - Grand Rapids, Mich.

GENERAL SALES CORPORATION
Pacific Coast Representatives.
718 Mission St., 737 Terminal St.,
San Francisco Los Angeles
Seattle, Wash.



Pack's Pineapple Eyesnip

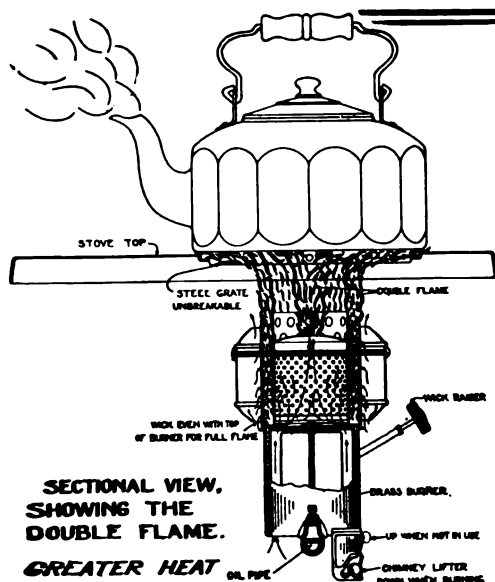
is the best eyesnip on the market. All housewives want it. A big seller. Prices on request. Ask about THE MARVEL POTATO EYER ALSO. Order Now
Christian Schlicker Mfg. Co.
12 Bloomingdale Street
Rochester, N. Y.



THE PACKHAM Stove Pipe Crimper and Bender

MADE BY
THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO

If Your Jobber Does Not
Carry It, Write Us



LADY ELGIN

Oil Cook Stoves

have scientifically constructed burners which produce a clean blue flame like gas.

Operation is simple and affords perfect control at low, medium and high flame. Automatic wick stop at high flame prevents smoking.

You can personally guarantee the LADY ELGIN to your customers, for we back this guarantee—just as we have done for many years with ELGIN BAKE OVENS.

ASK YOUR JOBBER

ORDER ELGIN COOKS AND OVENS NOW

Get Benefit of our Spring Terms

ELGIN STOVE & OVEN CO. - Elgin, Illinois

BEH & CO., Eastern Distributors, 106 Franklin St., New York

Warehouses: New York, Philadelphia, Boston, Syracuse.

AMERICAN SEAL PAINTS and CEMENTS

"MAKE GOOD"

WITH YOU AND YOUR CUSTOMERS

STAND FOR

QUALITY and DURABILITY



WRITE US FOR DEALER'S PROPOSITION

MANUFACTURED BY

The Wm. Connors Paint Mfg. Co.
1852 TROY, N. Y. 1920

Hercules Cold Soder

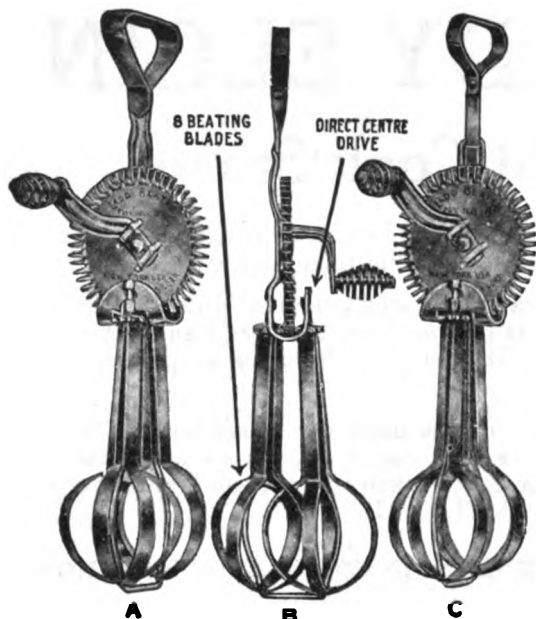
THE METAL MENDER



Mends any leak in any metal quickly and permanently, without heat or acid. Just apply Hercules Cold Soder, a semi-liquid, from tube, covering hole or crack. Fixes household utensils, brass, granite, aluminum-ware, pipes, gasoline tanks, auto radiators or cylinders. Finds popular sale. National advertising is intensifying demand. Ask your jobber. Write for booklet.

HERCULES PRODUCTS CO.

Dept. A COUNCIL BLUFFS, IA.
NOWMAN COWAN CO., Pacific Coast Representatives
445 Rialto Bldg., San Francisco, Calif.



WESTERN SALES REPRESENTATIVES

Omer Cox, Postal Teleg'h Bldg., San Francisco, Cal.
 Sands & Cox, San Fernando Bldg., Los Angeles, Cal.
 Strimble & Cox, L. O. Smith Bldg., Seattle, Wash.
 Jones & Cox, Newhouse Bldg., Salt Lake City, Utah.
 Turnbull & Cox, Inter State Trust Bldg., Denver, Col.
 Strimble & Cox, Corbett Bldg., Portland, Oregon

Ladd All-Steel Beaters

3 Sizes—for All Requirements

The Egg-Beater Business many dealers allowed to drift to the chain stores, not caring to compete where there was NO PROFIT. That's good sense, but—LADD ALL-STEEL BEATERS, appearing 8 years ago, have since brought back to dealers the real Egg-beater business—thus many REFUSE TO HANDLE ANY OTHERS. Specialize on the BEST MADE and the only one showing SUITABLE PROFITS. EASIER TO SELL, too. The WOMEN KNOW.

JOBBERs the world over and US. CARRY ALWAYS TO HOLD TRADE. NOT IN 10c STORES.

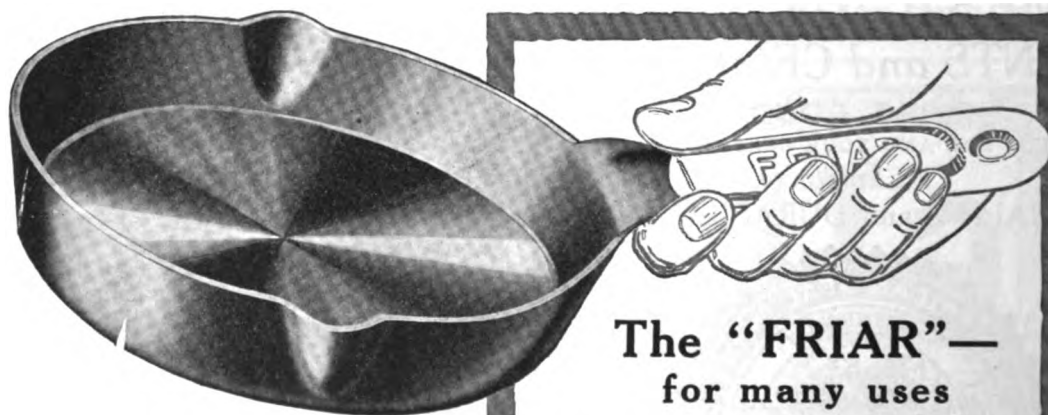
United Royalties Corporation
 1133 Broadway, New York



LADD
Mixer-Churns



SATURN
Clothes-Line
Reels



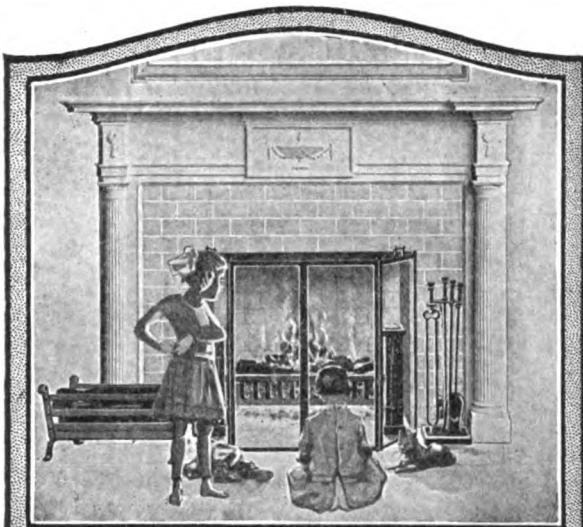
*The heaviest
sheet steel
frying pan*

The "FRIAR"— for many uses

This is the housewife's favorite frying pan—a sturdy general purpose utensil with enough weight to insure an even cooking temperature. The friar is made of extra heavy gauge sheet steel, highly polished, and has a cold handle. It is convenient to use and is unbreakable. Made in five sizes, from nine to thirteen inches, numbered from seven to eleven.

WHITAKER-GLESSNER CO.

Wheeling Corrugating Dept. - WHEELING, W. VA.



The Most Beautiful Fireplace

Is incomplete without a

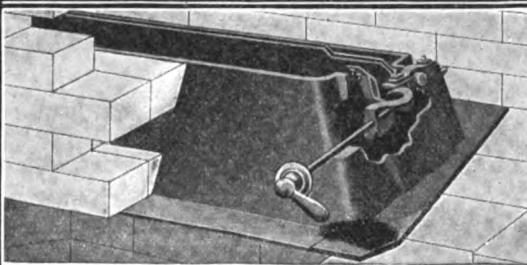
PEERLESS DOME DAMPER

You can sell a Peerless Dome Damper for every Fireplace now under construction in your city by explaining its advantages to the owner or contractor.

It saves fuel. Regulates draft. Increases heating capacity. Keeps temperature uniform. Prevents back drafts and dirt from blowing into the room. Reflects the warmth and glow from an open fire into the room instead of sucking it up the chimney.

Start today—tell your contractor friends and prospective home builders about Peerless Dome Dampers, Ash Traps, Ash Doors and Peerless Fireplace Furniture. The profits from Peerless sales pay you well. Write today for Catalog "F."

PEERLESS MANUFACTURING CO.
INCORPORATED
 Makers of Fireplace Furniture
 LOUISVILLE, KY.



There is a Peerless Dome Damper for every fireplace. Unique features of operation. Cannot get out of order. Blueprints furnished.



Assured Profits by Selling the SIMPLEX IRONER

"THE BEST IRONER"

Comfort and ease at what is otherwise very tiring work is a unique feature enjoyed by women who use the Simplex Ironer. This is possible because of the extreme simplicity of the Simplex, with its wonderful automatic feed control.

Women to whom you sell a Simplex can sit down and iron. That is a big selling point which is attracting many profitable sales to Simplex dealers everywhere.

The household appliance department selling the Simplex can do so with the satisfaction of offering customers the leader in the field.

We co-operate in training your sales force in specialty selling. The SIMPLEX Sales Plan for dealers is far-reaching. It provides new practical suggestions for the building up of your entire Household Labor-Saving Appliance Department.

Write Today for Further Particulars

The American Ironing Machine Company

431 Sutter St., San Francisco, Cal.

Home Office: 168 N. Michigan Ave., Chicago
 8-6-20



3 sizes Pail

The only can and pail your trade knows by name and reputation

Witt's Can and Pail, through long years of advertising, have become the standard of the country.

Every customer who comes into your store knows that Witt's outlasts two ordinary cans — knows that the Yellow Label means satisfaction guaranteed.

THE WITT CORNICE CO.
Cincinnati, Ohio

WITT'S CAN and PAIL

For Sale on Pacific Coast by

Baker, Hamilton & Pacific Co.	San Francisco
Dohrmann Commercial Co.	San Francisco
Dunham, Carrigan & Hayden Co.	San Francisco
Heyman-Weil Co.	San Francisco
Holbrook, Merrill & Stetson, Inc.	San Francisco
Mangrum & Otter, Inc.	San Francisco
Seller Bros. & Co.	San Francisco
Thomson-Diggs Co.	Sacramento, Cal.
M. Seller & Co.	Portland, Seattle, Spokane
Whiton Hardware Co.	Seattle
Honeyman Hardware Co.	Portland



4 sizes Can

SALES HELPS

To every dealer selling Witt's Can and Pail we will furnish free electrotypes for newspaper advertising, envelop stuffers, window and counter display cards, street car cards. Many dealers find that these helps increase their business.



MADE IN OHIO, U. S. A.

ALUMINUM
"Real Solid"

ANNOUNCEMENT

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of
"REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidity and Durability.

We have eliminated unnecessary expense of OAST ALUMINUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron — The best on the market.

PROTECTED HANDLES — All Coffee and Tea Pots with handles, both curved and straight — bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH — The Same HIGH CLASS polish as heretofore.

INSIDE FINISH — Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market

Write Today and get our New Catalog just off the Press.

The Buckeye Aluminum Company
WOOSTER, OHIO

They Name It Because They Know the Difference

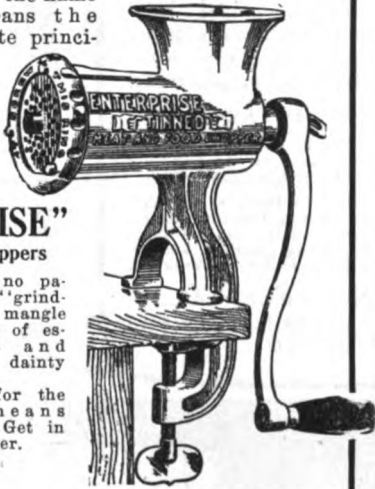
Women know that the name "Enterprise" means the steel-knife-and-plate principle, the only way of chopping food into neat particles having all the nourishing juices. They'll ask for

"ENTERPRISE"

Meat-and-Food Choppers

because they have no patience with cheaper "grinders" that crush and mangle the food, robbing it of essential nourishment and making it unfit for dainty dishes.

This preference for the standard chopper means business for you. Get in touch with your jobber.



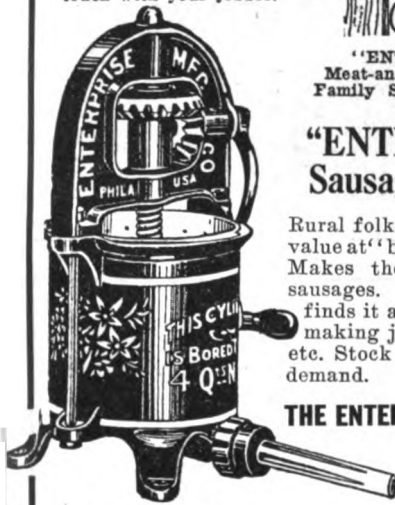
"ENTERPRISE"
Meat-and-Food Chopper
Family Size\$4.00

"ENTERPRISE" Sausage Stuffer

Rural folks are awake to its value at "butchering time." Makes the best lard and sausages. The housewife finds it a wonderful help in making jellies, fruit juices, etc. Stock to meet the sure demand.

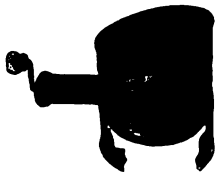
THE ENTERPRISE MFG. CO.
OF PA.

PHILADELPHIA
U. S. A.



"ENTERPRISE"
Sausage Stuffer and Lard Press
4-Qt. size, Japanned \$14.00

29 Murray St., New York
77 O'Farrell Street,
San Francisco



GENUINE HUNTER'S SIFTER

The Standard for a
Quarter-Century

Sectional View
Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swaged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO.

Bender Street

Hamilton, Ohio

DUPLEX

FIRELESS STOVE



Increased Turnover and Profits!

Quick turnover of stock means greater profits, lower investment and growing business.

Duplex Fireless Stoves move quickly because of the national advertising—read by millions of women from coast to coast. Duplex advertising does not stop with space in magazines, for the Duplex dealer is given every selling aid—newspaper electros, live store displays, posters and booklets.

Back of this live policy is a quality product which offers the greatest value—one that will outsell any other stove. The name Duplex is a guarantee of satisfaction.

If you are not a Duplex dealer now, write today for our dealer's proposition and get in line for summer business.

DURHAM MFG. CO.

MUNCIE, IND.

NEW YORK OFFICE: 108 CHAMBERS STREET
LOS ANGELES OFFICE: 1643 FIFTH AVENUE

ROCK-A-BYE NURSERY SPECIALTIES

The universal appeal of the many items in the Rock-a-Bye line has developed nation-wide sales. Advertising has created a demand among the families *right in your trade.*

The Rock-a-Bye items that you see in your territory have probably been purchased from us direct. For many mothers write in for Rock-a-Bye products when they see our advertisements in national publications.

We prefer for our dealers to make these sales. You can reap the profit of this fast-selling line by tying up with our advertising—by displaying Rock-a-Bye Specialties in your windows, and letting your trade know that you carry them. *See Your Jobber or Write Us.*

PERFECTION MFG. CO.,

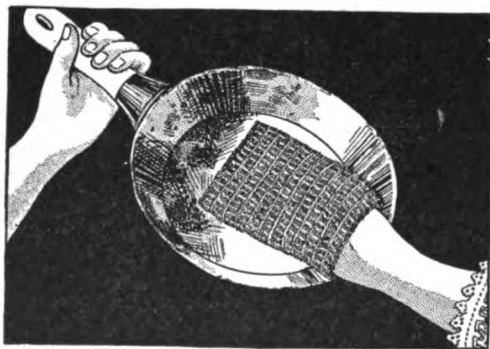
Dept. W Leffingwell and Montgomery Sts.,
ST. LOUIS, MO.



MAGNETIC CLOTH

CLEANS LIKE MAGIC

and is the most ready seller of any domestic device known



No up-to-date kitchen is complete without one; no more worry over Dirty Pans; just a rub or two with Magnetic Cloth and the pan is clean and sweet and sparkles like new. The Magnetic Cloth is made of a special crinkled spun wire fabric and gives excellent service.

Retails for
10 Cents



Send us your
jobber's name
if he can't
supply you.

Manufactured by
JOHN W. GOTTSCHALK MFG. CO.
Lehigh Ave. and Mascher St. Philadelphia, Pa.
McDONALD & LINFORTH,
Pacific Coast Reps., 739 Call Bldg., San Francisco

O. LINDEMANN & CO.

35 and 37 Wooster St., New York Established 1863



Manufacturers of JAPANNED, BRASS and
TINNED WIRE

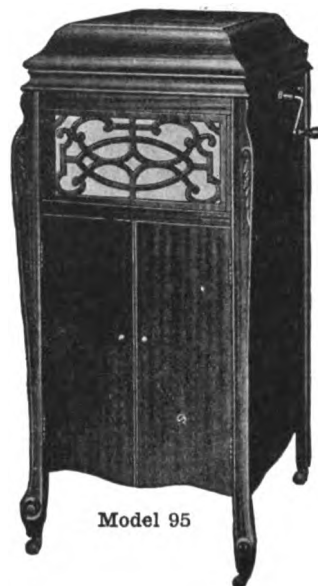
Bird Cages and Cage Sundries

A. I. Conger Co., 703 Market Street, San Francisco, Cal.
Representative for California
T. D. McLean, L. C. Smith Building, Seattle, Wash.
Representative for Washington, Oregon, Idaho,
Utah, Montana and British Columbia.

Do You Realize the Profits Live Merchants are Making in Handling Phonographs?

Wives and daughters make your sales.
No comebacks and no service.
One sale makes many prospects.
Follow up with profits on records.
Prompt shipments of samples assured.

"Let Us Tell You How You Can Profit"

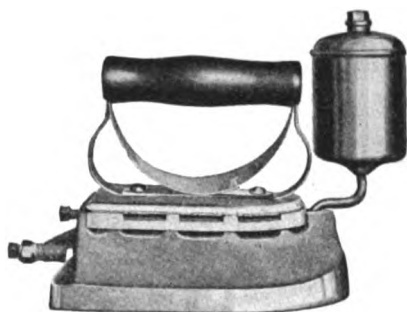


Model 95

*"The Perfect Tone for
Every Home."*

OPEROLLO PHONOGRAPH COMPANY

64 W. LAFAYETTE BOULEVARD, DETROIT, MICHIGAN



THE *Royal* Self Heating Iron

Over 1,000,000 Sales Prove its Worth and Merit. Gives You Good Profit. Satisfies Your Trade.

FREE TO ROYAL DEALERS

Royal Lithographed Window Trim.
Royal Lithographed Counter Displays.
Royal Lithographed Movie Slides.
Cuts for Newspaper Advertising.
Circulars for Store Use.
Book—Royal Salesmanship (32 pages).

Above Selling Helps will be mailed promptly to any Royal Iron Dealer on request

ROYAL SELF-HEATING IRON CO.

575 WAYNE ST.

BIG PRAIRIE, OHIO

DISTRIBUTORS YOST GEARLESS MOTOR WASHER

M. Sells
& Co.,
Portland, Or.
Seattle, Wn.
Spokane, Wn.
The Colorado
Utah Hdw.
Co.
Grand Junction,
Colo.
American
Hdw. & Sup-
ply Co.
Pittsburgh,
Pa.
Eph Feig
Grand Central
Palace
New York
City, N. Y.
Prescott & Co.
Boston, Mass.
H. E. Hessler
Co.
Syracuse, N.Y.



HURRAY FOR THE YOST

The Distributors listed in this advertisement have been arranged for the convenience and prompt delivery to customers within the territory of these distributors, and we ask that you take advantage of this service and send them your specifications.

The Yost Gearless Motor Company
Springfield, Ohio

Yost Washers Work and Never Shirk



Manning-Bowman
Quality

THE BEST
Electric Sad Iron
EVER MADE



Holds heat THREE hours
after current is
disconnected

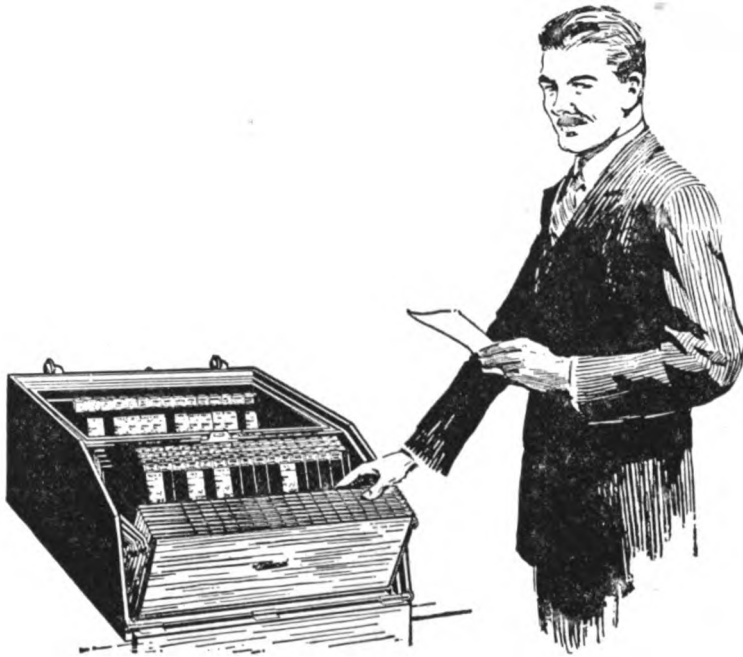
DISTRIBUTORS

Hoffman Hardware Co. Los Angeles, Cal.
 Holter Hardware Co. Spokane, Wash.
 Bornstein & Sons Seattle, Wash.
 Holter Hardware Co. Helena, Mont.
 The Tritch Hardware Co. Denver, Colo.
 Hendrie & Bolthoff Mfg. Co. Denver, Colo.
 Alexander & Lavenson San Francisco, Cal.
 Woodell-Hulse Electric Co. Los Angeles, Cal.
 E. W. Murray Ltg. Co. Spokane, Wash.
 Stubbs Electric Co. Portland, Ore.
 Salt Lake Hardware Co. Salt Lake City, Utah
 Schram & Ware Co. Seattle, Wash.
 Momsen, Dunnegan & Ryan El Paso, Texas
 Central Commerce Co. Kingman, Ariz.

H. J. GUTE & Co.

PACIFIC COAST
FACTORY REPRESENTATIVES

150 Post St. San Francisco
CALIFORNIA



The common-sense way of handling credit accounts

MERCHANTS in 182 different lines of business are using the N. C. R. Credit File.

These merchants have found that the file gives them the common-sense way of handling credit accounts.

It is a one-writing system. It eliminates book posting of accounts.

It keeps each day's credit business separate.

It prevents forgetting to charge goods sold on account.

It prevents neglecting to credit money paid on account.

It gives each charge customer a statement of account on every purchase.

It protects every credit record until it is paid in full.

It saves time, work, and worry. It stops leaks and saves profits.

Investigate this common-sense way of handling credit accounts

~~~~~FILL OUT THIS COUPON AND MAIL TODAY~~~~~

Dept. 25, The National Cash Register Company, Dayton, Ohio:

Please give me full particulars about the N. C. R. Credit File way of handling credit accounts.

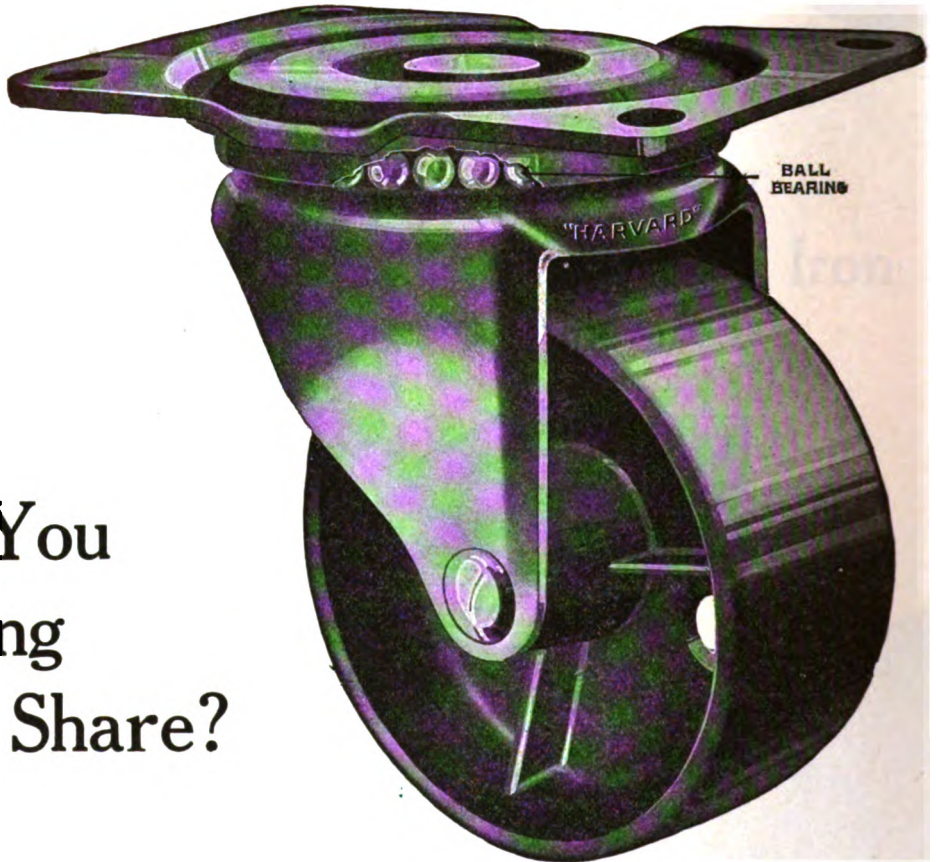
Name \_\_\_\_\_

Business \_\_\_\_\_

Address \_\_\_\_\_



# Are You Getting Your Share?



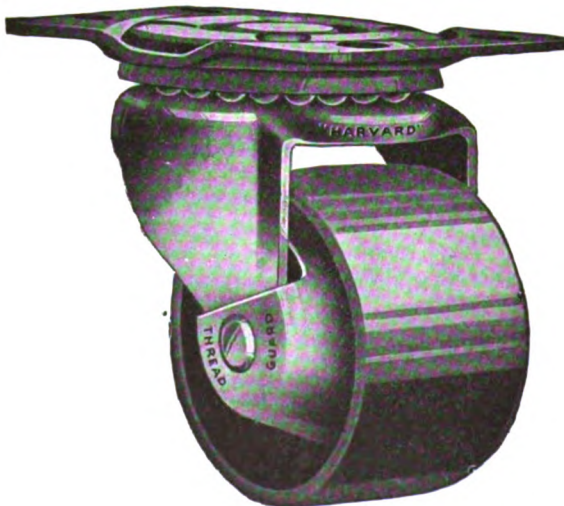
Hardware World Dealers all over the country are "cashing in" on the new "Harvard" Ball Bearing Truck Caster. Are you one of them or have you overlooked this opportunity to increase your sales?

The new "Harvard" Ball Bearing Truck Caster is constructed of extra heavy gauge steel. The axle is also made of extra heavy steel. The wheel is cast iron. This caster is much lighter than ordinary iron casters yet is practically indestructible. It is unequalled for strength and dur-

ability. The large 5-16 inch ball bearings make them easy running and turning.

Our new "Harvard" Ball Bearing Thread Guard Caster shown below has proved a big seller to shoe factories and mills where lint and threads from the floor are apt to twist around the wheels and prevent free action. Their big feature is the steel guard which prevents this and their 7-32 inch ball bearings.

Every Hardware World dealer should have our descriptive circular No. 105 H. W., showing our complete line. Write for one.



## The Bassick Company

General Offices  
Bridgeport, Conn.

The M. B. Schenck Co.  
Division

Universal Caster & Foundry  
Works Division

The Burns & Bassick Company Division  
Address all inquiries to Bridgeport, Conn.



# New Counter Display

## FOR DOMES of SILENCE

THIS new counter display will sell more slides for you than you have ever sold before.

Domes of Silence are made of case hardened steel, simple in construction and wear indefinitely.

Your customers know about these efficient little steel slides either through actual use or through our extensive national advertising.

**ORDER FROM YOUR JOBBER TO-DAY**

Special Assortment B 2 consisting of  $\frac{1}{4}$  gross each  
of the following fast selling sizes  $\frac{1}{8}$ "  $\frac{3}{4}$ "  $\frac{5}{8}$ "  $\frac{1}{2}$ "

Henry W. Peabody Co. :: :: 17 State St., New York

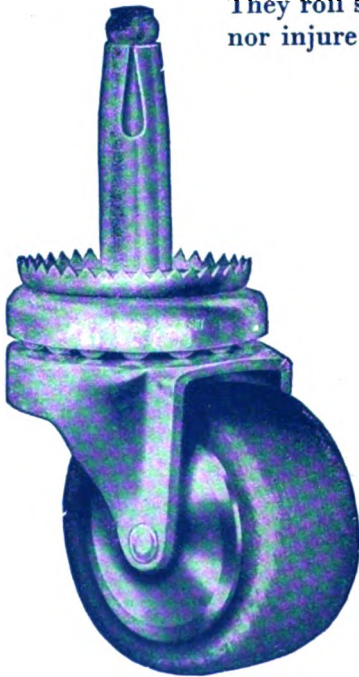


# FELTOLD

REGISTERED JULY 13th, 1919

The demand for the well-known *SCHENCK LINE* of CASTERS is *already created*. It is now only necessary to show them to sell them.

Because modern homes have polished or varnished hardwood floors, these Casters are made especially for hardwood floors. They roll silently—never leave the slightest mark nor injure the finest rugs or floor coverings.



"Feltoids" are the only Caster Wheels that are made with a hard body, yet with a soft silken tread.

The popular *Schenck Line* of "Feltoid" Casters is now made in all standard styles. They are so strong, so well constructed, so easy to put on and so easy "on everything" that customers prefer them to all other casters.

They not only sell readily and steadily, but they please everybody, help business and pay dealers a worth-while profit.

We have Specialized in Casters for 30 years.

Ask your Jobber to supply you. Write to us direct for Descriptive Circulars and Prices.

## THE BASSICK COMPANY

GENERAL OFFICES  
BRIDGEPORT, CONN.

ALSO MAKERS OF BALL BEARING FURNITURE, PIANO AND METALLIC BED CASTERS  
GEM FURNITURE CASTERS

SOLE MANUFACTURERS OF "FELTOLD" CASTERS

THE M. B. SCHENCK COMPANY  
DIVISION

UNIVERSAL CASTER & FOUNDRY WORKS  
DIVISION

THE BURNS & BASSICK COMPANY  
DIVISION

You can  
Suction Clean  
Your Rugs and Carpets  
Without Electricity  
Easily— at a low  
Price

One of the  
Many  
Advertisements  
—This One  
Appears  
in 8,500,000  
Copies

## BISSELL'S

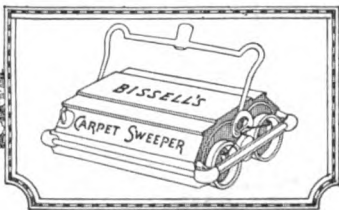
*New Lightweight*  
**Vacuum Sweepers**

is the answer. Greater suction power than the average electric, runs really easy, used like a carpet sweeper, lightened in weight and revolutionized with new mechanical principles, these new model vacuum sweepers are all satisfying to homes which are not wired or who count the cost

Don't let their familiar outward appearance mislead you. There is a surprise in store for you when your dealer puts the handle of one in your hand—when you see for yourself how it gets the dirt and how easy it runs.

Write us for full description; no solicitor will call. Prices \$9 to \$17.50; "Cyclo" Ball Bearing Carpet Sweepers in patterns ranging down from \$9. Prices depend upon style and locality.

**BISSELL CARPET SWEEPER CO.**  
*Oldest and Largest Sweeper Makers*  
GRAND RAPIDS, MICH.



**W**E know our New Lightweight Vacuum Sweepers are superlatively efficient. We know they are mighty easy running. We know there are millions of homes that would want one if they knew it, too. So we are telling about them to the readers of magazines circulating some 15,000,000 copies a month. And we will repeat the telling through 1920. Why don't you tell the people of your town that you have them?

**BISSELL CARPET SWEEPER CO.**

*Oldest and Largest Sweeper Makers*

New York City, 25 Warren St.

GRAND RAPIDS, MICH.



## *A Great Line to Handle*

It is in the test of hard daily use that aluminum ware has proved its merit for cooking purposes. For not only does aluminum endure heat, but it is a tough and durable metal which can take a lot of punishment otherwise.

In modern kitchens aluminum utensils are coming more and more into use. They do not chip nor crack, and because of their long life are an economical purchase.

VIKO, The Popular Aluminum, is a great line to handle. It includes every kitchen need, and has a big trade-appeal in its popular price. Viko utensils are staunchly constructed, too, and embody the latest improvements in design. For full information about Viko—

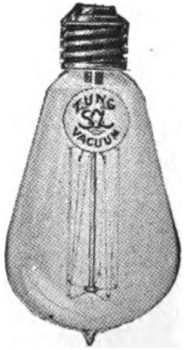
*Ask Your Jobber*

Aluminum Goods Manufacturing Company  
General Offices: Manitowoc, Wis., U. S. A.  
*Makers of Everything in Aluminum*

# VIKO

## The Popular Aluminum



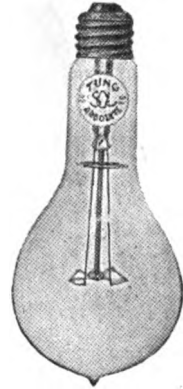


# TUNG-SOL

## Complete Lines

## ONE BRAND

# Tungsten and Nitrogen LAMPS



MANUFACTURED BY

## INDEPENDENT LAMP & WIRE CO., Inc.

Independent as the Name Implies

THE LAMP OF RECOGNIZED QUALITY

LAMPS ARE SOLD OUTRIGHT TO YOU

NO CONTRACT REQUIRED

A GUARANTEE GOES WITH EVERY TUNG-SOL LAMP

Pacific Coast Distributors

## The Panama Lamp & Commercial Company

595 Mission St., San Francisco

WRITE US, OR

The following jobbers who are distributors in their territory for Tung-Sol Lamps and carry a complete stock of all styles and sizes.

Western Metal & Supply Co.  
San Diego, Calif.

California Hardware Co.  
Los Angeles, Calif.

Union Hardware & Metal Co.  
Los Angeles, Calif.

Standard Woodenware Co.  
Los Angeles, Calif.

San Joaquin Grocery Co.  
Fresno, Calif.

Mangrum & Otter  
San Francisco, Calif.

Nathan-Dohrmann Co.  
All their branches

Thomson-Diggs Company  
Sacramento, Calif.

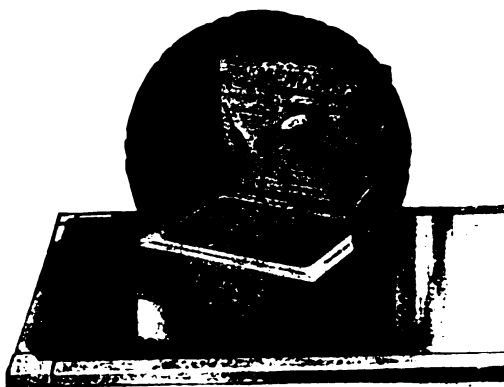
Stark-Davis Company  
Portland, Ore.

Whiton Hardware Co.  
Seattle, Wash.

E. W. Murray Lighting Co.  
Spokane, Wash.

Salt Lake Hardware Co.  
Salt Lake City, Utah

Reno Electrical Works  
Reno, Nev.



Wherever there are Pans and Kettles there is a ready sale for

**MENDETS**  
PATENT PATCH

*half million a week sold*

**M**ENDETS — patented patches that mend all leaks instantly in graniteware, aluminum, copper, tin and iron cooking utensils, washboilers, etc. Fit any angle. Stand severe heat. They require no heat, solder, cement, or rivet. They go on in a second and stay put.

The largest chain of stores in the country sells over twenty thousand packages of Mendets a week.

Many jobbers buy Mendets every few weeks in 25-gross lots.

Selling Mendets is big business for retailers and jobbers. It is also a satisfactory business.

Mendets appeal instantly to home-loving people. They are especially appropriate now, because of the widespread preaching and practice of economy.

This little retailing giant, MENDETS, is advertised in a big, broad newspaper campaign.

The Counter Carton is a Silent Salesman.

*Ask your Jobber. He sells Mendets, the genuine patch, or write us for the name of a nearby distributor.*

**COLLETTE MANUFACTURING CO.**  
Amsterdam, New York

## What's In a Name

Enough—plenty — **SUCCESS** in the **RIGHT ONE** properly applied. It's half the game, naturally, you don't get a good one with poor merchandise, unprincipled methods nor disregard for rendering distinctive and valuable service. Establish a meritorious name, it compares with a solidly laid rail system that has demonstrated "delivered" ability, preciseness and certainty, when the charges are fair the public uses the road over and over again, even if the cars are changed in color, the conductor's uniform from blue to gray or electricity replacing steam.



"Good Morning" (It's me they're talking about)

Evidence galore Brunswick Balke (Pool Table Mfgs.) undeniable success producing talking machines and automobile tires. Do you think the name helped any!

Heinz put over 57 and more varieties. We contend first one was hardest, name helped others along materially.

Chandler Motor Car Company identified with Cleveland Motor Car Company. Chandler a success, Cleveland unknown, BUT, public had sufficient confidence in connection that 25,000 Cleveland cars sold before one was shown.

Think of it, Standard Oil put over mild laxative (Nujol), really there is a contrast between Keroco Stove (Perfection) and body lubricant.

"WHERE DO I COME IN?" asks the above member of the Gem Brush family. **HERE AND NOW.**

"On and above the fact that **GEM BRUSHES** possess one hundred cents of utility for every dollar expended, pay legitimate wholesome profits to everyone handling them and guaranteed throughout, comes the burning truth that the name **GEM** connected with shaving things particularly, spells **SUCCESS** from every stand-point necessary and essential. **GEM BRUSHES** represent new car developed with all knowledge possessed up to 1920 and now placed on that solid Gem System, which is **BUTTING POWER**, they will ride forth with confidence of our trade to reach all points which is **ULTIMATE CONSUMER** via stations called **DEALERS**, through the transfer points called **JOBBERS**. Ring the bell and go ahead, you have the goods.

We all went to the top with Gem Razors and Blades because they are choked full of quality, usefulness and results, they survived and succeeded because **GEM** exceeded everything in its class, stepped into another one of its own, very true, that is going to continue, also prevail in **GEM BRUSHES**.

Their name is 50 per cent at least of their selling power. If we put lake water in bottle labeled Gem Hair Remover, large quantities would be sold, but, eventually get knocked off the market; nevertheless, we'd sell a lot of it. **GEM BRUSHES** not only will sell on account of name, but, be backed up in us with real quality and service.

**GEM BRUSHES** will be advertised in magazines and through other channels all year around.

Don't lose sight of the fact that **GEM BRUSHES** are in a class alone, **GEM BRUSHES** are manufactured to sell as cheaper than good brushes can be produced.

**GEM BRUSHES** is all knowledge of Brush Manufacturing experts thrown together, divided with essential factors and the results **GEM BRUSHES**.

(Signed) **THE GEM SAFETY RAZOR CORPORATION.**

**Order From Your Jobber Now**



The complete, compact, distinctive line in handy household cans—full-size, full-measure. **RETAILS 25 CENTS**—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

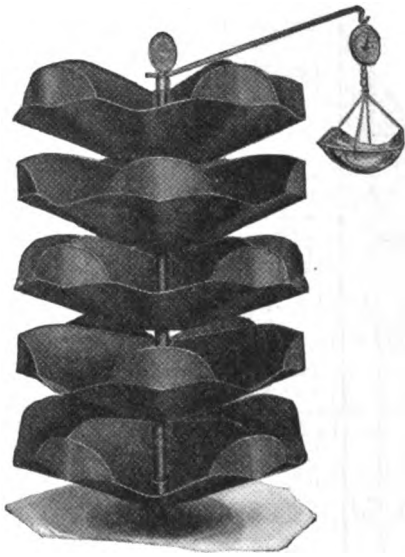
Dealer's Assortment (30 Doz.) ..... \$54.00  
Jobber's Assortment (12 Doz.) ..... 21.00  
Open Stock, all colors, per gross ..... 21.00

2% Freight allowance, F.O.B., N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

**MARTIN PAINT MFG. CO.**

169-173 Second Ave., BROOKLYN—NEW YORK  
Townley Metal & Hdwe. Co., Kansas City, Mo.  
Pacific Wooden Ware & Paper Co., Oakland, Cal.



## Steel "ECLIPSE" Revolving Sectional Ball Bearing NAIL BINS, BOLT CASES Screw Cases, Display Stands

### IMPROVED "ECLIPSE" NAIL BIN, No. 25

3 sizes, 3-4-5 sections, 5 compartments to section.

3 sizes 3-4-5 sections, 10 compartments to section, holds half quantity as 5 compartment.

The "ECLIPSE" NAIL BIN eliminates waste of time, labor and money. The bins are constructed of 20 gauge sheet steel, hand riveted. Each compartment holds better than 100 lbs.; each section 500 lbs.; largest bins, 2500 lbs.; all bins 48" in diameter.

The "ECLIPSE" BOLT CASE. These are made open or enclosed; sections are constructed of steel hand riveted. The No. 70—120 different sizes. Each compartment is 7x12x6 inches.

"ECLIPSE" PRODUCTS easily pay their way in any store.

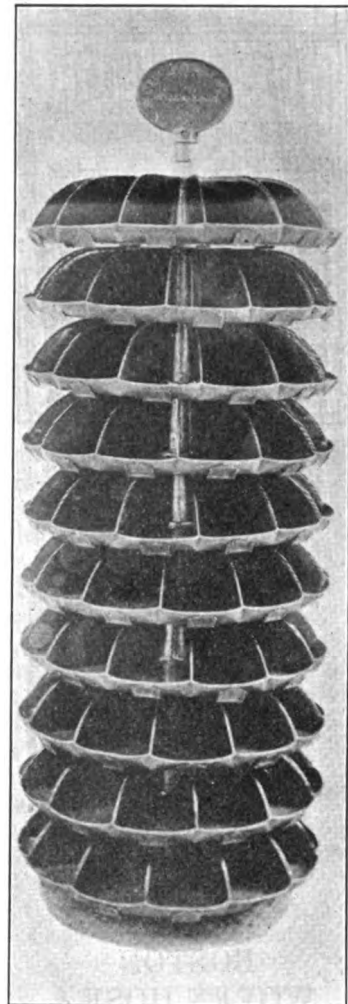
More than 7000 American stores now equipped.

Handled by leading jobbers.

MANUFACTURED BY

**THE WELLSTON MANUFACTURING  
COMPANY**

WELLSTON, OHIO, U. S. A.



**WESTERN BRANCH**

**L. R. SMITH, Representative**

**112 Market Street**

**San Francisco, California**



*The live hardware  
dealer says:*

## “I Am All Ready

“My, how these GOOD LUCK rings do go out when the season gets started! From the time the first asparagus is ready down to the last hard winter pears the women in our town can and **can** and **CAN**.

*Good Luck Jar Rings  
are made by*

**BOSTON  
WOVEN HOSE &  
RUBBER CO.**

*Cambridge, Mass.*

The largest manufactur-  
ers of jar rubbers in the  
world.

“They know how to get ahead of old H. C. L., all right.

“Some years I have fallen short on GOOD LUCK rings about peach time, but I have had my lesson and from now on I’ll order enough to see me through.”

# Hardware World

(Copyright 1920 by the HARDWARE WORLD. All rights reserved.)

Volume XV

MAY :: 1920

Number 5

## RE-SALE PRICE FIXING

Clark McKercher, counsel for the American Hardware Manufacturers Association, shows that refusal to sell is legal, but agreement to maintain is unlawful.

The U. S. Supreme Court has just handed down a decision holding that formal contracts by which the manufacturer agrees with his purchaser that the latter shall maintain a fixed resale price dictated by the manufacturer, are violations of law. On the same day, the Circuit Court of Appeals in New York rendered a decision to the effect that where a manufacturer refused to sell to a dealer for the reason that the latter did not maintain a proper re-sale price, there occurred no violation of Section 5, known as the "Unfair Practice Section" of the Federal Trade Commission Act. The net result, then, of this litigation, about which so much has been written, is the following:

1. It has been held by the U. S. Supreme Court in the Colgate case that the refusal by the manufacturer to sell to a price cutter or to any person not maintaining a proper re-sale price does not accomplish any violation of the Sherman Act.

2. It has been held by the Circuit Court of Appeals in the Goodyear case, that a refusal to sell for a similar reason is not in violation of the Clayton Act.

3. It has been held by the Circuit Court of Appeals that it is not unfair practice under the Federal Trade Commission Act to refuse to sell under these conditions.

4. Notwithstanding the fact that no violation of law under any of these acts is found in the operation whereby a manufacturer refuses to sell his product, the United States Supreme Court holds that where both parties enter into a formal agreement to maintain the price, a violation of the law occurs.

New patrons are like new babies—it costs a lot to get them and we should spare no pains to nurse them well, so that they may grow to be strong men and women in the household of your store.

## NOT HIS JOB

"I'm not supposed to do that," said he,  
When an extra task he chanced to see,  
"That's not my job, and it's not my care,  
So I'll pass it by and leave it there."  
And the boss that gave him his weekly pay  
Lost more than his wages on him that day.

"I'm not supposed to do that," he said;  
"That duty belongs to Jim or Fred."  
So a little task that was in his way  
That he could have handled without delay,  
Was left unfinished; the way was paved  
For a heavy loss that he could have saved.

And time went on and he kept his place,  
But he never altered his easy pace,  
And folks remarked on how well he knew  
The line of tasks he was hired to do.  
For never once was he known to turn  
His hand to things not of his concern.

But there in his foolish rut he stayed,  
And for all he did he was fairly paid,  
But he never was worth a dollar more  
Then he got for his toil when the week was o'er;  
For he knew too well when his work was  
through,  
And he'd done all he was hired to do.

If you want to grow in this world, young man,  
You must do every day all the work you can.  
If you find a task, though it's not your bit,  
And it should be done, take care of it;  
And you'll never conquer or rise if you  
Do only the things you're supposed to do.

You would find more folks starting the morning fires with late editions of big, bulky mail order catalogs if the business men of the nation adopted a more liberal policy embracing the use of their newspapers for advertising purposes. The mail order cockleburrs of the business world are choking the life out of many business districts simply because they are not eradicated, root and branch, by the judicious use of printer's ink.



## ROTARY CODE OF ETHICS FOR ALL MEN OF BUSINESS

My business standards shall have in them a note of sympathy for our common humanity. My business dealings, ambitions and relations shall always cause me to take into consideration my highest duties as a member of society. In every position in business life, in every responsibility that comes before me, my chief thought shall be to fill that responsibility and discharge that duty so when I have ended each of them I shall have lifted the level of human ideals and achievements a little higher than I found it. In view of this fundamental in a code of trade ethics for International Rotary are the following principles:

1. To consider my vocation worthy, and as affording me distinct opportunity to serve society.

2. To improve myself, increase my efficiency and enlarge my service, and by so doing attest my faith in the fundamental principle of Rotary that he profits most who serves best.

3. To realize that I am a business man and ambitious to succeed; but that I am first an ethical man, and wish no success that is not founded on the highest justice and morality.

4. To hold that the exchange of my goods, my service and my ideas for profit is legitimate and ethical, provided that all parties in the exchange are benefited thereby.

5. To use my best endeavors to elevate the standards of the vocation in which I am engaged, and so to conduct my affairs that others in my vocation may find it wise, profitable and conducive to happiness to emulate my example.

6. To conduct my business in such a manner that I may give a perfect service equal to or even better than my competitor, and when in doubt, to give added service beyond the strict measure of debt or obligation.

7. To understand that one of the greatest assets of a professional or of a business man is his friends, and that any advantage gained by reason of friendship is eminently ethical and proper.

8. To hold that true friends demand nothing of one another, and that any abuse of the confidences of friendship for profit is foreign to the spirit of Rotary, and in violation of its Code of Ethics.

9. To consider no personal success legitimate or ethical which is secured by taking unfair advantage of certain opportunities in the social order that are absolutely denied others, nor will I take advantage of opportunities to achieve material success that others will not take because of the questionable morality involved.

10. To be not more obligated to a brother Rotarian than I am to every other man in human society; because the genius of Rotary is not in its compensation but in its co-operation;

for provincialism can never have a place in an institution like Rotary, and Rotarians assert that human rights are not confined to Rotary Clubs, but are as deep and as broad as the race itself; and for these high purposes does Rotary exist to educate all men and all institutions.

11. Finally, believing in the universality of the Golden Rule—All things whatsoever ye would that men should do unto you, do ye even so unto them—we contend that society best holds together when equal opportunity is accorded all men in the natural resources of this planet.

## WHAT DOES YOUR CUSTOMER SAY WHEN YOU ARE NOT PRESENT?

All is not steel that shines, neither is it all velvet when you handle shoddy goods. Business is not always what it seems; the hardware man with the largest diamonds does not always have the best reputation.

Get a reputation for handling the best makes of goods—no guessing, hemming or hawing when a patron says: "How about the quality?" If you are not posted, get posted before the moon—or your patron—changes.

True, the old proverb says, "When ignorance is bliss, 'tis folly to be wise," but when some good old patron goes home to nurse a flabby purse and an unsatisfactory tool, and quotes old proverbs to himself, such as, "A fool and his money are soon parted," he is simply harnessing up all those vagrant thoughts for a trip to the store of your competitor.

By the way, it makes a mighty big difference, the things that a patron says to himself when he comes to put his purchases to the test—he is putting you to the test just then; your buying sense, common sense, patron sense. Listen: "Mighty good tool that! Pays to stick to Smith! Knows a good tool! Has buying sense! You get your money's worth!" But when a patron says, indignantly: "Well, I'll through with Smith! Always get stung there!" it is time for Smith to take an inventory of himself and see what is lacking.

The man who invents an instrument which will record all the afterward words of hardware patrons will soon be richer than a Croesus. What the patrons say, and why they say it. Barnum said that the American public liked to be humbugged—possibly they did in his day but that generation is now under the sod and a new generation has arisen that knows not Barnum; a generation which says, "Brace up, and give us a square deal. Do business on the square! Not a bit of humbuggery for us!"

In these days of high prices folk of horse sense call out for the best, and say, "Nay, nay!" to the lure of inferior goods. In other words, we might say that patrons with horse sense purchase articles that are both staple and stable.

**"YES-ING" THE BOSS!****A Too-Common Practice That Doesn't Pay**

"Yes-ing" the boss is a great indoor sport—agreeing with him in everything that he proposes or suggests, says Clifford A. Sloan in *Forbes*.

"Two weeks ago, on a train from Chicago, I met a man of big business, a vice president of a big corporation, and he told me that his hardest job was to get men who were big enough, who had back-bone enough, to disagree with the boss, men who had opinions of their own and ideas of their own, and who were not afraid to express these opinions and ideas.

There are two classes of men who yes the boss.

The first is the peanut-brained individual who never did and never will have an original idea. All he can say is: "Yes." He is the original specimen of Mary's little lamb. He is a good follower. He gets in at eight-thirty and takes his hour for lunch, even though he has to stand outside the office door for fifteen minutes. He quits on the stroke of five as religiously as the cock crows at dawn. He is necessary to every organization because there is always routine work to do and he can do it.

The second is the chap who has ideas of his own and plans of his own but who is so spineless that he does not dare to suggest them. The boss makes a suggestion for handling a certain piece of work, and this chap knows that his own plan is better, for that work lies in his department, and he is more familiar with the details of that department than is the boss. But water runs through his veins, and he mumbles a "yes." He is on the third rung of the ladder above the fellow described in the preceding paragraph; but he stays there.

He dare not proceed farther for fear it wouldn't win the approval of the boss.

Then there are two classes of men who don't yes the boss.

The first is the pin-headed fellow who is so petty and so small that he can't see value in any suggestion unless it be his own. He argues and argues over every miserable little detail and when the question is decided against him he continues to bring up some petty objection. The boss keeps this chap around because pin-head has ideas and is not afraid to suggest them, and the boss hopes that some day the narrow mind will become broader.

The second who does not yes the boss is the chap who has ideas, who is not afraid to suggest them, but who is big enough to admit that the other fellow's plan is better and then to get behind the big idea. He brings up every point that favors his plan, but also weighs carefully every detail of other suggestions. He judges by the standard of what is best for the business, what is best for all concerned, regardless of whose plan or whose suggestion may be under consideration.

If you've an idea to offer, a plan to suggest whereby this or that work can be done more effectively, offer it! The boss cannot know the detail work of every department and of every desk. He wants you to study your work, to improve it, no matter how unimportant your job may seem to you. He wants ideas from you. But if a better plan than yours is suggested, be broad-minded, admit it and get behind the big idea.

Failure to make suggestions is not helping the boss. Agreeing with him in everything he suggests is not helping him.

Nor is it grooming yourself for a bigger job and bigger responsibilities.

**THE BOOKS YOU USED TO READ**

Did you ever look over the bookcase and pick out again the books that once you read? Perhaps you had to read them once. Some day a long time ago, they may have been a part of your English literature course in high school, or was it in college? At any rate, time, say twenty years, has made them take on new luster. I have just found, in reading again Oliver Wendell Holmes "The Autocrat of the Breakfast Table," more pleasure than I ever discovered in it when the instructor used to say, "For tomorrow the next seventy-five pages."

One thing was the poem "The Chambered Nautilus." Who could pass by a gem so rare?

And in another place the dear Doctor says something which makes us feel that all new things are only those which have been forgotten and seem new when repeated. Here are his own words:

"You don't suppose that my remarks are like so many postage stamps, do you—each to be only once uttered? If you do, you are mistaken. He must be a poor creature that does not often repeat himself. Imagine the author of the excellent piece of advice, 'Know thyself,' never alluding to that sentiment again during the course of a protracted existence!

**Truths Are Tools to Use Freely**

"Why, the truths a man carries about with him are his tools; and do you think a carpenter is bound to use the same plane but once to smooth a knotty board with, or to hang up his hammer after it has driven its first nail?

"I shall never repeat a conversation, but an idea, often. I shall use the same types when I like, but not commonly the same stereotypes. A thought is often original, though you have uttered it a hundred times. It has come to you over a new route, by a new and express train of associations."

The man who is always on the square; who never chisels a patron, nor bolts a hard job, has some of the earmarks of a traveler on the Road to Salesmanship Success.

## YOU HAVE A DUTY TO PERFORM

"Reduced to its simplest form, Bolshevism is merely a lazy man's envy of the prosperity of a hustler."

Our Republic is going through an era which is bound to prove a crisis in national and world history. We have faith that the strong, sane, sound element which brought forth the principles of democracy, still exists and in the end will triumph over those restless spirits who advocate disorder and the disintegration of the moral forces of the country.

It would indeed be a sad day if Bolshevism got the upper hand. All we have to do is to look at Russia, its starving millions, its disorganized business, and the wreck and ruin of its industries.

Americans are typically a good-natured, mind-our-own-business sort of people. We are not easily aroused, and we go on and on permitting a small situation to grow, until we suddenly awaken to the fact that we must take hold with a strong hand. It is not until then that we really bestir ourselves; but when we do, there is sure to be something doing, and that too, in a far-reaching and thorough manner, which leaves no doubt as to where we stand.

Bolshevism must be stamped out, and the business men of the country must stand shoulder to shoulder, regardless of what line they may represent, not only to put it down in the communities in which they live, but to create public sentiment against it, and to back the government to the end of stamping out this Red menace. We read of conditions in other communities and shudder at them, without perhaps realizing that we have similar situations in our own midst.

### Need Greater Than Ever

A speaker recently made the remark that the war had taken the "prod" out of production. But has it? Is not the world's need greater than ever before? And is not a great world-need a prod which no individual or community with a conscience can ignore?

It is all very well to contemplate cutting down our working hours to a minimum—some are even advocating making it four. In the face of such absurd contentions, is it any wonder that production is reduced, and the cost of everything continues to soar?

### High Cost of Leisure

Someone recently said: "One of the old ideas of the republic was that the limit of striving for success was the limit of capacity and endurance. The real evil which we are confronting today is the high cost of leisure . . .

"I only beg the thoughtful consideration of younger men who have the good of the republic at heart, seriously to consider the problem, as to whether the only way in which to meet the increasing difficulties of American life is not

by additional striving to produce more, to earn more, to economize more, and to save more.

If we would all follow these thoughts, there would be no time and no need for Bolshevism. Business would thrive, the people would have money to spend and to save, and thrift and prosperity would characterize the times.

Yes, we are facing a crisis, and unless we meet it with courage, and teach our young people and younger business men the truth of the situation and what faces them in the future if they do not rise to the emergency and put self-indulgence under their feet, and exercise the patriotism of self-sacrifice and effort, we who are in the front line trenches today will not have done our full duty.

When it was necessary to put over the Liberty Loans, public speakers, business men and private individuals gave freely of time, strength and labor, and the Liberty Loans were a success. Equally important at the present time is the birth and the nurture of the Great Idea—the idea that patriotism calls for work, and our country needs our patriotism now as never before.

The man who said, "Give me, I pray thee, a great thought that I may quicken myself with it," was a keen psychologist. He knew that Great Ideas are the motivating power necessary to stir large bodies of people, and unless we unify our efforts and crystallize the essence of them into a Great Idea, which we, the far-seeing, shall trumpet to the people, they will not catch the vision, and "Without vision, the people perish."

### Make a Friend of the Difficult Customer

In business life today, we are often meeting the customer with the Bolshevik mind. Some of them are native born Americans to our surprise. Here is a good maxim to lay down: "It is always worth-while to make a friend of the difficult customer."

This is one of the finest kinds of Americanization work which you and I can do. We can win, but we cannot force, and sometimes Americanization work is needed among our own people. Let us not forget that every time we do our work well that we have sent out a missionary of the strongest kind, to preach true Americanization to others who may be infected with the germ of Bolshevism.

Measure up to your opportunity. Do your bit. The war at home is yet to be won. "Carry on!"

The chemical student had "mistook" sulphuric acid for water, and these are the lines placed on his tombstone by his fellow students:

Here lies William Johnson  
Now he is no more.  
What he thought was H<sub>2</sub>O  
Was H<sub>2</sub> S O<sub>4</sub>.

## CAN YOU RECOGNIZE GOOD CUTLERY?

Buying good pocket knives or razors is an art known only to few. Even the experienced cutlery-buyer is taken in occasionally. The outward appearance of a highly polished steel blade, made of best steel, differs little from that of one made of lower grade steel to the eye of the not initiated. There is an old rule that the better the polish the better also the blade. Not only does the lower grade steel not take as fine a polish as the high grade article, but it would not pay the makers to expend upon inferior steel all the work and time that is required to give the blade the fine polish associated only with the best products of cutlery making.

Good steel is not only hard, but it has also an energy of its own. There are knives that will literally cut an iron nail but nothing else, because they cannot be ground sufficiently fine as to let the blade pass through the material. The cutting ability of a pocket knife, a razor or a pair of shears is derived from the fineness of the edge. A fine edge can be produced only of steel that is full of life and springiness, because the blade must not cut only but must be able to select the most suitable spot for entering the material. A high class razor cuts the beard without bending the finest hair, an inferior razor pulls the hair before cutting it, hence the unpleasantness connected with its use.

High class steel has a voice of its own. The finest tuning forks of olden days were made of the best steel possible. So the blade of a knife will speak to you when you are able to understand its voice. Touch it slightly with your nail and listen to the sound, there is a vast difference in the voice of different blades.

## THE MENACE OF ORGANIZED LABOR'S POLITICAL PROGRAM

An organization was formed in St. Louis, March 1, to combat Mr. Gompers' policy of defeating through organized labor at the next primaries and elections all aspirants or nominees for political office who do not subscribe to the tenets of the American Federation of Labor.

The new organization is called the Commercial Federation of America, and Harry M. Holdman of Los Angeles is the organizing chairman.

The importance of this movement to check class control of municipal, state and federal officials is made apparent by the shrewd tactics and practical methods that will be used by Mr. Gompers.

Socialism is the sole movement today that attempts to advance its ideas through a party.

Just as success attended other movements, such as anti-slavery, anti-liquor, etc., by non-partisan effort, just so may we look for a great measure of success through the similar tactics adopted by the officials of the Federation of Labor unless a strong effort is made to counteract it.

## AN EASY WAY TO TURN AWAY WOMEN

A neat appearing little woman, with a shopping bag in her hand, stopped before an outlying hardware store. "What a dirty place this is," she said to her companion. "I believe I will take the car and go down town."

A dirty place! If the good gentleman inside the store had heard that remark no doubt he would have been not only surprised, but extremely indignant. "His hardware store a dirty place!" To the masculine eye, looking for sundry hardware articles—nails, screws, ropes, tools, etc.—it was an ordinary hardware store. He would have seen nothing wrong with it. To the little woman, fresh from her immaculate kitchen, for which she was seeking further embellishments, it was hopeless.

That hardware dealer had a good, well assorted stock. But his window display of household utensils was dirty. There was no other word for them. In fact the whole window looked as though it had never been changed since the store was established. The paper on the floor and the shelving was full of fly specks, the glasses were foggy, the porcelain and enamel ware were dusty. There wasn't a glimmer or a glisten about the whole thing.

Further down town in one of the large hardware stores of the city a window trimmer was busy in the window, putting in a fresh display for the day. He had a broom and a duster beside him. When he finished he would have a display to please even the most fastidious housekeeper. The little woman was on her way down town. Did she stop here? We will let our readers answer that question, but we are going to be frank enough to say, "We hope she did."

## LINCOLN ON BOLSHEVISM

The following is taken from an address by President Lincoln to a committee of workingmen:

"The strongest bond of human sympathy, outside of the family relation, should be the one uniting all working people of all nations and tongues, and kindreds. Nor should this lead to a war upon property, or the owners of property. Property is the fruit of labor; property is desirable; is a positive good in the world. That some should be rich shows that others may become rich, and hence is just encouragement to industry and enterprise.

"Let not him who is houseless pull down the house of another, but let him work diligently and build one for himself, thus by example assuring that his own shall be safe from violence when built."

We do many things just to prove to people that we can—like the small boy who would fool his companions and yet who deceives no one but himself.

# STATUS OF A BUSINESS MAN WHOSE FINANCIAL STANDING IS MISREPRESENTED BY A MERCANTILE AGENCY

(Copyright by Elton J. Buckley)

Since every business man has or should have a commercial rating, I am assuming that everybody will be interested in the discussion of the case submitted to me in the following letter:

\_\_\_\_\_, Maryland.

I have been in business at the above address for several years, and always believed I had good credit and a good mercantile rating. I use the service of the \_\_\_\_\_ Agency, though formerly I used that of the \_\_\_\_\_ Agency. Naturally since I dropped the \_\_\_\_\_ service, I have not seen their rating books recently, and was horrified to find the other day that they were giving me a rating of only third credit and no capital whatever. The \_\_\_\_\_ Agency, whose service I am now taking, gives me a rating of \$75,000 to \$100,000, No. 1 credit. This is not too high, as I can show by a statement at any time.

The \_\_\_\_\_ Agency formerly gave me a much better rating than now and nothing has occurred to rob me of it, except that I have stopped their service. Have they a right to blackball me in that way? I have written to them, but have received no reply. I do not remember what my rating formerly was with the \_\_\_\_\_ people, but it was much better than now. The rating they give me now (no capital and third-rate credit) is much worse than I deserve, and I am afraid it will injure my credit, though it has not had that effect as yet, so far as I can tell. I desire, however, to stand well in both books, and desire you to tell me whether I have any redress.

C. W.

The question is, therefore: Can a business man compel a mercantile agency to give him as good a commercial rating as he deserves? The answer is no, but he can compel it to give him either as good a report as he deserves, or give him none. A mercantile agency cannot be compelled to give anybody a rating, but if it does give him one it can be compelled to make it truthful.

Naturally, there is a rather wide field for discretion in such cases. For instance, suppose a merchant shows net assets aggregating \$20,000; that is, aggregating that sum on paper. This statement is furnished a mercantile agency as a basis for credit. An agency is perfectly within its legal rights if it forms an honest opinion that the assets aren't worth the owner's idea of them, and therefore rates him at \$10,000 to \$15,000. He has no redress in such a case.

But there is a point beyond which discretion cannot go. Take the question of credit. If a merchant always pays promptly, and everybody with whom he deals says so, a mercantile agency could not legally give him second or third credit, and if it does he can sue for libel.

And on the question of capital, if a merchant actually has \$15,000 of net cash invested in his business, no mercantile agency could legally rate him as having no capital.

If the writer of the above letter can show a capital of anything like \$75,000 or \$100,000, and a good credit record, he has a perfectly good action against the agency which rated him no

capital and third credit. And if he can show that the only reason for such a rating was the fact that he had stopped using the agency's service, the court will instruct the jury that tries the case that it is their duty to make the damage verdict so high as to punish the agency for what it did.

What is the offense of the mercantile agency which did such a thing? Libel. The following, which is right on the point, is from a leading case:

A publication which imputes an unwillingness or refusal to pay just debts is libellous per se, as tending to destroy the party's reputation for integrity and fair dealing. So it is generally held libellous per se to publish or cause to be published one's name as a delinquent debtor or as one unworthy of financial credit.

A mercantile agency, being in a sense a public utility, is allowed a certain amount of latitude in these cases, provided it acts in good faith. This is called privilege. Privilege does not extend, however, to cases where an agency publishes a man's rating in a book for general circulation. It applies only to cases where a subscriber of the agency asks confidentially for credit information about somebody, and is given it confidentially.

Where an agency adversely misrepresents a man's financial standing, he can recover damages from it, even if he cannot show that he sustained any. The law allows him to collect some damages on the theory that some damages are certain to follow such a misrepresentation.

## YOUR STOREFRONT AN INDEX TO YOUR METHODS

### Dead Spots in Your Electric Sign

It ought not to be necessary to suggest to a hardware dealer that he should exercise some degree of care over his electric sign. Not long ago we noticed a sign in front of a store whose owner we will say bore the name of "Johnson." Night after night, as his customers passed his place of business on the car, they noticed that at least two letters of his sign were dark, because the little bulbs back of them were dead. Somehow or other the sight of that defective sign made them believe subconsciously that this particular store was careless in its details.

See to it that your electric sign is doing its full duty as a publicity agent, working at night! See to it that every letter is doing its full duty, and so earning its way. Perhaps it would do you good, once in a while, to disinterestedly see your store front as others see it. Note how attractive or otherwise it has been made by your employees for the view of the people "that pass in the night."

Let's use our own best judgment, even if we have to curtail our personal expenditures. In the end, people will respect us the more for the independence and honesty which we have exercised.



## HOW ABOUT YOUR SALARY, MR. OWNER-MANAGER?

### Do You Confuse Your Profit With the Salary You Ought to Get?

How much salary do you draw, Mr. Retail Hardware Store Manager and Owner?

We don't want to be impertinent. The question was asked only to get you to look at something in a new light.

Have you ever confused the "profit" that accrues from your whole business with the "salary" which is due you as manager and capitalist?

Certainly you're a capitalist; your money is invested in a business. And your money should pay you more than 3 per cent or you might as well put it in a savings bank where this per cent will be a sure thing.

But about that position on your own pay roll. Do you realize that as manager, with all the care, responsibility and liability you are the most valuable man on the premises? Therefore, you should be paid the highest salary.

Too frequently, managers who are also owners count the "profit" on sales as sufficient recompense for their energies. But if those expenses counted as "overhead" eat up most of this "profit," the head of the firm loses out.

If an owner-manager is worthy of his hire, wouldn't it pay him to get on some one else's payroll, rather than give his services gratis and depend on chance for pay from his own establishment?

If a man didn't run his own business he'd have to hire a manager and pay him what was necessary.

In this case, his salary would be considered a part of the overhead. And the customers have to pay overhead expenses in legitimate prices.

In a small business where the manager takes over some of the duties of a clerk he should figure his wages as a clerk for the number of hours a day he puts in as manager.

On top of this comes profit.

Other items which belong in the overhead and which eat into profits, unless taken into account, are: Rent, light, heat, telephone, salaries of office help, drivers, etc., advertising, postage, printing, carfares, drayage, insurance (public liability, compensation, automobile, fire), bad debts, trade memberships, taxes, depreciation on material, and all regular expenses.

In other words, Mr. Owner-and-Manager, are your customers paying a legitimate price for your services, or are you paying your customers for buying from you?

Some figuring that will show up expenses in their proper places may account for losses which seemed inexplicable.

An air of prosperity is frequently followed by a full breeze.

## THE MISSIONARY OF TRADE

The salesman is a necessary factor in every successful business. Especially is this true of the salesman who goes out from his headquarters to call on the public.

You may not think so at once, but if you stop to consider the salesman's place in our domestic economy, it may give you another thought.

In large measure, the prosperity of the country depends upon the men who sell goods.

Many a factory or business house would come to a standstill if it did not send representatives into the field to tell the public of the merits of its merchandise.

The salesman is the pioneer in business, the missionary of trade, the advance agent of prosperity.

When he calls on you, give him a minute or two, that he may tell his story. What he has to say may prove to be of great value. You have all to gain and nothing to lose by listening to him for a moment.

The salesman's life is not an easy one. He is seeking to make his living. Wife and children are dependent upon him. He is engaged in an honest and honorable calling.

Don't give him the cold shoulder. He is the door-opener for trade. He can help you. Let him show you how.

If he succeeds, you profit. If he fails, you lose nothing.

Many a man who began with selling has become the master of a big business. Selling taught him the gift of merchandising successfully. Welcome him who may teach you things you ought to know.

It is a free education for you. He pays for it, not you.

## HOW TO EQUALIZE TEMPERATURE IN YOUR STORE

The temperature of a heated room is several degrees warmer at the ceiling than at the floor.

To equalize the temperature, it is necessary for the air to be in circulation. This may be accomplished with an electric fan, but, to prevent any unnecessary drafts, the blast from the fan should be confined.

As the air must be driven from the floor to the ceiling, place the fan in one corner of the room in such a position that it will drive the air upwards.

To keep the air confined, make a cardboard tube about 6 inches in diameter to carry the air up and across the ceiling to the opposite corner of the room.

This will take the cold air from the floor and force it out at the ceiling level.

Naturally the air currents are forced from a lower to a higher level, thus equalizing the temperature.

The correct temperature of a building is 68 degrees.

# Your Friends Make Your Business

**Your Friends Are Either an Asset or a Liability.  
You Alone Can Decide Which. A Lesson for  
Merchants in Small Towns as Well as Large Ones**

**Y**OU will never hear it said of a dealer, "He has a big business, but no friends."

Nor will you hear it said, "He has many friends, but no business."

Every dealer does business with his friends.

No human trait affecting merchandising is more pronounced than that which leads a buyer to give first consideration to the sales efforts of the dealer who is his friend.

Friendship being such an important element in the success of your business, it follows that to cultivate that friendship, you should take the initiative in bringing it about, and should not stick to the store and rely upon people to come in to see you and you make no effort to interview them at their places of business.

The extent of your friendship is determined largely by the extent of your acquaintanceship and the number of times you meet your acquaintances.

## You Must First Have Prospects

A certain number will come to your store unsolicited—but you can't in this way become thoroughly acquainted with all of their needs and problems, as you can by going out to see them. And, mark you this: A man may be ever so good a salesman, he may know all there is to be known about the line of goods he has for sale, and may be capable of giving strong, convincing sales talks on those goods—but unless he has the prospects to talk to, it merits him nothing. The lone inhabitant of a desert isle may be the best salesman in the world—but he won't sell goods.

## Cultivate Friends

A dealer may have the best goods in the world and closely adhere to all of the "business rules" governing a well-conducted store, yet he will fail to match the results of a competitor who adds to good goods and close attention to business details an intensive cultivation of personal friendship out among the people who need what he has to sell.

A dealer with the best of goods, a good store system, real friends in the farm homes out along the highways, and a system for keeping wide personal friendship, simply is bound to make a success of his business.

Consider for a minute the difference in their relation to your business between some one in your territory whom you know intimately and some other with whom you are not even acquainted.

The one whom you know intimately feels at home whenever he comes to your store.

The consciousness that he would feel at home is one of the reasons why he decides to

come to your store instead of going where he isn't so well acquainted.

He feels free to investigate thoroughly the article in which he is interested.

Because he knows you, understands your personality, and has, in you and in what you tell him, the confidence that friendship produces, he is more ready to have confidence in the article than he otherwise would have.

When the one, whom you do not know, comes into your store, he may have suspicions where suspicions are utterly groundless. He may have had unpleasant experiences with other dealers. So far as he knows, you are no better than they. Unless he is mighty well acquainted with the line of goods you carry, he is likely to assume a fault-finding, "show-me" attitude. From the outset, unless extraordinary salesmanship or good luck helps you, there is a natural gulf between you and that prospect—a gulf that doesn't exist when a friend in need of an implement meets a friend who can furnish him with the implement.

It isn't hard for a dealer with a friendly disposition and a good line of goods to make many friends. Given these two elements, the process is a natural one. It can be a very slow process, developed according to the number of visits that people make to your store, or it can be a rapid process, developed according to the number of visits that you make out among the farmers. There isn't any question but that the latter method is the best.

Every dealer should make it a point to call upon his farmer customers and all of the other farmers in his community who should be his customers.

First of all, the object of your visits should be to increase or begin friendly relations.

Even a trip that locates no immediate prospect or results in no direct sale is profitable when friendly relations are increased.

You will find on practically every trip, however, plenty of opportunities for paving the way directly to more business for your store.

You can find out what the farmer is going to need within the next six months, and you can get a signed order for these in many cases, subject to whatever conditions are necessary to protect both the dealer and the farmer.

You can get a list of every article on the farmer's place—the kind, the make, the number of years the article has been in use, and about when it should be replaced. You can find out what kind of crops the farmer is figuring on raising the next season.

When this information is gotten together, you will know in advance whether or not a farmer will have enough tools or implements

to take care of the crop he is going to plant if the season is good. If the hay crop promises well, you can tell whether the farmer will need another mower, rake, hay loader, or some other hay tool, and so on down the line.

Knowing the conditions which the farmer has to meet, the dealer can call attention to special labor-saving implements which the farmer can use to advantage in meeting those conditions.

He can locate prospects about whose existence he might not have known in time had he not made the trip. Many of these prospects he can close before he returns to his store. Always he can take back with him a live list of prospects for subsequent salesmanship.

By progressive work of this kind—by repeating visits, by close attention to prospects located, and by cultivation of friendships with the farmers—any dealer can get a larger percentage of trade in his territory.

Many dealers send out letters to their farmer customers from time to time, explaining the merits of the lines they have to sell and also inviting the farmer to call at their places of business and inspect their goods.

There isn't a single effective aid to reaching the farmer that you can afford to leave unused. Advertising in the home paper will prove a big help. And, remember, that direct-to-the-home advertising—the follow-up system—will help prepare the way for your personal visits. It gets the farmers who need goods into the right mental attitude to listen to your sales talks.

All of this work has enormous advantages—but do not forget that it should be supplemented by the personal touch in order to accomplish the best results.

The dealer who makes visits can also gauge his buying to accord with the need of people in his territory.

Basically, nobody knows better than these farmers how many and what kind you are going to sell.

Because you are right among these people, nobody has a better opportunity than you to find out how many and what kind you ought to buy to meet the demand.

But your opportunity to find out doesn't lie in your store.

If the facts of the case are that there is an abundance of good prospects among the people of your territory, and that their buying season will bring a more than normal number of requests for goods, you will make many dissatisfied customers and lose good profits by having a scanty stock to meet the demand. Then, too, if you are going to do about the same volume of business you did last year, it is to your interest to know it.

The facts of the case lie out among the people of your community. They can be discovered by visiting them.

## DOES YOUR STORE CARRY THE "DON'T CARE" FLAVOR?

The soda fountain is the only place where the "don't care" flavor is advertised, but not the only place where it is found, by a long shot. When the "old man" doesn't care, the clerks all sing in chorus: "The devil a care have we!"

A "don't care" clerk can give would-be patrons solar-plexus blows without batting an eyelash. He reminds us of the little girl, who, when her brother was accused of some wrong doing, said, "He didn't do it, mother; I saw him didn't do it!" So, many times—when wind and weather and patron were alike propitious—have I watched the "don't care" clerk "didn't do it!"

The "don't care" proprietor keeps us guessing; guessing what he will do—or rather what he will not do—next. He does not consider it worth while to make the slovenly clerk replace the goods with which he has just littered the counters. Why, he may have occasion to show them again in fifteen minutes; then just think of the labor and effort that would be wasted!

The "don't care" proprietor never worries. "Suppose that I did miss a sale," he says, "it is a long lane that has no turning. How fortunate for him—he would never have ambition enough to make the corners!"

"What's a few minutes?" the "don't care" proprietor says when his clerk opens the store fifteen minutes late. "Ten dollars," would have been the correct answer that morning, for Farmer Jones could not wait, so he took the trail to Smith's Hardware Store and Brown was out of pocket ten dollars in profit—with a possibility of losing one of his best patrons.

Mrs. Black says that two o'clock means five thirty when "don't care" Brown promises to deliver her purchases at that hour. Seven daylight saving bills and the League of Nations combined would hardly avail to keep "don't care" Brown abreast of Father Time.

But the "don't care" man does care when the sheriff steps in. He has a hard luck story that would make an iceberg weep. He should put the spur into business, then ride in the saddle all day instead of allowing business to kick him into the scrap heap. But this hard old world doesn't care.

## SUGGESTIONS FOR SOME SALESMEN

"Don't make your reports so long," said the manager of a small railroad to his overseer. "Cut out all unnecessary words and get right to the point. Saves time, you know."

A few days later a river overflowed its banks and washed away the railroad tracks. The overseer sent in his report in one line:

Sir: Where the railway was the river is.  
Yours faithfully.

# Small Patrons Create Large Profits

Are You Prepared to Meet Young America's  
Demand for Toys?

## TOYS IN THE HARDWARE STORE

**N**OT an innovation to be sure, but new enough in the West to cause the merchant to consider. His Eastern brother, however, contrary to all tradition, has been a bit more daring, and has made a vast success of the toy business.

The Supplee Biddle Hardware Co. of Philadelphia are the toy pioneers of the hardware trade, and put in their first stock of toys several years ago. Since then the idea has grown by leaps and bounds, until now it is almost an established fact that the hardware man should supply the youngest customer with toys.

Toys in themselves are not a specialty. They are usually carried as a side line by the notion, department and general merchandise stores, and if the hardware dealer carries them simply as a side issue, investing a small amount at first, selecting his stock with a view to price, as well as adaptability to his class of trade, he cannot make a mistake.

### The Selection of Toys

There are so many new and attractive toys for growing children that the selection of them should not be difficult. It should however, be carefully done, so that a practical stock may be secured as a starter. If the dealer is in doubt about this, the jobber is in position, out of his wider experience, to give him the necessary help. Through the advertisements in his trade journal he is able to keep in touch with the new and various lines of toys that are being put out, but a knowledge and study of the child himself is the most important item in maintaining a successful toy trade.

Not only are the children to be considered in this selection, but the grownups as well. Toys are attractive to everyone, and there is sufficient child in every man and woman to respond instantly to the sight of them. Men are always interested in mechanical toys and devices, and if they have a young son they are practically sold.

Who has not seen the proud father stand by while his young hopeful displays unheard of genius with his Erecto Toys and Construction Blocks? Then there is the tool chest, just like dad's, which never fails to appeal alike to father and son.

The growing boy is always a problem, from the time he is able to toddle until he is ready to enter high school, where he first begins to think for himself and depend on his own ability for creating diversion. The toys of the present day are doing a great deal to solve this problem. Constructive toys are exceedingly helpful to the receptive young minds, and the winter time when the children are kept indoors is the time for the dealer to put special emphasis on such toys, thus making grateful friends of the harrassed teacher and mother. For the very young children there are the colored blocks, the toys with bell attachments, rattles and reins.

For the summer season when the out-of-door sports are in vogue, the sporting toys should be featured, as well as the numerous coasters, roller skates, scudders, push-a-bikes, toddler toys and the various beach outfits which the summer never fails to bring forth.

The location of the merchant's store should likewise figure in the class of toys he selects, and the interests and recreations of his particular customers taken into consideration.

Then there is the little mother. There isn't a member of the feminine sex, old or young, that will not capitulate at the sight of a doll, and the various accessories

that go with it. When the hardware dealer selects his house furnishing supplies, he should not forget the little housekeeper. She, too, must have her household necessities, and for practically every article that the dealer buys for his housefurnishing department there is to be found a miniature duplicate.

### Bringing Children to the Store

Window displays are always the keynote of success in every line. If the dealer does not



MISS LILLIAN HOWIE

To regular readers of the *HARDWARE WORLD* the sound advice and suggestive ideas of this clever woman have been welcomed several times before. We believe that Miss Howie has outdone herself this time in the matter of the toy business, for who better than the woman knows the things that appeal to the kiddies and what woman better than Miss Howie could express her ideas as forcibly and variously.



How shall we keep Joe occupied during vacation?

wish to make a full display of toys, some new or attractive article, conspicuously placed, will always bring the child to his window.

If you are featuring household ware, there should be some space devoted to the little girl. If you are playing up dishes or stoves, you could duplicate them with a toy of the same nature. A number of dolls might be used around the table, or a cook placed at the stove. You can be sure this will never fail to interest the small daughter, and through her the mother as well, as the other members of the family. To create

personal interest in your store, to keep yourself and your store constantly in the minds of your customers is good business policy. This same procedure may also be followed in your sporting goods or ordinary hardware and tool display.

Children are easily attracted. Colorful pictures and show cards, bright bits of paper and bunting, colored electric lights, will liven up your window and draw the child.

#### Special Window Displays

If the dealer wants to make a special toy campaign, there is nothing so effective as novelty window displays. Seasonable goods always work up well in a display of this kind. The vacation time is near at hand, when the children will be free for three months. There is always that class of children that cannot go away to the country, and they must be kept busy, they must have healthful out of door sports.

Sporting goods are always pleasing at this time of the year. A carpet of soft green moss may be used on which are scattered balls, tennis rackets, croquet sets, etc. A miniature camp fire, composed of red electric light bulbs and small logs of wood, might be featured, and grouped about it sundry camping necessities, fishing tackle, with an Indian suit or two hung in the background. Garden tools, especially in the Spring, might be used by the country and suburban merchants.

#### Arrangement of Stock

If the hardware merchant is to sell toys, he must likewise have a toy department. Toys scattered promiscuously through his stock will not be noticed, and he might just as well not have any at all. If the store is small and is not departmentized, there is always an available corner in which the toy goods may be well displayed. The average merchant makes the mistake of regarding toys as a purely seasonable goods to be displayed around Christmas time

and relegated to the store room and cellar throughout the rest of the year.

This is a mistake. The toy corner or toy department should be so placed and so arranged as to be one of the first things to catch the eye of the entering customer. Toys are always bright and colorful and create a pleasing impression of the store's interior. You will invariably see the customer turn around and gaze at them while you are wrapping their package, and perhaps walk over and examine them before going out.

The children will single out your store in preference to any other just to gaze at the toys. All this is good business, for it brings your store into prominence, gives individuality to it, and draws people into it, thus increasing the sale of your other lines, and moving the toy stock as well.

This does not necessarily require a large assortment of toys, nor the displaying of all the dealer's stock. The various articles should be arranged in groups, according to their nature. The wheel vehicles, the sporting goods, the toys for the little boy, for the little girl and the baby, each should have their allotted position. A row of rubber or wax dolls make a good display and do not become soiled and untidy as do the dressed dolls. Rows of balls of different kinds and colors likewise produce a pleasing effect.

The hardware dealer who does not make a systematic display of his toys, who distributes them about his store wherever there may happen to be a vacant place, pulls them out of obscure corners, or out of his stock room by request, overlooks the psychological value, which is one of the biggest assets of a toy trade.

#### Making Friends of the Children

Children are not difficult to interest, and when interested they are your strongest allies, for children never forget. If they have received a small favor, a colored picture, a bit of candy, or a small toy, they will invariably come back; in fact they will go any distance to get just such a small favor. This is an inexpensive and always successful way of making friends of the children and bringing them to your store. If a merchant is to have a toy department, this suggestion might well be followed.

One of the readers of the *HARDWARE WORLD* recently told us of his success with a supply of broken candy. Cheap ar-

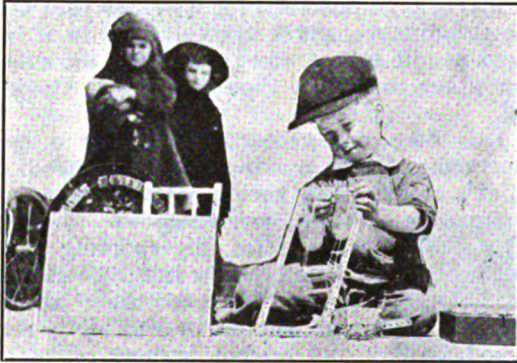


Little sister also shares the Kiddie Kar.



ticles, such as toy balloons, paper windmills whistles, and numerous other inexpensive toys might likewise be used for this purpose.

The country dealer and the city or town community dealer is most fortunate in being in position to make friends of the little ones. They see practically the same people all the time and the children grow to know and like them. He can make of his store a place where the children love to come. The country children do not see the new and fascinating toys that are being constantly brought out, and their arrival in the progressive hardware store of the town would be an event to be watched for.



The Young Hopeful displays unheard of genius with his construction toys.

The city merchant should make a bid for the numerous pennies which these fortunate children are usually possessed of, either by gifts from fond relatives or earned in their spare moments, and bring them into his store in dollars and cents. These spare pennies usually go for movies, candy and ice cream, but if the neighborhood merchant, or even the down town merchant, will display some toy not already pos-

sessed by these sophisticated young people, they will save their pennies until they have sufficient to buy it. They will dream of it, think of it, plan for it, tease for it, and if they cannot obtain it by their own efforts, some older, impressionable member of the family will finally purchase it for them.

#### Value of Being on the Spot

Toys would be more readily sold if available. Too often they are confined to the department or general merchandise stores in the center of town. They are not brought before the children of the community.

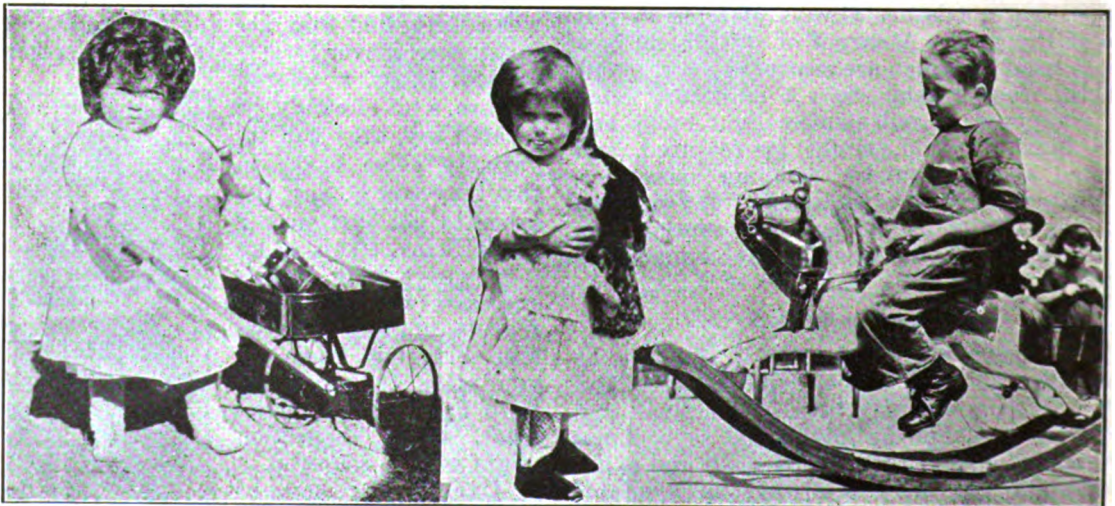
The neighborhood dealer should make the most of this. He should be Johnny on the Spot, so that the many birthdays that occur in his vicinity may be provided for, a tedious rainy afternoon livened by something from his stock, or the long days of a sick child made bright. Thus the merchant comes into touch with the daily life of his neighbors and makes friends as well as customers of them.

Too often a bright bit of ribbon, some wearing apparel, will be bought at the dry goods store to meet just such occasions, because there are no toys to be procured nearer than the shopping district.

The hardware dealer situated near a school is most fortunate. If he is clever and a good business man, he will know personally the majority of the boys in the school, and he will always have on hand the wherewithal for the afternoon and recreation periods. This is the kind of boy that responds to the "how are you, pal?" treatment, the man in the making, as it were.

#### Prepare Now for the Christmas Season

The Christmas season should be a harvest for the successful dealer, both in towns and cities. Now is the time for merchants to con-



#### THE THREE BEST REASONS WHY TOYS ARE ONE OF THE MOST PROFITABLE LINES A MERCHANT CAN HANDLE

What wouldn't anyone give or do to bring childhood's happy smile to the face of the tiny tot on the left? "Little Mother" must also have her household equipment. Think of the joy of giving brother a swift gallop through the sitting room on a dreary, rainy afternoon.

sider what they will have for Christmas, and do their Christmas buying.

Toys at Christmas have a fascination that exists at no other time of the year, and the hardware merchant who considers himself a progressive, up to date business man should be getting ready for the holiday sales. The general volume of business is bigger at that time, more people come to your store, and if they see the toys they are looking for they will not go further. The country merchant should be most successful at this time, for he has not the large department store to compete with. He can be an authority in himself.

One of the progressive, western readers of the *HARDWARE WORLD* tells us that he is putting in a \$10,000 stock of dolls for this coming season, so great was his success last year. Victrolas are also a salable article at this season of the year.

The hardware merchants, one and all, large and small, who will plan early and well, display their stock and educate the people to look to them for what they want for Christmas shopping, cannot help but secure a profitable toy trade.

Advertising in this instance is invaluable. Attractive advertising in the daily paper, especially in the case of the country merchant, posters and show cards in the windows, a big sign, electrically lighted, if possible, in front of the store, spelling "Toys," will interest the older people. Make a big feature of your toys both in your window and in your store, let the children know that your store is the Santa Claus headquarters, and the little people will not fail you.

#### **Infinite Opportunities in Toys**

The hardware trade is making wonderful progress, constantly adding new lines, always reaching out for a larger volume of business. The toy trade is comparatively new, but it has wonderful possibilities, which the hardware dealers, as business men, cannot fail to see.

Give this proposition careful consideration, put in a stock of toys now, and before many months elapse we are confident you will have something of interest to tell the *HARDWARE WORLD*, about the "Value of Adding a Line of Toys to the Hardware Dealer's Stock."

A gentleman from New York went out into the Jersey farm districts to hunt up a farmer by the name of Smith, whom he had some business with, but had never met. After driving some miles into the country, he located the house as directed. The only person in sight, however, was a small boy very busy whittling.

"Young man, is your father in?"

"Yep," replied the boy.

"Well, I would like to see him; can you tell me where I will find him?"

"Sure," came the answer, "he's out back in the pigpen; you'll know him—he's got a hat on."

### **GET ABSORBED IN YOUR WORK**

There are probably two or three in your own office—men who are continually upset about something, holding on to their toes because some one has stepped on them, or rubbing their heads because some one has "knocked" them. They have a profusion of feelings and a confusion of ideas. Always some one is doing something against them, while the chances are everyone is too busy scratching his own gravel bed to bother about the other fellow's. What our friends need, let the cap fit whom it will, is to become so absorbed in their work that the work will entirely absorb their feelings. It's a sure cure for the sensitive.

Today is the morrow which our imagination filled with trouble that never happened—and suppose it had happened, is this the only question with trials and tribulations? Listen to the doleful wail of Benjamin Franklin, who lived from 1706 to 1790:

"The day is short, the work is great, the workmen lazy, the wages high, the master urgeth; up then and be doing."

### **THE EVERLASTING QUESTION**

"What makes the folks to Jones' flock?"

The eager children cry.

"Why Jones has bright, fresh advs., you know,"

The ad man made reply.

"He does not leave a moss-grown ad,

Without an idea in it;

But bright, and terse, and snappy advs.—

And trade, he's bound to win it!"

Don't leave packing cases in the way out on the sidewalk just to show people what a lot of goods you are getting. They care more about a right of way than about the size of your stock.

When you think you know so much about your business that the trade journals can't tell you anything, you have learned more about it than anyone else ever did.

#### **FINEST TRADE JOURNAL EVER READ.**

Allow us to congratulate you on the "*Hardware World*." Without hesitation I can say it is the finest trade journal that I have ever had the pleasure of reading.

It is with pleasure we enclose remittance covering our subscription, and we will be pleased to receive same monthly.

**WILLIAM P. KELLAND,**

Manufacturers' Agent and Hardware Factor,  
London, England.

## OUR COPPER

Put your hand in your change pocket to pay for your morning paper and you put it upon one of our most remarkable national resources.

Copper! Ever think of it?

The telephone, the telegraph, the trolley car—what would they be without copper? The war—do you know that?—used up a million tons!

Germany stole all she could get in France and Belgium. It was a crying need. Back in Berlin they had iron money—so that the old American slang injunction not to take any had no meaning for the Hun. But they knew why. They were saving copper.

Germany once controlled the copper supply of the world, though before the war our own production was head and shoulders over that of any country. In 1917 and 1918 we imported some billion pounds. Our exports were nearly two billion—this not including that exported in the form of munitions.

The world's copper supply shows no increase. No surplus is accumulating, consumption is increasing, and few unexplored fields remain. According to normal rate of increase we should produce more than three billion pounds in 1920. But there isn't that much copper apparent.

The German Metall-Gesellschaft is "done in," at least for the time being, and so is German control of the world's copper. Russia and the Belgian Congo have copper, but, primarily the United States continues as leader in copper production, and there isn't enough to go around.

## DON'T BE EXTRAVAGANT WITH TIME

The main difference between the man who succeeds and the man who merely grovels along in a mediocre sort of way is that one utilizes every hour of his time to the best advantage he knows how, while the other is content to dabble. When business is not particularly brisk and the weather is depressing there certainly is a temptation to sit at the window and watch the crowd go by. But those who succumb to such temptations wake up sooner or later to find that the whole procession has passed them and left them in the lurch. Don't sit at the window. Get out and hustle.—Forbes Magazine.

The successful proprietor or clerk really likes folk—is tender-hearted instead of being tender-skinned.

If you would rather wait on customers than to be governor of a state, your business will reward you.

The man who never forgets to make smooth the way for the business of tomorrow will be walking that smooth way day-after-tomorrow.

## SUNDRY DEFINITIONS

Competitor. The man who thinks you are as bad as you think he is.

Contract. Material for the development of of aspiring legal talent.

Creditor. A contemptible pirate whose demands are always unreasonable.

Debtor. An unhung villian with a bum memory.

Detail Sheet. Tells you a story you might believe if you understood it.

Dividends. A certain per centum per annum perhaps.

Filing System. Storage for lost and found articles.

Financial Statement. Shows what you would be earning if you were.

Note. A token of remembrance.

Promise. A reckless prophecy which may or may not come true, depending upon whether it does or not.

Salesman. A slick guy who sells something he can't deliver to someone who doesn't want it.

Stenographer. The only woman who takes dictation without resentment.

Superintendent. Gets little if he does and hell if he doesn't.

Trade Unions. Permits the employer to operate his own business on Sundays and holidays.

## EUROPE'S PAPER CURRENCIES

Europe is flooded with untold billions of irredeemable paper money, legal tender for all purposes and circulating in the country of its issue only. This is the thing which is affecting the normal rate of exchange, the real fact being that such paper is everywhere depreciated, and in the various countries in such a way as to make it obvious that exchange has nothing to do with the matter. On January 1, 1920, it took the following amounts of their paper money, respectively, to buy \$100 of American gold:

|                        |        |
|------------------------|--------|
| In English money.....  | \$ 129 |
| In French money.....   | 216    |
| In Italian money.....  | 250    |
| In German money.....   | 1,025  |
| In Austrian money..... | 2,979  |

A month later, February 1, 1920, it took the following amounts to do the same thing:

|                       |           |
|-----------------------|-----------|
| In English money..... | \$ 138.65 |
| In French money.....  | 257.66    |
| In Italian money..... | 301.47    |
| In German money.....  | 1,904.04  |

Austrian money seems no longer to be quoted. Nothing in the exchanges nor the balance of trade has affected or could possibly effect such radical and divergent changes in thirty days.

Wouldn't it be nice if everybody's work was as easy as the other fellow thinks it is?

# Be Magnetized By This Human Dynamo

Mentioning No Names, Here Is An Inspiring  
Record of Achievement

**J**UST in illustration of what energy, ideas, enthusiasm and ambition will do for any man who will give them a chance. Here is presented a glimpse of the career of a remarkable man. We are also glad that we are able to present his features in the small reproduction which we were finally able to wheedle out of him. Other than this, we cannot be very personal in this story. Some of our readers may recognize the man through his picture or from the unique record.

As a matter of fact, it is very rarely that a human narrative is suitable for publication without the mention of names, or the connection with familiar institutions, to create an interest. Very rarely have we seen published an article that mentions neither an individual, nor institution. Thus we perform the unusual in dealing with the unusual.

Here is a man, who by his very energy, his great enthusiasm, his instinct for organization and efficiency, and his everlasting "staying at it," kept on enlarging his own job until finally it fitted his own proportion.

Just let us go back in brief to this man's business beginning. At sixteen years of age he had his choice between going to college and exposing himself to theories, or entering the college of the world. He chose the latter and divorced himself, as it were, from family ties, making up his mind not to accept a cent from the family, but to support himself or starve.

His first position was that of bookkeeper in a large steel plant, and when the day's work was finished in the office, he went into the mill and began to pick up the practical end of the business. Many a night in the position of a blacksmith helper he wielded the sledge hour after hour in the forming of tools. Assisting in the hardening and tempering of such tools, he soon became efficient in that particular line. He then took up night work, until the early hours of the morning as helper on a crucible furnace, making tool steel. From department to department he made it a point, however, always to be on the job bright and early in the morning and not work by the clock.

At first he received \$18.00 a month and lived five miles from the plant in a little boarding house in a room probably big enough for a bed and chair. He walked the entire distance to and from work in order to save the ten cents. During the next fourteen years, he became head melter of a large steel works, then the head roller, then the superintendent of the plant and

finally assistant to the general manager of a large combine controlling thirteen or fourteen plants. It was only by this method—being prepared to take the job ahead when it was vacant—that he was able to climb.

## Not Satisfied With One Man's Job

Some fifteen years ago, this six foot three, two hundred and fourteen pound human dynamo became most restless with doing what was considered a big day's work for one man. He conceived the idea that if a man's work was properly systematized to the highest degree, if the proper amount of forethought was exercised (equal to the average man's lack of it), if the same amount utilized in his business as is wasted in the average man's life—that such a man could increase his efficiency—his out-put, as it were—just as any piece of highly tuned machinery.

He realized that in order to make a success he must increase his efficiency. He stopped and analyzed himself—to ascertain the most predominant qualification. This being completed, the next step was to analyze the various fields of activities with the object of applying the result of the former analysis.

The Advertising or Promotion of Sales field was selected as the most ideal for his experiments. Today, fifteen years after the birth of this idea, it's an accomplished success—a realization.

This man is personally employed as the individual active advertising and sales promotion manager of some thirty-five of the largest and most prominent industrial firms in their respective lines in this country—located in as many different cities.

## Is Not a Figure Head

He is not a consultant nor an agent, but a dynamo of each of the thirty-five firms referred to above. He has his departments at each plant—some consisting of but a few operators, while others employ a force of several score. At each he has his own personal desk.

As a natural course of events, thousands of letters a day are referred for this man to handle, on account of his exceptional ability in writing such letters. Some are personal letters from salesmen or jobbers wanting advice and assistance. Others are follow-up letters replying to inquiries received by the sales department and which, in many cases, justly come under the duties of a live advertising manager. Besides these, there is the regular department's mail.

In other words, he assumes many duties in





addition to what is usually considered the duties of the average advertising manager. It is done with such dispatch, regularity and originality that, without a sign of a contract, he retains his position year after year—many of the factories having employed him uninterruptedly for fourteen years.

He is on the regular payroll of each company.

#### How Does He Do It?

By working arm in arm with ingenuity, system and thoroughness. Gradually as he mastered the various barriers, he began to surround himself with a staff of unusual specialists—each one receiving a thorough inoculation of his tremendous surplus store of energy, originality and keen judgment by an extensive course of salesmanship under his personal supervision.

His studios or headquarters are located in a central Ohio town. They consist of a group of most unusual structures in one of the most restricted residential corners. The buildings have been especially constructed for the peculiar needs of this unusual organization—flower boxes at every window, hardwood floors, dotted here and there with a tiger, bear or deer skin, rich and artistic lamps advantageously placed, every piece of paper having a definite place and every desk clean and free from surplus refuse.

#### System Reigns Supreme

Every operator works on an hourly schedule—an hour for each specified duty—each working in complete harmony with the respective offices located at the different plants by whom this man of many jobs is employed. If you should ask any salesman of any one of the firms if his advertising manager worked for any other firm, he would reply in the negative—so efficient is his work.

#### Confession

We declared at the start that we would mention no names. Our intentions were really sincere, but now that the story is done, we think it only fitting and appropriate to give credit where credit is due. The man who has performed the strikingly unusual and built up a unique position in American industry is G. P. Blackiston of Ohio.

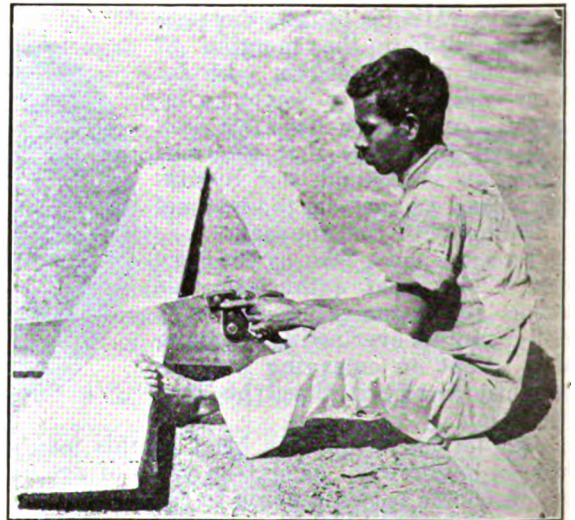
It is impossible to connect Mr. Blackiston with any one locality. He has offices in Cleveland, several of them. His own organization and headquarters are at Canton. Mr. Blackiston himself is all over the state and all over the United States, keeping in touch with the movements of industry and the varied interests of his many industrial connections.

Among the great institutions whose sales and advertising Mr. Blackiston supervises are such as the Chain Products Company, the Van Dorn Tool Company and the Van Dorn Dutton Co. There are nearly a dozen others. This only gives an idea of the nature of Mr. Blackiston's activities.

## "FIXING UP" THE ORIENT WITH AMERICAN TOOLS

The Oriental carpenter is learning to do better work with less effort through the use of American tools.

The saw which was brought into China by western missionaries, is being almost universally adopted in the country since it is easier to manipulate and at the same time more durable than the native tool. The Chinese-made saw is similar to the American wood saw, only more cumbersome, having a large unwieldy blade with a wooden frame and being worked while set at an angle. The steel is much softer than the American metal and consequently more easily bent.



It might be said that this Indian carpenter represents the trend of the American trade unionists carried to the Nth degree. We wonder how many hours a day he continues this grilling toll.

American hammers, drills, and rivets are also in demand, since they are better balanced, as well as being made of harder metal than the native product. These tools were at first introduced into the Orient through the agency of the missionary trade school, where native boys are taught carpentry after the American method. Now, the missionary school furnishes only a small part of the market for carpenter's tools in China. Business houses are buying the American brand and native carpenters are requiring implements from the United States in order to use their western training to best advantage.

India, too, is becoming interested in American tools, according to reports. Here, also, American missionaries are combining religion with practical lessons in carpentry. Industrial schools are turning out workmen who are demanding the American saw, hammer, and drill, and in consequence the American manufactured article is taking a large part of the trade from Great Britain, Germany and Belgium, formerly the chief sources of hardware supplies in India.



# Getting the Right Woman to Demonstrate Household Appliances

**T**HERE is more to arranging the demonstration of a household efficiency aid than may appear on the surface. Perhaps in the days when kitchen cabinets, vacuum cleaners, electrical washing machines and similar modern appliances were novelties, women went to see these articles demonstrated out of sheer curiosity. But not so today. There are too many of such articles in everyday use to attract an audience because of their novelty.

Lots of women may attend these demonstrations merely as an entertaining and instructive way in which to pass an afternoon, so unless your demonstrator is the woman for the job, you might as well quit giving demonstrations.

## Offsetting Idle Criticism

Such idle women—at least a goodly proportion of them—are there to criticize and to find fault with everything the demonstrator does. So the less scope there is for fault finding, the more likely you are to make sales.

Not that the average woman means anything harmful, but she does love to gossip and make mountains out of molehills, so some trivial fault in connection with the demonstration may cause her to prejudice her friends against the household efficiency aid in question.

You cannot put a ban on free speech that goes on while your back is turned, but you can counteract it—even stop it—by the application of psychology.

Forget for the time being that you are staging a demonstration. Try to imagine that

you are a speaker giving his first big lecture. He does not know how it will appeal to his audience, so he works out some intimate stuff that will pull him over the rough spots. He knows what sort of an audience will be present by the nature of his subject, and the kind of town and hall in which he is delivering said lecture.

Similarly you are in a position to know, bearing in mind the kind of article you are demonstrating and your particular clientele, just what type of women your audience will comprise.

## A Psychological Study

If you are out to reach the wives of mechanics, bricklayers and others of the working classes, it would be the height of folly to engage a demonstrator with the airs and grace of a duchess.

Get the demonstrator who is either a good mixer and can adapt herself to suit each and every audience, or secure a woman of their own class. There will then be no fear of any detail going over the heads of the audience.

If the audience is comprised of the wives of professional men, you will require a refined lady of high mentality. A woman who knows exactly the kind of homes her spectators come from and what their homes lack. There is nothing like speaking from actual experience, for the average woman is quick to perceive when the demonstrator does not know her subject, with the result that interest in it wanes.



Here is a successful demonstration when the right woman is obtained to make the demonstration. The merchant must carefully consider the nature of his customers, whether they will be young or old, how they will be dressed, what they are interested in and get a demonstrator that will be on a par with them. It is fatal to talk over your customers' heads. At the same time you cannot afford to have a demonstrator who will be too patronizing and talk down to your customers, as though she were a superior person.



Here is another example of the demonstrator being perfectly at ease, having her auditors interested and following every word she says.

#### Know Your Town Conditions

In the city the demonstrator can talk glibly about all kinds of fuels for domestic purposes, but in a small town she is confined to electricity, oil and coal. To talk about cooking something over the gas stove would immediately betray her lack of local knowledge, so if your demonstrator is from out of town and you are in a rural community, let her imbibe some facts concerning local home life before she starts in.

#### Avoid "Young and Pretty" Demonstrators

Many demonstrations of household appliances fail because the feminine demonstrator is young and pretty. She is the right girl in the right place in the exhibiting of cosmetics, gowns, candy, fountain pens, and in other things where an air of youth is present—or when an appeal to the other sex is made.

But the household arts are more than skin deep. The young woman just starting in house-keeping may not object to a woman of her own age showing her how she can do her housework more quickly, efficiently, and cheaply.

But the woman of mature years—and this is the class whose prejudice must be won over by staged demonstrations—deeply resents being taught how to do things by that "painted-up young creature," as they will probably describe her.

#### The Ideal Woman for the Job

The ideal person for the job of exhibiting household appliances is a motherly type of woman, between forty and fifty. She should possess the knack of kidding her audience along by telling them that she cooks a certain thing this way or that way, and not appear to teach

them how they should do it. The fact that she has found a certain satisfactory method and seems to possess the years of ripe experience to make her statement ring true, will cause many mature women in the audience to do likewise.

The newlywed element in your audience is sadly conscious of her limited knowledge of housekeeping and will eat up everything an older woman says on the subject.

#### One Exception

But there is just one exception. If you number among your customers those who entrust the smooth running of their homes to servants, get an efficient colored girl to act as a demonstrator and have your clients invite their hired help to the demonstrations.

#### A POWDER POEM

A woman is queer, there's no doubt about that.  
She hates to be thin and she hates to be fat.  
One minute it's laughter, the next it's a cry.  
You can't understand her, however you try.  
But there's one thing about her which everyone knows—  
A woman's not dressed till she powders her nose.

You never can tell what a woman will say,  
She's a law to herself every hour of the day.  
It keeps a man guessing to know what to do—  
And mostly he's wrong when his guessing is through;  
But this you can bet on, wherever she goes  
She'll find some occasion to powder her nose.

I've studied the sex for a number of years,  
I've watched her in laughter and seen her in tears;  
On her ways and her whims I have pondered a lot,  
To find what will please her and just what will not;  
But all that I've learned from the start to the close  
Is that sooner or later she'll powder her nose.

At church or a ball game, a dance or a show,  
There's one thing about her I know that I know—  
At weddings or funerals, dinners of taste,  
You can bet that her hand will dive into her waist,  
And every few minutes she'll strike up a pose,  
And the whole world must wait till she powders her nose.

—Edward A. Guest.

Pay day is sure to be cloudier and chillier  
than the day when the debt was contracted.  
Beware of contracting debts which cannot be  
met readily.

#### "HARDWARE WORLD" A TEXT BOOK TO HELP MAKE BETTER SALESMEN

Enclosed find our check for subscriptions for our employees for the **HARDWARE WORLD**.

We assure you we certainly do enjoy this publication. It may interest you to know that we have among our employees a class in business administration, and the **HARDWARE WORLD** is one of our regular publications for study, in helping to train and develop our sales force with a view to making them better employees, better salesmen, better business men and women.

The **HARDWARE WORLD** is of distinct help and value to us.  
**ERNST HARDWARE CO.**



### A LIVE WIRE IN GALVANOID SCREEN

One of the pleasantest personalities, as well as one of the most promising and energetic, connected with the hardware manufacturing industry of the West, is that of L. G. McDonald, sales manager for the American Wire Fabrics Co., at Chicago, Ill., headquarters for Galvanoid Screen Wire Cloth.

The fact that Mr. McDonald is of Scotch descent, and good old Indiana stock, is guarantee enough of his character and reliability as a faithful worker for the mutual interests of the company he represents and of his customer. His many friends in the trade indicate perhaps the highest tribute that can be paid to his abilities and accomplishments, and the sales expansion of the American Wire Fabrics Co. under his administration has indicated in some measure the degree of his success.

Mr. McDonald was born in New Carlisle, Indiana, his father being a physician there for a number of years. It is a peculiar coincidence that Mr. McDonald comes from the same town that President C. K. Anderson of the American Wire Fabrics Co. lived in. Dr. McDonald was in fact the Anderson family physician for some thirty odd years.

Mr. Anderson is older than Mr. McDonald, however, and left the town when Mr. McDonald was a small boy. With the passing of the years, Mr. McDonald was successively an instructor in the South Bend Business College, a member of the Land Office at Washington, D. C., and finally back at Chicago again for his wife's health, he applied at the office of the American Wire Fabrics Co. for a position. Mr. Anderson did not recognize his former townsman, but when the South Bend Business College was given as a reference, Mr. Anderson casually mentioned that that was near his original home. Before long they were intimately chatting with each other of the connections and associations that were common to both in their early years.

Mr. McDonald was at first clerk and secretary to Mr. Anderson, but later his inclination and interest in the selling of goods developed and he was appointed Sales Manager, which position he still holds. The products of the American Wire Fabrics Co. are well known to the trade, Galvanoid screen wire cloth being standard and in keen demand. The company's factories are located at Clinton, Iowa; Niles, Michigan, and Mt. Wolf, Pennsylvania. Galvanoid is represented in the far West by the Ewing-Lewis Co. at San Francisco and Los Angeles, and by D. L. Herman at Seattle, Wash.

### VALUE OF GOOD-WILL

Good-will has a thousand elements.

The good-will of others means confidence in your honesty, in your sincerity, in your kindness, in your good intentions.

Good-will says, "I trust you"; "I like you"; "I believe in you"; "You ring true."

Good-will is essential to success in any enterprise.

Business cannot grow without it. It is the merchant's most important asset.

Good-will makes buying and selling a pleasure to buyer and seller.

Every dollar in the till owes its presence there, in some measure, to good-will.

### SENSIBLE PHILOSOPHY

'Taint no use to grumble and complain;

It's jest as easy to rejoice;

When God sorts out the weather, and sends rain,

Why, rain's my choice.

—James Whitcomb Riley.

The best substitute for the saloon is a bookcase. Whether you find it in a public library, in a bookshop, or in your own home, the bookcase can match every thrill that the saloon ever gave, and add some of its own. If necessary, you can put a foot rail along the bottom shelf and read standing up.

Does the man at the next bench, counter or desk need your help? Help him out. Tomorrow you may need his help.

### ONE KIND OF ANGEL

A young country hardware clerk had married a "city girl." A friend, meeting Charley's father in the village, said that he had heard that Charley said his bride was an angel. "Do you think she is?" he asked the old man.

"Wal, I don't know ef she's an angel," said the old man thoughtfully, "but I'll tell ye one thing, Henry, she's certainly a durn high flyer."

### GETS MORE HELPFUL INFORMATION FROM "HARDWARE WORLD" THAN FROM ANY OTHER

We are enclosing our check covering subscription to the **HARDWARE WORLD**.

We are subscribers to several hardware publications, and all are good, but in some way we seem to get more valuable information that is applicable to the problems of retail merchants and to the lines of goods which we sell, from a perusal of the **HARDWARE WORLD** than we do from any other.

Wishing you every success, we are

Sincerely yours,

Ohio

DAVIS HARDWARE CO.

## UPHOLDING THE BLACKLISTING OF BAD DEBTORS AND COMBINING TO REFUSE TO GIVE THEM CREDIT

(Copyright by Elton J. Buckley)

A very interesting decision has just been handed down by the Supreme Court of the state in which the case occurred (Florida, the case was *Putnal vs. Inman*) which establishes two important things, both of which touch every manufacturer, wholesaler and retailer who sells merchandise on credit. They are:

1. That it is legal for a body of traders to make an agreement not to extend any more credit to a customer who owes any one of them.

2. That it is legal to write to a customer threatening him that if he doesn't pay you will send his name to an association as a delinquent debtor.

There has always been more or less doubt on these points, and this decision is the first squarely cut disposition of them that I have seen. While the case is a state case, it is not based on any statute peculiar to Florida, and therefore has a good chance to be generally followed as the law everywhere.

The case in question was a libel suit brought by a customer of one of the members of the Perry Merchants' Protective Association. The customer owed a bill to this member, but refused to pay it on the ground that he didn't owe it. After failing to collect, the member listed the name with the association, it was communicated to other members as the name of a delinquent debtor, and the customer found his credit cut off. He then entered suit for libel, claiming that listing him as a bad debtor was an unwarranted assault upon his reputation.

It appeared when the case was tried that the Perry merchants had a pretty tight organization. The members had executed an agreement among themselves to send each other copies of all their delinquent accounts, and to refuse to give credit to anybody who was listed as a delinquent. The agreement even went so far as to pledge all the members, in case they gave a delinquent credit in violation of the agreement, to pay everything which he owed the other members.

It appeared that this customer had been repeatedly dunned by his creditor, whose last letter stated that he "was under obligation to report to the association attorney the name of every person who does not pay his or her bill promptly," and that he "would dislike very much to turn your name over to the association, as it would probably affect your credit in the town of Perry."

I have always felt very doubtful about the legality of an advance threat to blacklist, but in this case the court cited it, apparently with approval, as evidence that the debtor had had plenty of warning.

The lower court sent the case to a jury and the blacklisted customer got a verdict. The upper court reversed, however, and decided in favor of the dealer, on the ground that everything he had done was within the latitude that a merchant has to protect himself against bad debts. Following is the core of the decision:

Merchants have the right to organize for their own protection and to enter into mutual agreements for the purpose of giving each other the benefit of their knowledge about those in the community who meet their obligations promptly and those who do not, and a communication on the subject, made by a member of the association to the other members, is privileged, if made in good faith and in such a manner and on such an occasion as to properly serve the purpose of the association.

That is to say, it is privileged and not libelous, even if not true, if the merchant acted honestly and in good faith throughout.

The court cited two other cases, one in Washington and the other in New York, as follows:

### From the Washington Case

"No court, so far as we are advised, has held it unlawful for dealers in a common line of goods to agree among themselves not to extend credit to a person who has defaulted in a payment to some one of them.

### From the New York Case

No rule of public policy forbids a wholesaler to refuse to credit a retail dealer who has made default in his payments to another wholesaler.

The distinctions between these libel cases which are founded on blacklisting debtors are very narrow. Just about the time the decision in the above case was handed down, the Iowa Supreme Court handed down a decision in another case very similar. In the Iowa case the plaintiff admitted he owed \$16. The dealer claimed he owed \$20 and refused to give him a receipt in full for \$16. The debtor refused to pay the \$20 and the dealer blacklisted him with his association. He, too, sued for libel, and here the court sided with him, but not in a way making this case inconsistent with that first discussed. The basis of the Iowa decision was that the merchant had not acted in good faith in blacklisting his customer, but had done as he did in order to force the debtor to pay a debt which he honestly thought he did not owe, and for revenge.

The moral of all this is that a merchant should be absolutely sure that his claim against a customer is correct and undisputed before he blacklists it.

Whatever your age, cultivate open-mindedness. Be ready to listen to the other fellow's opinion and to give it tolerance. If you think he is wrong at first, consider carefully before you decide. When you find you are wrong, change over to the right side instead of sticking stubbornly to the wrong side.

You're on the right road when you get so interested in your work that you let your pipe go out.

# Don't Let Light-Fingered Customers "Lift" Your Counters

**H**ISTORY shows that the period following great wars is always one of unrest and a disturbed sense of value. This evinces itself in wild-cat schemes and extensive stock promotion plans. There seems to be a distinct effort to meet the high cost of living and doing business by risks and ventures.

All people are not able to undertake enterprises of this kind and so many of the none-too-honest nature take risks with the idea of getting something for nothing.

Retail merchants all over the country have been reporting an epidemic of petty pilfering, and the losses have been heavy. Not only was this the case at Christmas time, when holiday crowds thronged the stores, but it has continued since that time to an unusual and surprising degree. Strange subterfuges are resorted to.

Small tools in the hardware line and articles of general merchandise disappear mysteriously while the salesman's attention is attracted in another direction or his back is turned. Even such valuable articles as furs, shoes and jewelry are the subject of the attention of those who long for them and have not the price to pay for them. Stores, particularly which handle small items shown upon the top of the case, suffer much loss. Where there are many articles on display one can be taken without the loss being very noticeable.

Druggists have found it wise to keep expensive items on display under glass, and to make an arrangement of these articles on top of show cases in a straight line of a semi-circle or some arrangement of that kind, so that a gap will be noticeable immediately.

This is a plan that the hardware man may well follow on his cutlery, sporting goods and specialty counters.

## A Plan to Prevent Theft

One storekeeper lost so many articles of certain lines averaging from \$1 to \$5 that he devised this plan of showing his wares and yet not losing them. He put a long narrow table or counter in the center of his store. Upon this he displayed exactly twenty articles at a time. Each article was placed in a certain location. For example, on that table top he used twenty circular white lace paper doilies. Each doily bore a number from one to twenty. Each item bore a sticker with a corresponding number. Thus, doily No. 1 had upon it a pocket flashlight with a small sticker also marked No. 1 and with cost and selling price.

The same method was pursued with the twenty articles and a list of these kept in a book used expressly for that purpose. So, if article 12 disappeared the vacancy was at once notice-

able and by referring to the book one could soon discover that article 12 was a thermos bottle, an automobile horn or whatever that number happened to be.

This simple method almost entirely eliminated loss. And several interesting facts were discovered. It was found that certain spots on that counter table were easier to steal things from than other spots. That is, that the temptation to slip things from the corners was greater than from central locations. And so, these articles were, after a time, fastened down by thumb tacks holding a piece of tape, or some other suitable means.

## Watch the Customer and Stock

Another element in eliminating petty pilfering is to train the clerks to keep a watchful eye upon their stocks and the store at all times. It is just as easy to put out an even six or four articles for examination at a time, as to put out a large number. And by having a fixed rule of display a missing article will be discovered at once.

It is easy enough to say to the customer, "You don't care for these anyway. I will show you something you will like better," and to put the least desirable article back in place. Then, clerks should learn that as much as possible they should face the customer and not turn their backs directly to them. This will make it more difficult for those who are trying to pick up things.

A favorite present method of petty pilfering is for the one who is dishonest to stroll through the store until someone is discovered on the customer's side of the counter, who is engaged in looking at some article, and who already has made purchases which are wrapped and have been laid upon the counter to give greater freedom in examining the goods under consideration. The pilferer wanders along, pauses at the same counter, very near the other customer, and when he or she moves on, picks up these wrapped bundles or packages as though they had belonged to him or to her. By the time the genuine and honest customer is through with her purchase and turns to pick up the parcels which had been laid down, they are gone and no one suspicious is in sight.

Here, again, the clerks can guard the customers by watching just what is laid down and keeping an eye on anyone who acts in a suspicious manner. Some stores have found it necessary to keep a private detective and others have appointed one in each section to act as store detectives; still others use a rotating system requiring different ones to keep watch for a given period of time. This develops a keen-



ness of observation in all. It is necessary in a case like this to give the store force a little instruction, so that no one may be charged unfairly, or unjustly and offended. In every case tact is necessary.

#### Call the Customer, If You're Sure

The clerk who know the customer had taken two spark plugs simply took the pay for two out of the bill handed to him. When the customer looked at his change, he said: "You have overcharged."

The keen clerk's reply was, "Not for two spark plugs. They are so much each."

The slippery-fingered customer said nothing and went away.

Great care must be taken that mistaken accusations are not made and there is no chance for a legal come-back. A man recently arrested on a mistaken charge was awarded a very large verdict, reaching up into thousands of dollars, because of the humiliation and loss he had been put to.

Petty pilfering requires watchful care and firmness on the part of the one behind the counter. It is an easy matter to say, as one drygoods clerk did, "I had five towels here, madam, and now there are only four. Has one slipped to the floor on the other side of the counter? No! Perhaps it has been drawn into your muff by mistake. Would you mind looking?"

The clerk promptly put her own hand into the muff and drew out the towel. The customer profusely apologized.

Petty pilfering carried on throughout the year may cause a tremendous amount of loss, and the retail storekeeper must guard his profits in his own interest and also in the interest of his honest customers, for those who pay their bills, really have to pay for those who do not, because all expense must be met by the income, if the business is to continue. Look out for petty pilferers!

If you are going to learn as you go along, you must give up some time to the learning and some attention to what you learn. If you let knowledge slip in one ear and out the other without giving it any attention, how can it be of any use to you.

#### A DICTATOR

Booth Tarkington tells of an old colored man who appeared as a witness. In the course of his examination these questions were put to the man:

"What is your name?"

"Calhoun Clay, sah."

"Can you sign your name?"

"Sah?"

"I ask if you can write your name."

"Well, no, sah. Ah nebber writes ma name. Ah dictates it, sah."

#### A SOPORIFEROUS WHEEZE

Someone has perpetrated the following:

"Soap is an article used at the present day with water, by some people. There was a time when we could use whiskey with water, but why revive sad memories? Soap was discovered by a man, whose wife's first name was 'Sofia.'

"There are two kinds of soap, namely, laundry and toilet soap, the former being used in some laundries. Adam and Eve used toilet soap, but had no use whatever for laundry soap.

"Soap is considered very useful while taking a bath; that is, by those who take baths.

"As the old saying is, 'You can lead a Bolshevik to water, but you can't make him take a bath.'

"A by-product of soap is the soapbox orator, the box being the only thing they use.

"One of the principal ingredients of soap is 'lye.' Lye is also another thing used by married men quite frequently for the purpose of misinforming their wives.

"Some people say, 'While there's life, there's hope,' but I say, 'While there's lye there's soap.'

"Soft soap is another article used when you desire a personal favor from someone.

"Cleanliness is next to godliness, so long live soap, at least let us soap so."

Sell hardware! Yes, indeed you may!  
Give satisfaction! Will you! I say;  
For what you sell, and what you give,  
Will make business die, or live!

#### SERVICE

Is it what one gives, or what one receives? Is it what the seller makes through the consummation of a sale, or deed done, or is it the benefit derived by the recipient of the deed? Perhaps it is both.

This cannot be answered without taking into consideration the human element giving thought to the subject.

In other words, is George Jones a sponge, or a radiator? Deciding this you have about solved the problem.

In these times which try the very soul of every thinking person, there is a strong feeling that each one sees but himself and in that self a consuming passion to be a huge magnet.

However, in our saner moments, we are sure that the above is not true but merely appears to be so.

We all seek those things that endure and make for contentment, and but one result can come from such desires, namely: Good to our fellow man.

This is God's law and man has never improved it.

J. O. ERNSBERGER,  
Western Manager Lansing Co.

# China and Glassware Will Win the Women



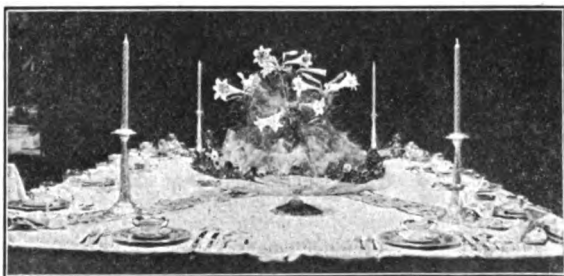
In the spring a young man's fancy may "lightly turn to thoughts of love," but the thoughts of the housewife turn to the replenishment of her china closet. During the spring and summer there is so much informal entertaining done that dainty china and sparkling crystal become almost a necessity. The hardware store is the logical place to buy it, but unless it is kept clean, light, airy and beautiful, the women folk will pass it up for the more attractive jewelry store or gift shop, even though they have to pay a higher price. It therefore behooves a hardware man to make his store attractive if he wishes to make a success of his high grade lines.

In May and early June come the commencement exercises, which bring in their train innumerable luncheons among the young folks; the June bride, with the showers, lunches, breakfasts and dinner in her honor; and the afternoon and evening parties given by the juveniles for their little friends. Such being the case, it is well to seek the custom of prospective hostesses by offering them a special inducement to visit the store.

For a number of years it has been the custom of the Parmelee-Dohrmann Co., Los Angeles, California, to have a spring showing of special tables set for special occasions, and completely outfitted with china, glass, silver, flowers and decorations. So well known has become this custom that scores of Los Angeles housewives wait until the revue has been staged before laying in their spring stock, well knowing that at this store, at this time, they will find the very latest novelties, and the most attractive line of china and all the other table accessories.

## Special Invitations to Display

To all their patrons the firm sends out special invitations, on good stationery, in regular announcement form, and, in addition—for they wish to attract new trade as well as hold their old customers—they herald the fact through the newspapers.



Among the table settings in the Parmelee-Dohrmann display was this Oriental specialty table.



A wedding table set inside the store will sell the very best of your stock.

Special lectures are given the salesmen, outside of store hours, on the origin of the different designs, the process of manufacture, the appropriateness of each article in combination with others, the durability of the wares—in fact, all the information that might be of use to them in increasing their sales. In this way each salesman is able to assist the buyer in the proper selection of table settings.

When the week for the special showings has been set, the store is appropriately decorated with palms and ferns to give it a festive air, and the formal tables are scattered among others decked out with open stock china, sets of glassware, flower dishes of all descriptions, so that many who come merely to admire the "set" tables and gain ideas for arranging tables of their own, are attracted by the beautiful wares displayed on all sides, and proceed to purchase items needed for the replenishing of their china cabinets.

Having aroused interest by their newspaper announcements, they next make use of their windows to attract attention to their Spring Tables, by installing a fully set luncheon table therein. By it was a card suggesting:

"You can never see the best from the outside looking in."

cordially inviting the passers-by to come in and view the complete table display. The window table this season was set for a wedding breakfast, carried out in pastel tones. The centerpiece was a large silver flower dish filled with tulips, jonquils and fleur de lis. At each corner was a silver candlestick tied with a mass of yellow tulle, and holding a yellow taper. At each plate as a favor was a tiny hat of satin and feathers in one of the pastel tones. The



Here is a dining table set so attractively that it will prove irresistible to the house husband, as well as the housewife.

china was gold encrusted, and the silver plate of heraldic pattern.

### Most Striking Tables Inside

**Children's Party:** Suspended from the ceiling was a gilded hoop, from which dropped a shower of golden ribbons, to the end of each being fastened a red, green, gold or silver egg. The centerpiece was a nest filled with candy eggs, and at each corner of the table was a nest presided over by a white papier mache rabbit. The favors were tiny perambulators of wire, in each being an inch long yellow cotton chick. The china was of floral design in black, white and yellow; and the silver plate of patrician design.

**Formal Springtime Dinner:** The centerpiece was a number of potted lilies rising from a mass of lavender and gold tulle, while all around the border, set in low earthen flower dishes, were purple and gold pansies. Broad bands of floral ribbon extended diagonally across the table, and at each corner were caught by masses of lavender tulle. Four candlesticks of heavily embossed silver held tapers of yellow. The silver was of plate, heraldic design; and the china and glass both gold banded.

**A Handsome Table for a Wedding Feast:** Suspended above the table was a large wedding bell formed of white chrysanthemum paper and lace. Across the table wandered a scarf of pink tulle, and the centerpiece was a silver flower bowl filled with jonquils, pink sweet peas and maidenhair fern. At each corner were candlesticks of gold china, holding pink tapers. In front of each plate was a white tripod, with mass of lilies of the valley and tulle at the top, from which was suspended a little white wedding bell. The place cards were cutouts of a bride. The glassware was gold banded; the silver Sheridan pattern, and the china Dresden.

### Oriental Possibilities

Unique among tables was the one carried out in Chinese design. Suspended above it were two huge Chinese lanterns, lighted. The centerpiece was an elaborate carved shrine of teakwood, in which reposed a gilded statue of Buddha. In front of the shrine was a mirror to represent a lake, surrounded with green foliage in little earthen dishes, and at the end a teakwood arch. At each corner of the table, set in low flower dishes, were sprays of iris. Broad bands of gold and silver brocade were laid at each plate, and the place cards were little Chinese maidens with red crepe paper parasols. The glass was etched laurette; the silver Adam pattern, and the china Canton.

Attached to each table was a typewritten card, on which was listed every item of china, glass, silver and decoration, with the cost of same, together with the total cost of each table, so that each visitor knew exactly how much it would cost to duplicate the settings in whole or in part.

### NEW WHITMAN-BARNES OFFICERS

At the annual stockholders' meeting of The Whitman & Barnes Mfg. Company, held at the general offices in Akron, Ohio, recently, A. D. Armitage was elected president; Messrs. W. H. Eager and A. B. Hall, Akron, Ohio, and W. J. Elliott, St. Catharines, Ontario, Canada, vice presidents; E. A. Fisher, treasurer; W. E. Rowell, secretary, and S. H. Tuttle, assistant secretary, all of Akron, Ohio.

Mr. Elliott of St. Catharines, Ont., is an additional vice president and has heretofore been manager of the St. Catharines factory. He will now have entire charge of the Canadian division of the company's business, selling and manufacturing. Twenty-seven years ago he entered the employment of Whitman & Barnes in a minor position. Advancement to positions of importance and responsibility followed rapidly, when in 1908 he was made manager. His promotion to the official circle of the company is merited recognition of his excellent services and the confidence in which he is held by the corporation.

### ERNST ENTERTAINS EMPLOYEES

Between fifty and sixty employees of the Ernst Hardware Company, at Seattle, Washington, enjoyed the hospitality of President F. A. Ernst last month, on the occasion of the firm's annual dinner and get-together meeting.

The Ernst Hardware Company has become notable in the Northwest for the organization and cooperation that is manifested by the members of its organization. Salesmanship courses have been held by the members of the force and the Company is at all times alert and ready to work with all the members of the organization for better fellowship and better understanding of the hardware business. One of the features of the recent banquet was the announcement by H. H. Bogue, treasurer of the Company, of the first yearly bonus to employees.

Mr. Ernst described the efforts that are being made to have the company's new building one of the most up-to-date hardware plants in the country, including better accommodations for the employees. The *HARDWARE WORLD* is looking forward with keen interest and anticipation to the publishing in a few months of a complete description with photographs of the new store arrangement of the Ernst Hardware Co.

## RIGHT OF BUSINESS MEN TO USE SIDEWALKS FOR LOADING AND UNLOADING MERCHANDISE

(Copyright by Elton J. Buckley)

The question raised by the following letter is the right of business houses to use the streets and sidewalks, chiefly the sidewalks, for loading, unloading and delivering goods. Of course, the universal custom is to use the sidewalks for this purpose, but the right to do so is a different proposition. The writer of the following letter is the secretary of his local business men's association, and asks that the name and address be withheld.

The ——— Business Men's Association desires me to obtain your opinion about a situation which has arisen here. The business streets of this town are very closely built up, and consequently many of the stores have no rear entrance, and are forced to use the front door for taking goods in and shipping them out. They have done this whenever it was necessary and not at any certain hours. The City Council has now passed a law that inasmuch as there had been much complaint from the general public recently as to interfering with traffic, that hereafter business men could only use the sidewalks for unloading or loading goods before 8 o'clock in the morning and between 7 and 7:45 in the evening. At a meeting of our association it was decided that this could not be done, for it would upset the system of every store and be impossible. We have counsel, who is now preparing an opinion, but we should also be grateful for yours, as you are doubtless familiar with the subject.

P. S.—How could the business men stop the going into effect of this rule?

My judgment is that any such ordinance as this is invalid, because it interferes with and practically destroys the vested right which the merchants of any town or city have, to make a reasonable use of the sidewalk for business purposes. Restricting its use to such hours as before 8 A. M. and from 7 to 7:45 P. M. means about destroying the right entirely, because goods have to be handled when the need arises and when men can be gotten to do the work.

The following is a clear statement of the settled law on the subject:

Abutting property owners are entitled to make a reasonable use of the street for the purpose of moving property or merchandise to and from their buildings, though such use may temporarily obstruct the free use of the street by the public, as in the case of the removal of merchandise by tradesmen to and from their stores. Thus, the right of a merchant to place skids temporarily across a sidewalk to remove merchandise from a store has been upheld. But the use for this as for other purposes must be reasonable and must be subordinate to the general rights of the public. Thus, it has been held unreasonable to appropriate half of a much traveled street for alternate hours each day for loading and unloading goods from wagons, or to obstruct the sidewalk by placing skids across it for four or five hours each day. Whether the use in the particular case is reasonable must be determined from the surrounding circumstances.

The above marks the limit of the merchant's right to the use of the sidewalk for business purposes. The following is equally well settled:

Abutting property owners have no right to use any portion of the sidewalk for the deposit or display of merchandise or other articles kept for sale, nor have

they the right to place on the sidewalks showboards placards or other articles. It has been held that the municipality cannot, without legislative authority, grant the privilege of using sidewalks for such purposes.

The law has realized that the average merchant or manufacturer, doing business under the average conditions, couldn't get along without using the sidewalk to some extent, and, therefore, as one case said, it has long been decided that "from the necessity of the case persons may be justified in making particular uses of streets which to a limited extent operate as an obstruction of free passage."

Note, however, that the use of the sidewalk must be reasonable. I have no doubt that some merchants of the above town have been using their sidewalks as auxiliary warehouses, just as somebody does in every town and city. No business house has a legal right to use the sidewalk unless it is strictly and reasonably necessary. Any use which goes beyond that is illegal and can always be stopped.

The correspondent asks how his association can prevent the ordinance from going into effect. By asking for an injunction against the city officials. I have no doubt the injunction will be granted. The court will doubtless take the position that councils can prevent any excessive use of the sidewalks by passing an ordinance making everybody who does it liable to arrest, and that therefore the drastic rule we have been discussing is not necessary.

## "MAXIMS" SLOGANIZED BY "REEGTHE-RHYMER" FOR THE HARDWARE WORLD

You hit the **Nail** on the head when your prices are right.

There's a **Screw** loose somewhere when your customers make only one call.

There is always **Plane** sailing when your stock is up to date.

It may **Tacks** your brain, but keep tabs on your book accounts.

**Hook** up to salable **Staples** and keep your **eyes** open. **Try** to be on the **Level**, and **Square** in all your dealings.

Don't have too many **Links** in your **Chain** of thought — You hadn't **Auto Tire** your brain.

**Hold-Fast** to your convictions, and **Snap** up all salable **Novelties**.

**Lock** up your ideas, when your competitor tries to **Steel** them.

Stop talking too much and **Saw** wood, when you've **Bit** off more than you can chew.

Don't **Crow** over your competitor, but **Bar** him from taking the wind out of your **Sales**.

Give good ad-**Vice** when needed, but don't tell **Awl** you know.

There are people who are not really bad who are yet so provoking that it takes a lot of the vital forces of life to live with them or near them harmoniously.

### APPRECIATES EDITORIAL AND NEWS VALUE

We honestly cannot see how any of the other hardware journals can be compared to the **HARDWARE WORLD**, for there is so little to read in them.

HAROLD S. GEER.

### MEETING GERMAN TOOLS ABROAD

"German tools are cheaper than American tools in foreign markets," says J. R. Miller, on his return from a business trip to Holland, Belgium and Germany. But the stocks are broken, the prices are indefinite, deliveries uncertain, and the quality suspected.

"At first sight, and judging by what one hears, the impression that one would get of German competition is that it would be hard to meet, but it seems to me that on closer examination the situation over there assumes a more cheerful outlook.

"Holland, it is true, is full of German machine tools which had been sent over soon after the ending of the war, in the hopes that good business might be done in the devastated section when they began reconstruction.

"This speculation in German tools was also augmented by the fact that the German mark was very low and the machines could be had comparatively cheap with Dutch money.

#### Hard to Import

"It was found later, however, that it was not such an easy matter to import machines of German origin into the allied countries, and a good many of the owners of the German equipments have been rather disappointed.

"Among the German machine tools there is a lot of junk which a good many people will not buy. Of course machines can be had so cheap that in many instances tools are bought that are not exactly what a client would buy if purchasing new machines.

"It might interest you to know that when it comes to the purchase of German machines that are not in stock we are in a much more favorable position. German deliveries are usually indefinite, and the prices also.

"The prices are subject to many conditions, such as the increased cost of labor and the liability to have to pay future export duties, which the government threatens to levy, and has levied recently. German deliveries are contingent on their being able to obtain certain raw materials that are indispensable, and buying a machine in Germany for future delivery is rather a risky proposition.

#### Orders in Belgium

"During my recent trip to Belgium we received several large orders from a customer who led me to believe at first that there was no chance of our doing business on account of the considerably lower prices he could get in Germany. I was sure that his offers were not bona-fide and on examining the proposal more closely it came out that neither the price nor the delivery were very definite.

"Taking the matter as a whole, business will be considerably reduced because of the large number of German machines that will be offered during the next year or two, but there will always be a certain number of cases where high grade American tools will be purchased, and I am optimistic enough to believe that we will be doing a steady, although smaller, business for some time to come."

Looking on the bright side is commendable—but don't forget that the wise man looks on both sides.

"Mother," asked the Modern Child as she was being put to bed, "what are prayers?" "Prayers, darling, are little messages to God." The Modern Child grew thoughtful. "Oh, I see," she said at last, "and we wait till bedtime to send them, so as to get the night rate."

### LUNCHEON IN SAMPLE ROOM

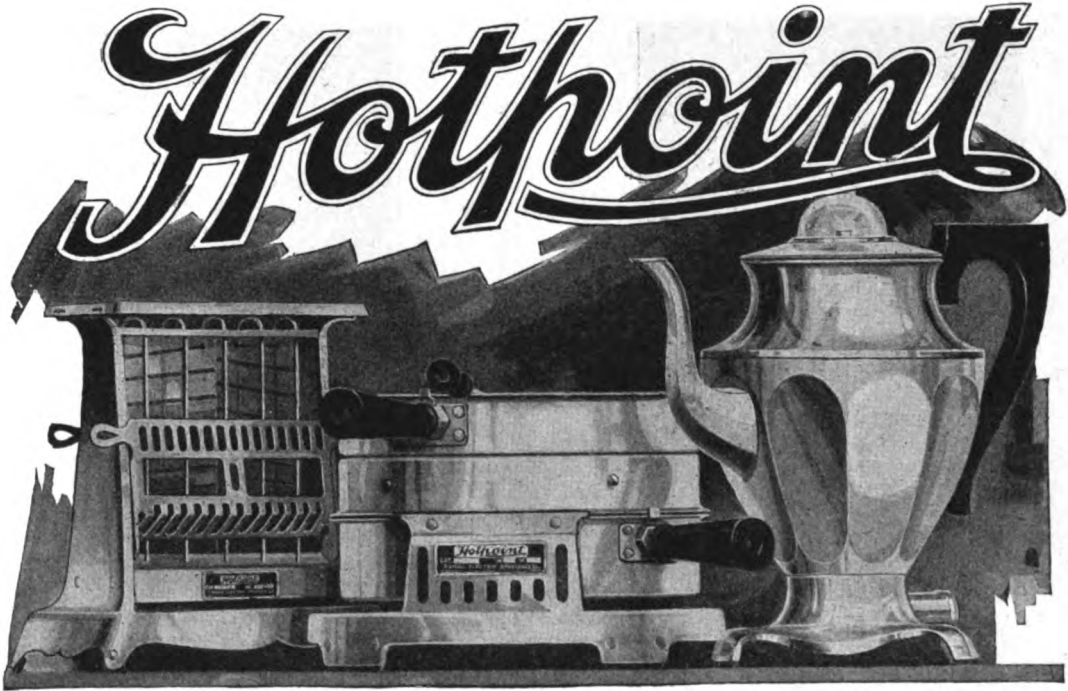
Now that the term sample room has lost its liquid significance, the enterprising sales department of the Tritch Hardware Co., at Denver, Colorado, has introduced a wholesale sample room as a feature of its sales policy in merchandising in the inter-mountain territory.

In line with its aggressive campaign along with other merchants of Denver to make Denver the jobbing center of the mountain region, the Tritch Hardware Co. aims to entertain all visiting manufacturers' representatives, as well as dealers and buyers in its wholesale display and sample room. During any meeting or convention in Denver all visitors are urged to visit the display and make their headquarters there.

Recently the members of the Denver Jobbers Association were entertained at luncheon right in the room, and the same evening the members of the Denver Purchasing Agents Association were entertained. This is the way the sample room looked when it was ready for the guests.







### ***Three Hotpoint Leaders!***

Twelve years of aggressive national advertising has built up a consumer demand for Hotpoint appliances that is taxing our manufacturing facilities to the limit.

And this year there is no let-up in that advertising!

Every month full-page advertisements in color are appearing in both the *Ladies' Home Journal* and *The Saturday Evening Post*. This picture heads a strong two-color page in the June 12th *Post*.

### **Hotpoint Turnover Is Quick Turnover!**

Hotpoint appliances are quick movers! In the dealer's back door and out the front, only stopping to ring the cash register. No loitering on the shelves.

Keep your Hotpoint stock complete! Keep in touch with your jobber.

**EDISON ELECTRIC APPLIANCE COMPANY, Inc.**  
**Chicago**

**New York**

**Ontario, California**

**Atlanta**

## LAWN MOWER MAN OF MANY MISSIONS



W. P. M. BRAUN, President

Philanthropist, church man, student of music and manufacturer of coffee mills, meat choppers and lawn mowers—surely this seems an unusual and strange combination, and under ordinary circumstances we presume that the man who combines all these activities would either be master of none or he would be somewhat of a superman.

W. P. M. Braun of Philadelphia we have in mind as the able and balanced disposition, who plays all these parts in his life drama. He is president of the Pennsylvania Lawn Mower Works, successor to John Braun & Sons. He is also an officer of the John Braun Company, established in 1888 and manufacturers of C-O-L-E-S Electric Coffee Mills and Meat Choppers. Unofficially he is president of one of the largest orphanages in Philadelphia and he is also a director of a great sanatorium, where treatment for tuberculosis is offered free to the needy. These two are only samples of his many and liberal charities.

The history of the Braun family is closely interwoven with the history of the Lawn Mower. Although lawns date back through the time of Shakespeare to the time of the ancient Greeks, they were never "mowed" before the late 60's in the United States. As far as we know, the history of the lawn mower has not been written. At least it is not at hand, but we know of no more authoritative source for this material, nor who could supply better side-lights, than the Braun family.

John M. Braun and Sons were organized in 1877. Ten years before that, young John Braun had started in the lawn mower business as an employe of one of the old houses in Philadelphia. As John Braun & Sons developed they first introduced the scythe wheel. With this device the edges of a lawn can be cut. In 1916 the company was reorganized as the Pennsylvania Lawn Mower Works, as it exists today.

It was about the time of the reorganization that J. S. Bonbright became the genial, enterprising and widely famous vice president and sales manager of the company. Mr. Bonbright spent his 20 years of apprenticeship in the lawn mower business with the Supplee Hardware Company, and it was there that Pennsylvania Lawn Mowers were developed.

In fact, Pennsylvania Lawn Mowers and Mr. Bonbright affiliated themselves with John Braun & Sons



J. S. BONBRIGHT, Vice President and Sales Manager

and blossomed into the Pennsylvania Lawn Mower Company at just about the same time. For 25 years Mr. Bonbright has been the principal force which has pushed the Pennsylvania Lawn Mower all over the United States and surely there is less grass growing under his feet now than ever before. Or perhaps we may say that under his guidance the mowers have never cut a wider or cleaner swath. Foreign exports have grown until there is an extensive market in Europe and Honolulu. It is said to be the only lawn mower that successfully cuts Bermuda grass.

The present difficulties in manufacture have not excepted the Pennsylvania Company, for no new orders have been accepted with definite price or shipping date since last September.

Says Mr. Braun regarding manufacturing conditions of the present day, "The manufacturer and the product today seem to depend entirely on the whims of the worker. Perhaps it is the labor or the mechanics in our factory. It may be the artisan in the steel mill or where our raw material originates. Again it is the railroad man between the raw material and the producer or between the producer and the consumer. All along the line, the product and the producer can hardly call his soul his own, before the whim of the employe and the worker.

"It is generally accepted that the present day manufacturer is getting 60 per cent efficiency from his investment in labor. Our friends and competitors are trying to meet the problems, and so are we. Neither the employer or the employe knows what the end will be. Meanwhile we must go on making as many of the best lawn mowers as we can and keeping ever alive to the changing situation."

As a purchaser and storekeeper for an engineering company, where we carry about fifty thousand dollars worth of hardware and plumbers' supplies, which we purchase from jobbers and manufacturers, the **HARDWARE WORLD** is very helpful in my work, aside from being most amusing and entertaining to read.

New York.

WILLIAM J. BROWN, Storekeeper.



# BENJAMIN

## No. 92 Two-Way Plug



These Publications tell  
the Benjamin No. 92  
Two-Way Plug Story:

Literary Digest  
Independent  
American Magazine  
Collier's  
Cosmopolitan  
Metropolitan  
Mother's Magazine  
Red Book  
Saturday Evening Post  
Christian Science Monitor  
Woman's Home Companion  
Christian Herald  
Everybody's  
House Beautiful  
Leslie's  
Outlook  
Photoplay  
Popular Mechanics  
Delineator  
McCall's  
American Cookery  
Popular Science Monthly  
Sunset  
Good Housekeeping Magazine  
McClure's

### Backed by the Biggest Force in Business

—good advertising! Advertisements, handsomely illustrated with actual photos of washing machines, electrical fans, ironers, etc., tell the Benjamin Two-Way Plug story this year.

The same successful methods which made 1919 the largest year of all for Benjamin dealers, are being employed in a greater way in 1920. The dominating magazines in America have been harnessed to our campaign. Every detail has been planned carefully and is being carried out to increase your Benjamin No. 92 Two-Way Plug sales.

This institution is also co-operating heartily with others to spread the "Do It Electrically" educational movement now sweeping the country. For electricity has become an important aid to the civilization of the world.

It will pay you to tie up to this campaign to increase the use of electricity. While doing so remember that any efforts you place behind the Benjamin Two-Way Plug will help create sales for many other electrical appliances. Order from your electrical jobber.

*For information address the Advertising Department  
806 W. Washington Blvd., Chicago*

**BENJAMIN ELECTRIC MFG. CO.**

Factories: Chicago and Des Plaines, Ill.

*Sales and Distribution Offices:*

247 W. 17th St., New York 806 W. Washington Blvd., Chicago

580-582 Howard St., San Francisco

Benjamin Electric Mfg. Co. of Canada, Ltd., Toronto, Can.

The Benjamin Electric, Limited, London, Eng.



**3 for \$3.50**  
**or \$1.25 each**

## RETAILER WHO WAS A VICTIM OF A WELL-KNOWN LEGAL PRINCIPLE

(Copyright by Elton J. Buckley)

Somebody sends me a country newspaper from a New Jersey town. It contains an item of local court news which enables me to say something which will—if it is remembered and observed—save somebody some trouble.

The item referred to reported the trying of a case against a retail druggist by the holder of certain promissory notes which the druggist had signed. I reproduce the gist of it:

A suit to recover on two promissory notes of \$150 each was heard in the Common Pleas Court on Wednesday, by Judge Wells and a jury. The action was brought against John H. Cameron, a Burlington druggist.

The evidence showed that in June, 1917, a representative of the Partin Manufacturing Co., of Chicago, made a contract with Mr. Cameron to furnish the prizes, literature, placards, etc., for a voting contest to decide who was the most popular girl in Burlington. Customers making purchases at Cameron's store were entitled to nominate and vote for candidates. The number of votes was to be determined by the amount of the customer's purchase. The scheme was said to be a fine method of increasing a merchant's business.

In payment of the prizes, literature and conduct of the contest, Mr. Cameron signed six notes of \$150 each. The Partin Co. was to furnish a satisfactory bond to guarantee that it would fulfill its part of the agreement.

Before the prizes had been received or the contest put into operation, Mr. Cameron learned that the scheme was not conducted on the level; that some contestants were announced by the company, as the contest progressed, to have received thousands of votes which they did not receive, the purpose being to keep five or six candidates neck to neck in the race, in order to create public enthusiasm and renewed efforts by contestants to solicit votes.

When the fraudulent nature of the contest came to Mr. Cameron's attention, he refused to become a party to it and notified the company that there would be no contest at his store. He did not receive the prizes from the company, and the bond sent to him was not satisfactory, as the Ohio bonding company issuing it was not authorized to do business in New Jersey.

Two of the notes given by Mr. Cameron were assigned by the Partin Co. to Desbress, Bridges & Noel, also of Chicago, in part payment of prizes bought from the latter concern. The notes were not paid and were protested, after which the Desbress firm assigned them to one of their employees, Franklin W. Dean, with instructions to bring suit against Cameron. The testimony showed that the firm did not desire to appear in law suits of this character, for fear of injuring its business, so had such suits instituted in Dean's name.

A deposition of a Government employe stated that warnings had been issued that the Partin Co. was using the mails for illegitimate purposes.

The fact that the notes had been transferred to and accepted by the Desbress Co. in an apparently legitimate transaction, made them, under the law, immune from attack.

By direction of the court the jury returned a verdict for the amount of the notes, with interest, totaling \$340.25, in favor of the plaintiff.

A splendid illustration of the workings of the well-settled legal principle that when A makes a promissory note to B and B transfers it in a bona fide way to C, C can collect it in a suit against A, no matter how complete A's defense would have been against B had B sued on the note. In other words, defenses which would

have been good between the original parties to a note, cannot be raised against a third party holder for value without knowledge of the defense.

Consider what a very great hardship this rule worked upon the druggist who was its victim in the above case. He was induced to sign a number of notes by a concern proved to have been an absolute fake—the Post Office Department had publicly denounced it as a fraud. The scheme which it sold was also a fake, the "security" it offered was phony, and the whole proposition was shown up as a deliberate effort to get a responsible merchant's name to some negotiable paper, for the purpose of indorsing it over to a third party and realizing upon it.

All this was proven at the trial, and I have no doubt that the druggist's counsel argued strongly that the transfer of the notes from the fake concern that got them originally to the "third party" who sued on them, was merely another part of the fraud, done in order to take advantage of the legal principle we are discussing.

Yet in spite of all this the judge ordered the jury to render a verdict in favor of the plaintiff for the full amount of the notes. To quote from the report: "The fact that the notes had been transferred to and accepted by the Desbress Co. in an apparently legitimate transaction, made them, under the law, immune from attack."

Every business man should plant this legal principle in his mind so firmly that it will rise to the surface and confront him whenever he is asked, or whenever it occurs to him to sign a promissory note. What should this druggist have done to protect himself? He should have refused to sign the notes or anything that could be tortured into a note. If he was responsible, and the concern endeavoring to sell him was honest, and believed in its goods, it would have been glad to sell him without the notes.

I have seen this rule of law work apparently the most outrageous injustices. In one case A sold B a horse and warranted it sound in wind and limb. B gave his promissory note in payment before the horse was delivered. A indorsed the note to C as soon as he received it. On the way to B's place the horse died, which of course meant that A had no claim against B at all, and if A tried to collect on the note, he would have been laughed out of court. But C collected on the note without difficulty, under the legal rule which is the subject of this article. To be sure, B could sue A to get back the money he had to pay C on the note, and that was done, but A had nothing and B was out both money and the horse.

I don't know anything in the way of a legal document which can make as much trouble for its maker as an ordinary promissory note. Be exceedingly careful how and why and when you sign one.



# A BUMP-A BOUND-THEN SAFE EASY SPRING REBOUND



Quality which has for years symbolized the finest excellence has now taken an even greater value by adoption of specially built shaping and tempering machines in the manufacture of Higgins Quality Replacement Springs for automotive employment.

Assuring greater strength—better resiliency—longer life and service than ever before.

There is a Higgins Spring made to meet the most exacting requirements of practically every make and size of motor vehicle and to do it in the most economical manner.

The soundness of our sales policy should appeal to everyone interested in buying or selling replacement springs. Distribution through the Jobber assures service and sales—co-operation of proven value. Big stocks of Higgins Springs at important points of distribution offer convenience and promptness of shipments so essential to economical and wholly satisfactory selling.

Jobbers and Dealers will find many splendid benefits in the clean cut policy of selling. Write for particulars and catalog. Don't fail to ask for a little book of big information, entitled, "Why Higgins Quality Springs Are Better."

**HIGGINS SPRING & AXLE CO., Dept. 541, Racine, Wis.**

So. America Representative, C. J. P. LUCAS, Galeria Guemes, 558-559 Buenos Aires

NO HOLE-NO BOLT-NO HUMP-NO JOLT



## WATCH AND LEARN FROM THE OTHER FELLOW

"Instead of finding fault with the man who is beating you at your own game, study his methods, and perhaps you will learn something."

One of the foremost mail order advertising men of the country is quoted as explaining to an audience of his hearers that the company for which he works has in its employ a number of people organized regularly into a bureau for the purpose of reading and critically examining every week the country newspapers which come out once a week all over the country.

The people of this bureau are trained to interpret the progressiveness of a community by means of its newspapers and especially the advertising which they contain. When it is found that the merchants of a certain locality are using very little publicity to bring them business, it is a short matter to look up the records of that community or state or county as the case may be, for such facts are readily available.

In many cases it only takes a short time to prove that there is plenty of money in that part of the country, but that no one is going after it very strong. The bureau reports in detail on this situation, and immediately that section is flooded with the mail order literature of that house.

The people who receive this literature seem to be actually hungry for it, and the results in the way of business it brings are surprisingly good and so much in excess of the same effort and expense put forth in territory where the local merchants are generous advertisers that the Mail Order Newspaper Reading Bureau is considered a grand success.

Now some of those small town dealers promptly become offended when the people whom they consider their legitimate customers send their money out of town to buy the very lines of goods which they, the small town merchants, carry, and some of them do a good deal of grumbling and point to the ingratitude and unreasonableness of the people with whom they have to deal.

Now, if your house were burning up, it would be a very stupid and silly performance to mount a soap box and to offer a homily on the destructiveness of fire when it gets the upper hand. The only thing to do is to fight that fire without wasting time for words. In fact, the same strength expended in carrying water as in inveigling against fire prevention, would usually put out the flames.

In the same way, the small town merchant would be much wiser to stop talking about the greediness of the mail order houses and to promote his own business by the very means which bring patronage to the distant concern. Advertising pays. It brings business. It keeps out competition. And it proves to people that you have something to offer them as good or better than anyone else.

There are some merchants who are inclined to favor lines of goods not nationally advertised, on the ground that new or little known brands can be bought much more cheaply many times than those affording a larger profit. This is true in many instances, but figures must be examined closely if they are to tell all of the facts.

### There Are Similar Cases in Your Own Line

Not long since, two men representing different kinds of liniment approached a druggist. The one representing a liniment in an attractive package, but entirely unknown to the public, offered his goods at a price to permit a gross profit of 33 per cent. This looked good to the druggist, and he took the matter under advisement.

The second liniment man was representing a liniment which had been on the market for years, and the name of which was almost a household word. His goods could be sold at a gross profit of 25 per cent.

To the casual observer it would seem as though the first proposition were the better one, but the merchant reasoned along these lines:

"If I buy the unknown goods, I must create a demand for them by doing a good deal of advertising myself, which will cut down my profit. I will have to work hard behind the counter to sell those goods, and the chances are my clerks will not take hold of them very enthusiastically. If I succeed in selling \$150 worth of that liniment this year, I will do well. My profit will be \$50, and out of that will come my extra expense of time and publicity in selling.

"On the other hand, if I stock up with the nationally advertised goods and do a business of \$500 in liniment this coming year, I will make 25 per cent clean, and it is much surer at that than my sales on the other goods. One quarter of \$500 would be \$125, and there will be no chance of my being left with a lot of dead stock on my hands at that."

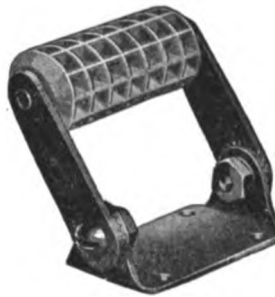
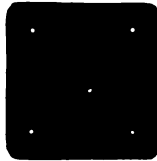
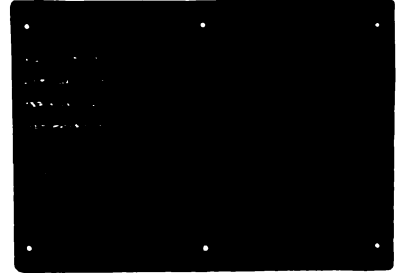
So, all in all, publicity pays. It pays us and particularly if we are wise enough to cash in on what is being done by the other fellow, either by using it, or by taking advantage of the methods which have brought him success.

---

## THRIFT

It is a common mistake to suppose that thrift means only saving money. Thrift means spending money intelligently as well as saving it. Thrift simply means that you know what you are doing, how much you are spending, what you have spent and what you are going to spend. Every person ought to keep strict account of his income and outgo. It is a matter of habit. When you get used to it, it is as easy as shiftlessness. Thrift is the road to contentment.

## CAR COMFORTS WHICH SELL RAPIDLY



### *Stanwood Products*

Here are several little accessories that add greatly to the comfort, convenience and satisfaction of the driver whose car is equipped with them.

**STANWOOD SAFETY STEP PLATES** are indispensable as safety devices—prevent slipping when entering and leaving the car. They also protect the covering on the running board.

Step Plates are subjected to rough treatment, and should be built to stand it. Stanwood Plates consist of rubber covered sheet steel bases, from which solid rubber longitudinal ribs project. They always look well and do not discolor and mat down. They outlast any other step plate on the market.

Stanwood Safety Step Plates are manufactured in a variety of styles, and are priced to meet the requirements of any car owner. Type A, \$3.70; B, \$2.65; C, \$1.60; Ford Type, \$1.60, List.

**STANWOOD ACCELERATOR HEEL PLATE** furnishes a stable position for the heel when operating the clutch and brake. It prevents wearing hole in floor covering of car. It is built like Stanwood Safety Step Plates. Price, each, \$.85, List.

**STANWOOD PEDAL PLATE** is used when the accelerator is not placed near enough to the clutch and brake to use the Heel Plate. It is constructed same as Stanwood Safety Step Plates. Price, each, \$.50, List.

**STANWOOD CONFORMABLE HAND PADS** add a pleasing appearance to a car. They prevent finger marks and wear on finish of car. Made of leather in various grains. Price, each, \$.90 to \$1.80, List.

**STANWOOD ADJUSTABLE ACCELERATOR FOOT REST** sells at sight. The user receives lots of comfort from this device—relieves leg muscle tension, acting as a foot support. It can be adjusted to the position of any driver. It is a reliable safety device, preventing unintentional acceleration over rough roads, crossings. Price, each, \$1.60, List.

**STANWOOD EQUIPMENT CO.**

308 N. Michigan Blvd., Chicago

Complete Catalog  
will be  
mailed upon  
request

## WHERE A PARTNER'S RIGHT TO BIND HIS FELLOW PARTNERS STOPS

(Copyright by Elton J. Buckley)

Illinois.

Besides owning the store property in which we do business, I own another in this town which I rent to a firm doing a sizeable business in farm machinery, farm implements, large hardware, etc. A year ago I made a very good lease on this property, renting it for five years at very profitable rent, as it was the only place in town suitable for the business.

The firm which came in as tenant has two partners, the real manager of the business and his father-in-law, who lives in another city and he has no part in running the business. The firm name includes both of their names, but the father-in-law has most of the money in it and the son-in-law runs the place. It was the son-in-law that signed the lease; all our business was done with him, the other man never came near the place.


The son-in-law paid several months' rent with his regular store check, but has gone behind lately and everybody is expecting that he will close up shortly, as he don't attend to business and it is running back. I am wondering where I come out on my five-year lease, which still has around four years to run. The father-in-law has plenty of money and could stand for the lease, but the son-in-law has nothing and a judgment against him would not be worth 10 per cent. I consider I could not rent the place again at such a figure, and I will lose some money unless I can hold the father-in-law. I will say that the lease reads at the bottom: "Stone and Welch, by R. B. Stone (the son-in-law). Does the fact that Welch did not sign the lease make any difference, as I have always understood that one partner could act for another?"

If you write this case up, don't give names.

R. B. R.

This seems a good time to say a word about a certain limitation on the general power of a member of a partnership to bind his fellow members. As I have occasionally explained, there are very few limitations upon that power. The whole theory of partnership is based on the idea of agency—one partner is the agent of the other, and what he does will in most cases bind them. Discard the old idea that it is the sharing in the profits that makes a man a partner. Plenty of men share in profits who are not partners at all. Whether there is a sharing in the profits is always considered when determining whether a man is a partner, but the main consideration is whether he has power to bind the other members of the firm. If he has, he will usually be held to be a partner.

### Sealed Instruments

There are a few limitations upon the power of a partner to bind the fellow members of the firm, and one of the chief ones is brought up by the above letter, i. e., as to sealed instruments. A sealed instrument is one under seal, in other words, any lease, or deed, or order, or contract, which has a design like this— to the right of the blank lines where the parties sign. Any design answers the purpose. A document with such a sign in it, or even with only the word "Seal" there, is a sealed instrument and is subject to a law of its own, as compared with documents signed without that. A lease is a sealed instrument.

A partner cannot sign any sealed instrument which will bind his fellow partners, unless they consent to his doing it, or unless, after knowing it, they affirm it. There have been many cases where sealed contracts are made by one partner not financially responsible, but on behalf of the firm, and where the member who had the money didn't sign; or where it could not be proven that he knew about it. In every such case the courts have held that as the instrument was under seal, it did not bind the partner not signing and not knowing. The other man in the deal was therefore left with a scrap of paper binding one irresponsible person.

In one of these cases the court said this:

The statement of claim sets forth a lease in writing under seal between the plaintiff as lessor and Faggen Bros., Solomon Faggen and Henry Faggen, lessees. The liability of the lessees named is not denied, but the plaintiff seeks to recover a judgment against the legal representative of Joseph L. Greenwald on the ground that he was a member of the firm of Faggen Bros. at the time the lease was executed. The attempt is therefore to charge him personally in an action on a writing under seal to which he was not a subscribing party. The right to recover is based on the written agreement. It is conceded by the learned counsel for the appellant that one partner cannot bind another by a sealed instrument, and many authorities compel this concession. The implied authority arising out of the relationship to bind each other is limited to ordinary dealings within the scope of the business of the partnerships, but contracts under seal relating to future actions are out of the usual course of business and are not recognized as binding on non-assenting partners. Assuming that a partnership existed, it was necessary for the plaintiff to show that Greenwald assented to the execution of the lease before it was signed, or that he ratified it afterwards.

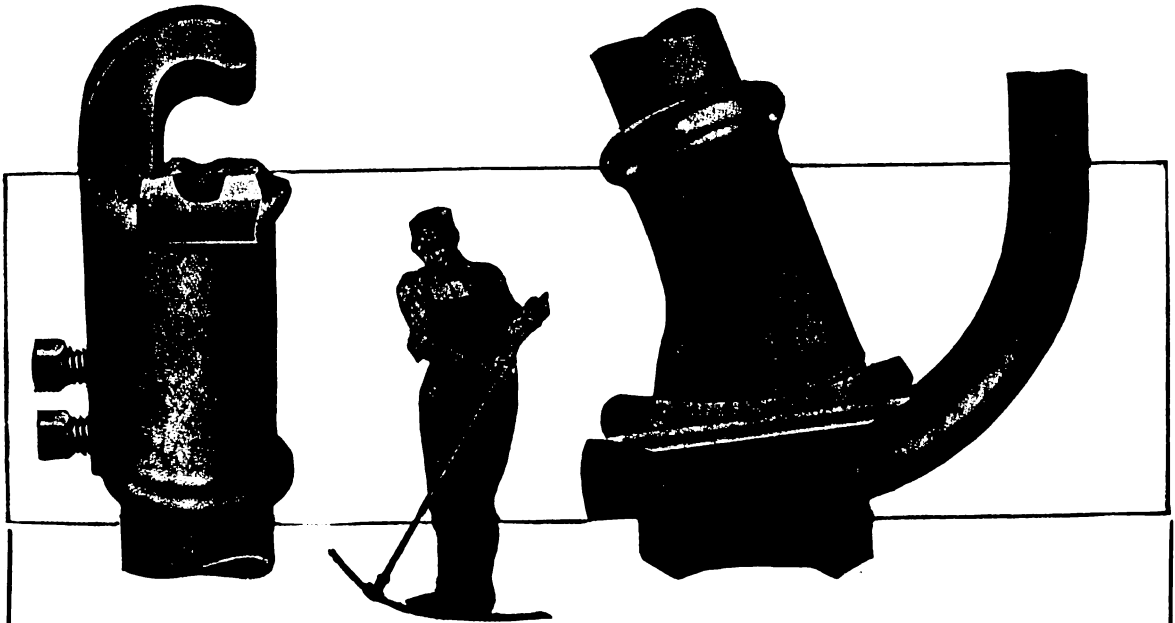
The case above reported was one precisely like that which R. B. R. writes about—the only partner signing was the impecunious one. Unless R. B. R. can show that the father-in-law knew about the lease—I mean had a clear knowledge of all its terms (not simply knew there was a lease), he will be bound by the rule of law I have explained.

The best way to make a sealed contract with a partnership is to have every member sign it. Don't accept the word of one that the others know; they may say they did not. Get all their names.

P. C. Patterson, for 12 years Spokane manager of W. P. Fuller & Co., has been promoted to the management of the Portland branch, giving him a much larger field of operation. He ranks among the pioneers of the organization, his service covering 23 years. Clayton W. Moore will be the manager of the Spokane branch.

John W. Simes, who is in charge of the interests of the John H. Graham & Co., in Christchurch, New Zealand, recently made a visit at route to headquarters of John H. Graham & Co., No. 113 Chambers St., New York City.

# *The* FEY AUTOMATIC GRIP HICKEY



"STICKS WHERE IT GRIPS"

## Bends Pipe Quickly

No Kinking

No Breaking

No Flattening

### BULLEN & COMPANY

Western Distributors

1508 Claus Spreckels Bldg.

San Francisco, California

*Full particulars will  
be furnished  
on request*

## YAKIMA COMPANY ADDS ACCESSORIES

The Yakima Hardware Company, at Yakima, Washington, are adding automobile accessories to the wholesale stock, just as soon as the new warehouse is constructed to house the wholesale department. The demands of the trade as well as the development and growth of the Company's organization make new addition inevitable.

The following statement by President W. A. Bell of the Company, is self explanatory: "Our jobbing business has outgrown facilities we have for handling it, and we have decided to separate the wholesale and retail departments, building a new store for the wholesale department. The building will be 50 by 140 feet, with full basement and two stories. When the new building is completed, we will add automobile accessories to our stock and will be prepared to supply the needs of the trade in our territory. Work on the new building will begin at once."

As an indication of the rapid growth of the wholesale business of the Company, Mr. Bell points out that beginning in a modest way seven years ago, the Company now has four men on the road covering all of the Yakima Valley, with a resident salesman in Walla Walla covering that territory. Two more men will shortly be put on the road, one to sell automobile accessories.

A score of persons are now employed in the jobbing department. This force will all be moved into the new building when it is completed. The company is now publishing a general hardware catalogue and will put out a catalogue of automobile accessories when the new stock is ready. The jobbing business of the Company last year reached a total of over \$750,000, and is expected to reach the \$1,000,000 mark this year.

After the separation of the wholesale and retail departments, R. C. Sinclair and George Rankin, Jr., will have charge of the retail department and Mr. Bell will give his time exclusively to building up the jobbing trade. He expects to make Yakima the center for hardware jobbing for all of the Central Washington territory.

## ARCHER &amp; WIGGINS WHOLESALE ONLY

Announcement has been made to the trade by Archer & Wiggins Co., Portland, Oregon, that their automobile accessory distributing business will henceforth be conducted on a wholesale only basis.

W. B. Higgins, vice president of the company, has recently been instrumental in purchasing a quarter block of land, where the construction of a new building has already commenced. The business will probably be moved into the new building about June 1, and with the increased facilities, Archer & Wiggins will be better situated to cooperate with the merchants of auto accessories and supplies in the Northwest territory.

TO THINK OR NOT TO THINK  
IS NOW THE QUESTION

Think well before you leap,  
For 'tis best to keep  
Your good intentions before the public eye.  
Don't think too well of riches,  
That come with many hitches,  
As the years roll by.

A man with wit and brain,  
And past without a stain,  
Is much the better off;  
Than he who hoards his wealth,  
Obtained by greed and stealth,  
And holds himself aloft.

Deep thinking now's the fad,  
The idea is not bad—  
Because of mental action  
You reason with each problem,  
And work with brain to solve them—  
To your own satisfaction.

REEGTHERRYMER.

Albert Duncan has purchased the hardware stock formerly owned by K. L. Molen, at Arco, Idaho.

## TYPICAL BOOTH AT THE ACCESSORY SHOW

The first strictly automobile accessory exhibition ever held west of Chicago, was held at San Francisco the first week in April, whereas the accessory manufacturers and distributors have always had faith in the balcony at automobile shows, there has never before been a special exhibition or show just for accessories and the accessory trade.

The success of the recent show is definite evidence that from now on the western accessory exhibition will be an established fact and will occur regularly.

Typical of the interesting and enterprising displays at the show, we reproduce the exhibit of the Norman Cowan Company, western representatives for a number of the most important and prominent of the accessory manufacturers. This enterprising organization had three spaces for its display and, as is evident in the photograph, did full justice to all of their principals. The bumpers and fenders of the L. P. Halladay Co. are shown on a rack at the right. "X" radiator liquid from the "X" Laboratories was displayed on a table in the center. Some of the other prominent automobile accessory manufacturers represented in the West by the Norman Cowen Company are Swan & Finch Company of New York, Graham-Davis Company of Boston, N. A. Petry Company of Philadelphia, and A. S. Campbell Company of Boston.





# Do your Brakes Obey Orders?



## RUSCO Brake Lining and Clutch Facings

**W**ILL the brake that you are relining today obey orders in the user's service a year hence? If lined with RUSCO, it will.

Rusco has a gripping power that's guaranteed for one year. The number of motorists who reline with Rusco is growing by leaps and bounds.

Our valuable book on all Rusco Webbing Products will be sent at your order.

**Guaranteed For One Year**

### THE RUSSELL MANUFACTURING CO.

38 Factory Buildings

Established 1830

25,000 Shuttles

519 Russell Avenue, Middletown, Connecticut.

#### BRANCH OFFICES

New York  
349 Broadway

Atlanta,  
60 S. Forsyth St.

Chicago,  
1438 Michigan Ave.

Detroit,  
226 Jefferson Ave., E.

San Francisco, Cal.

Western Representatives, John T. Rowntree, Inc., Los Angeles, Cal.  
Seattle, Wash.

Salt Lake City, Utah.

Denver, Col.

Southwestern Representatives, Ware Sales Co., Dallas, Texas

### THE BUSINESS MAN'S HEALTH

Without good health, a business man is seriously handicapped in the race for success and in the meeting of the keen competition which he must face.

Without good health, the mind is not clear, the senses alert, or the body agreeably active. It takes part of the energy of living to force one's self on to the point of doing what ought to be done and so the vital power available for actual progress is substantially lessened. Many rules have been laid down for maintaining good health. The business man is advised that, "It is work that kills," and he is given a system of living which includes diet, baths, exercise, regular habits, and a wise mixture of work and play.

All this is reasonable and the suggestions should be heeded in so far as they suit the individual case. But all too often some malady or insidious disease gets a firm foothold before its presence is suspected. Perhaps for a long, long time the business man has been feeling below par, without having much idea as to the reasons. He is not sick enough to call in the services of a physician, and yet feels no marked zest for business and its many requirements, most of which are exacting in the extreme.

The sensible thing for any man to do is to have himself thoroughly examined every six months with the painstaking thoroughness that is required for a life insurance examination. He will then discover whether he is in prime condition or just on the edge of some disease. Sufficient laboratory tests and examinations should be made that there will be no doubt as to his exact physical status. If there is any disease it will be detected while it is in its earliest stages. And if there is none he will know that he can and should go on with pep and punch.

The business man should see to his teeth, once in six months also, for many cases of depleted nerves and many a condition of toxic poisoning results from diseased teeth. One man estimated that his neglect of his teeth had cost him, at least, \$500,000 and he had saved bills in all probability of \$50 or \$75. This left a large balance on the side, of what good health might have meant to him, besides the discomfort he suffered.

All in all, it is not a wise thing to take too much for granted or to drift. The two largest assets any man has are his time and his health. Be careful of these. Use them right and there will be no question but what he can and should keep in good physical condition, barring accidents. Safety first will eliminate the chance of a good many accidents, and an accident insurance in a reliable company may prove a sheet anchor, in time of emergency. Don't take too much for granted, and don't make the mistake of thinking that nothing can happen to you. In time of peace prepare for war!

### STANWOOD COMPANY MOVES

The growth of its business has meant for the Stanwood Equipment its outgrowth of its old quarters. On April 1st the well known Chicago manufacturers of automobile accessories and equipment moves into new and enlarged quarters at 308 North Michigan Blvd., Chicago. Here they will be able to receive and handle the trade in a manner appropriate to the importance and demand upon their products.

The Oregon Hardware & Implement Company has just purchased the Bolton-Bodmer Co. at La Grande, Oregon.

Rearrangements to better their facilities for handling the trade are being made by the Jones-McCord Hardware Company at Baker City, Oregon.

Robert E. Sheldon has acquired one-third interest in the Samson Hardware Co., Inc., at Fairbanks, Alaska, having purchased the part formerly owned by Mrs. Cora N. Hamilton.

C. E. Robertson has acquired the interest of Geo. E. and J. L. Payne in the hardware firm of Ivie, Payne & Son at Sheridan, Oregon, and now the firm will be known as Ivie & Robertson.

C. Weiskopf has purchased the retail hardware department of the former business of Edward Hart, at Gallup, New Mexico. The direct purchase was made from the Chas. Ilfield Company.

With the recent retirement of C. C. Reynolds and I. B. Newton from the hardware and sporting goods firm of the Harper & Reynolds Company of Los Angeles, California, the business has been reorganized under the title of the Harper & Reynolds Corp. Mr. Reynolds will put all his time into the management of his ranch in the San Fernando Valley. Mr. Newton has been appointed as a director of the Federal Reserve Bank.

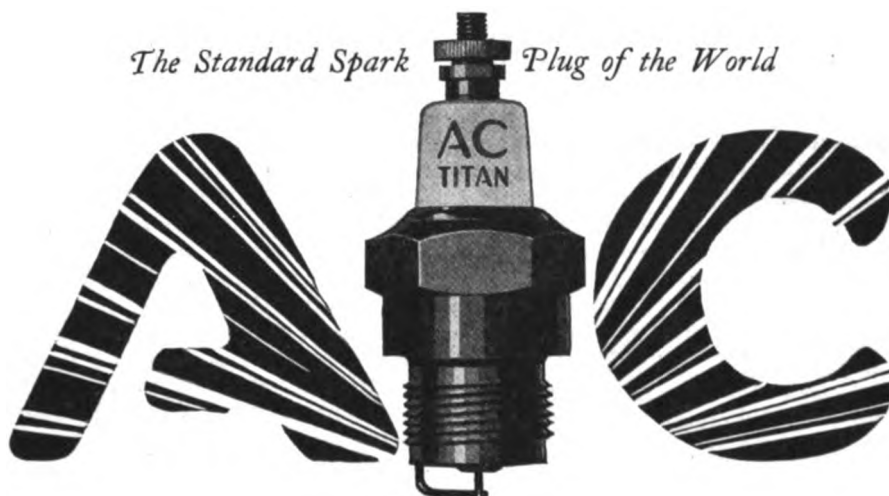
### SELF-DEMONSTRATING DISPLAY STAND



A counter display stand which invites each waiting customer in the accessories department to self-demonstrate the Red Spot Double Duty Searchlight, has just been sent out to the trade by the manufacturers, the F. W. Wakefield Brass Company of Vermillion, Ohio.

The self-demonstrator consists of a substantial metal standard, felt padded to absolutely prevent injury to the show case, upon which two Red Spots may be mounted, with lamps connected to a battery under the counter. Waiting customers, responding to the invitation to "Try it," touch the button and the color changes—white for driving and red for emergency.

Good nature makes the grouchy patron feel like kicking himself across the street, or like taking out a dog license with growling permit attached.



**E**IGHT AC Spark Plugs fired the engine of the Peerless that broke the stock car record for the arduous run between San Francisco and Los Angeles, functioning perfectly during nine hours and twenty minutes of punishing road speed, desert fighting and mountain climbing.

What these eight AC Spark Plugs did in the engine of the Peerless, eight other AC Spark Plugs, or eighty, or eight hundred, or eight thousand will do.

They will prove unfailingly dependable no matter in what make of car they are used or what service is demanded of them. That's why it pays to sell AC Spark Plugs as well as to use them.

Champion Ignition Company, FLINT, Michigan

These manufacturers use AC Spark Plugs for factory equipment

|                                                |                                   |                        |                                |                                 |                     |
|------------------------------------------------|-----------------------------------|------------------------|--------------------------------|---------------------------------|---------------------|
| Acason Trucks                                  | Bullock Creeping-Grip Tractors    | Gary Trucks            | Klemm Trucks                   | Packard                         | Sterling Engines    |
| Acme                                           | Cameron                           | Genco Light            | Knox Tractors                  | Paige                           | Sterling Trucks     |
| Advance Trucks                                 | Capital Engines                   | Glide                  | Koshier Trucks                 | Pan                             | Stevens-Duryea      |
| Advance-Rumely Tractors                        | J. I. Case T. M. Co.              | Golden West Trucks     | Lalley-Light                   | Parker Trucks                   | Stewart             |
| Ahrens Fox Fire Trucks                         | Chandler                          | Gramm-Bernstein Trucks | Lawson Tractors                | Paterson                        | Stewart Trucks      |
| Alisco                                         | Chevrolet                         | Gray Dort (Canada)     | Leach Power-Plus Six           | Patriot Trucks                  | Stockton Tractors   |
| American Beauty                                | Chicago Trucks                    | G. B. S. Motors        | Liberty                        | Perfect Power Sprayers          | Stoughton Trucks    |
| American-La France                             | Clark Tractors                    | G. M. C. Trucks        | Linn Road Tractors             | Phanna                          | Straubel Engines    |
| Anderson                                       | Cole                              | Hackett                | Locomobile                     | Pierce-Arrow                    | Sullivan Trucks     |
| Apex Trucks                                    | Collier Trucks                    | Hahn Trucks            | L. M. C. Trucks                | Pilot                           | Super Trucks        |
| Apperson                                       | Comet                             | Hall Trucks            | Maccar Trucks                  | Pioneer Tractors                | Swartz Lighting     |
| Appleton Tractors                              | Commonwealth                      | Hamlin-Holmes          | Maibohm                        | Pittsburgher Trucks             | Plants              |
| Argonne Four                                   | Conestoga Trucks                  | Front Drive            | Marmoon                        | Porter                          | S-S-E-Co.           |
| Associated Engines                             | Curtis Aeroplanes                 | Harvey Trucks          | Master Trucks                  | Premier                         | Texas               |
| Atco Trucks                                    | Daniels                           | Hatfield               | Maxim Fire Trucks              | Ranger Trucks                   | Tiffin Trucks       |
| Austin Manufacturing Company                   | Dart Trucks                       | Haynes                 | Maytag                         | Red Wing Thorobred              | Tioga Tractors      |
| Available Trucks                               | Davis                             | Hen erson Motor-cycles | McLaughlin (Canada)            | Top-A-Stewart                   | Titan Trucks        |
| Avery Tractors                                 | DeLance Trucks                    | Hendrickson Trucks     | Metcon                         | Tractors                        | Tower Trucks        |
| A & T Tractors                                 | Deico-Light                       | Herschell-Spillman     | Midwest Engines                | Reo                             | Trego Motors        |
| Bates Steel Mule Tractors                      | Denby Trucks (Can.)               | Highway-Knight Trucks  | Milwaukee Gasolene Locomotives | Reynolds Trucks                 | Turner-Simplicity   |
| Beaver Motors                                  | Diamond T Trucks                  | Holt Tractors          | Minneapolis Motors             | Riker Trucks                    | Tractors            |
| Beck-Hawkeye Trucks                            | Diehl Trucks                      | Howell Tractors        | Minneapolis Tractors           | Robinson                        | Union Marine        |
| Beeman Garden Tractors                         | Dodge Brothers                    | Hudson                 | Mitchell                       | Robinson Fire Trucks            | Engines             |
| Bellanger Freres (France)                      | Dorman Engines                    | Hupmobile              | Monroe                         | Rock Falls                      | United Trucks       |
| Bessemer Trucks                                | Domestic Gasoline Pumping Engines | Hurlburt Trucks        | Moreland Trucks                | Rowe Trucks                     | Universal Trucks    |
| Bets Trucks                                    | Dort                              | H. R. L. Trucks        | Napoleon Trucks                | R. & V. Knight                  | Van Blerck Motors   |
| Birch                                          | Duesenberg Motors                 | Independent Trucks     | Nash                           | Samson Tractors                 | Veerac Motors       |
| Bour-Davis                                     | Duty Trucks                       | Ingersoll-Rand         | National                       | Sandow Trucks                   | Vim Trucks          |
| Braddon                                        | Dynellectric Plants               | Jackson                | Neison                         | Sanford Trucks                  | Vogue               |
| Bradley                                        | Eagle Tractors                    | Johnson Motor Wheel    | Neison & Le Moon Trucks        | Sawyer-Massey Tractors (Canada) | H. J. Walker Motors |
| Briggs & Stratton Motor Wheel (formerly Smith) | Elmira                            | Jordan                 | Netco Trucks                   | Saxon                           | Wallace Tractors    |
| Brinton Trucks                                 | Excelsior Motor-cycles            | J. V. B. Marine Motors | New Britain Tractors           | Scripps-Booth                   | Walter Trucks       |
| Brockway Trucks                                | Fairmont Ry. Motors               | Kalamazoo Trucks       | Noble Trucks                   | Scripps Motors                  | Ward La France      |
| Buda Motors                                    | Falls Motors                      | Karavan Trucks         | Northlite Lighting Plants      | Sigal Trucks                    | Trucks              |
| Buffalo Motors                                 | Federal Trucks                    | Kearns Trucks          | Oakland                        | Singer                          | White               |
| Buick                                          | Flour City Tractors               | Kent Concrete Mixers   | Old Reliable Trucks            | Speedway Motors                 | White Hickory       |
| Cadillac                                       | Frisbie Motors                    | Kenworthy              | Oakland Trucks                 | Standard "B"                    | Trucks              |
|                                                | Frontmobile                       | Keystone Trucks        | Oshosh Trucks                  | Standard Trucks                 | Whitney Tractors    |
|                                                | F.W.D Trucks                      | Kiesel Kar             | Owens Light & Power Plants     | Stanwood                        | Wichita Trucks      |
|                                                | Galloway Engines                  | Kleiber Trucks         |                                | Stearns-Knight                  | Wilson Trucks       |
|                                                |                                   |                        |                                | Stearns Tractors                | Wisconsin Motors    |
|                                                |                                   |                        |                                |                                 | Wolverine Tractors  |
|                                                |                                   |                        |                                |                                 | Woolery Ry. Motors  |
|                                                |                                   |                        |                                |                                 | W. S. M. Motors     |

U. S. Pat. No. 1,185,727, April 13, 1915, U. S. Pat. No. 1,216,130, Feb. 13, 1917. Other Patents Pending

## A TYPICAL CASE OF BUYER'S GOUGE

(Copyright by Elton J. Buckley)

Every once in a while I like to write something about the law as to when—in a sale of merchandise—the title passes to the buyer. Many things involving important rights of both seller and buyer, depend on that, and it is therefore well to keep the subject before business men more or less constantly.

I have had submitted to me during the week a case which enables me to say something which I trust will be interesting upon this subject:

Lincoln, Neb.

On May 19, 1919, we sold a shipment of goods to a customer in Nucla, Col., amounting to \$69.25. The goods were sold f. o. b. our store, but we allowed freight to Placerville, Col., though on the billhead was a statement that "Not paying bills on or before due date forfeits your freight allowance." The allowance of freight was merely a concession and did not, as we understood it, mean that we were selling the goods delivered to the buyer. We certainly did not intend to do so.

On July 2, 1919, we received word from the customer that the shipment was destroyed in a fire in the D. & R. G. Railroad warehouse at Placerville. The customer asked for the bill of lading so he could make his claim against the railroad, and we offered to make the claim for him in Lincoln so as to get a quicker settlement, but he preferred to do it himself and he did so.

On August 8th we received a letter from him stating that his attorney had advised him that probably the railroad was not responsible, but that the transfer company, which should have called for the shipment at Placerville and taken it to Nucla, was responsible. I need not go into the merits of this, because it does not concern us. In this letter the customer said, "Just as soon as we find out who is to settle for these brooms we will remit to you."

Since that time we have continued to demand payment for the goods without result. On August 17th, the customer wrote he had put it up to five jobbers (all of whom had shipped him some goods which were lost in the same fire) to share part of the loss, and he wanted us to share one-third from our claim as our share of the loss. The transfer company would pay another share. We declined. After much correspondence the customer on January 18, 1920, writes: "This fire was no fault of ours, \* \* \* so if you can't see your way clear to stand one-third of this loss, then start the ball rolling, in order to determine who has got to lose the fire loss on this particular shipment. We will just test out the law and see whether we will have to pay for anything that we don't get."

Our question is, where do we stand in this? Have we got to wait until the customer squabbles the matter out between the railroad company and the transfer company? Had we better take two-thirds of our claim and settle? Why should we lose any of this claim?

LEE B. &amp; D. CO.

This is merely a bare-faced gouge, but there are many cases like it.

Jobbers and manufacturers seldom have a harder job than to convince a buyer, when goods reach him damaged or do not reach him at all, that he, the buyer, should pay for them anyway. The average buyer simply can't—or won't—get it into his head that in the usual transaction the goods belonged to him from the minute they were delivered to the railroad, that if anything happened to them after that it was the buyer's business, and that the seller had just as good a claim for his money as if the

goods had reached their destination in perfect condition.

The case submitted is precisely that kind. The goods were sold f. o. b. the seller's store. The seller followed the usual custom of delivering them to the railroad. As an extra concession he allowed the freight part way, but that doesn't change the fact that the sale was made f. o. b. the seller's store and not made delivered. Upon delivery to the railroad, title passed to the customer, after that the goods were his, and the loss of the fire was on him. It was no more on the seller than if the fire had destroyed the goods after they reached the buyer's store. The buyer is clearly responsible for the whole bill, and the fact that he "never got" the goods is no defense at all. Nor is the fact that the fire wasn't his fault. If this correspondent will enter suit against his customer he will get judgment without a doubt, not only for the full amount of the claim, but for interest and costs.

So much for the law. Now just a word on the morals of this situation. It will be just as applicable to a thousand other cases as it will be to this. A man ought not to be permitted to get away with a thing like this, for I regard it as tantamount to dishonesty. The oftener a merchant is allowed to succeed with such a thing the more unscrupulous he becomes. Even for his sake it ought not to be allowed. The victim of such a situation especially where the amount is small, as in this case, and particularly where there has been long drawn out and tiresome controversy, is apt to say, "Oh, give it to him and close it up!" He should look at such things from the standpoint of business principle. Even from the money standpoint, however, he can usually prosecute his claim, and even after paying counsel fee, have as much left—often more—than the sum he is asked to accept by what I consider a dishonest compromise.

## HANDLES COLEMAN LAMP ADVERTISING

Karl E. Kilby recently has been appointed manager of advertising for the Coleman Lamp Company of Wichita, Kansas. Mr. Kilby conducted the Karl E. Kilby Advertising Company in Wichita from 1913 to 1916. During that time, he prepared and placed the first national advertising campaign undertaken by the Coleman Lamp Company.

He was later connected with the Street Railways Advertising Company of New York and Chicago, and the Atlas Auto Supply Co. of Chicago, but after June 1, 1918, has been in Y. M. C. A. service and overseas until August of this year. In that capacity he joined the 302nd ammunition train of the 77th division at Fere-en-Tardenois in the midst of the Marne-Aisne offensive and was with them until they sailed for home last April. In the summer of 1919 he was assigned to the 5th brigade of marines at Brest, and returned to the States in August.

One of the features of the automobile accessory activity of the Vickerman Hardware Company at Newport, Washington, is the installation of a handy curb free air service for their patrons.

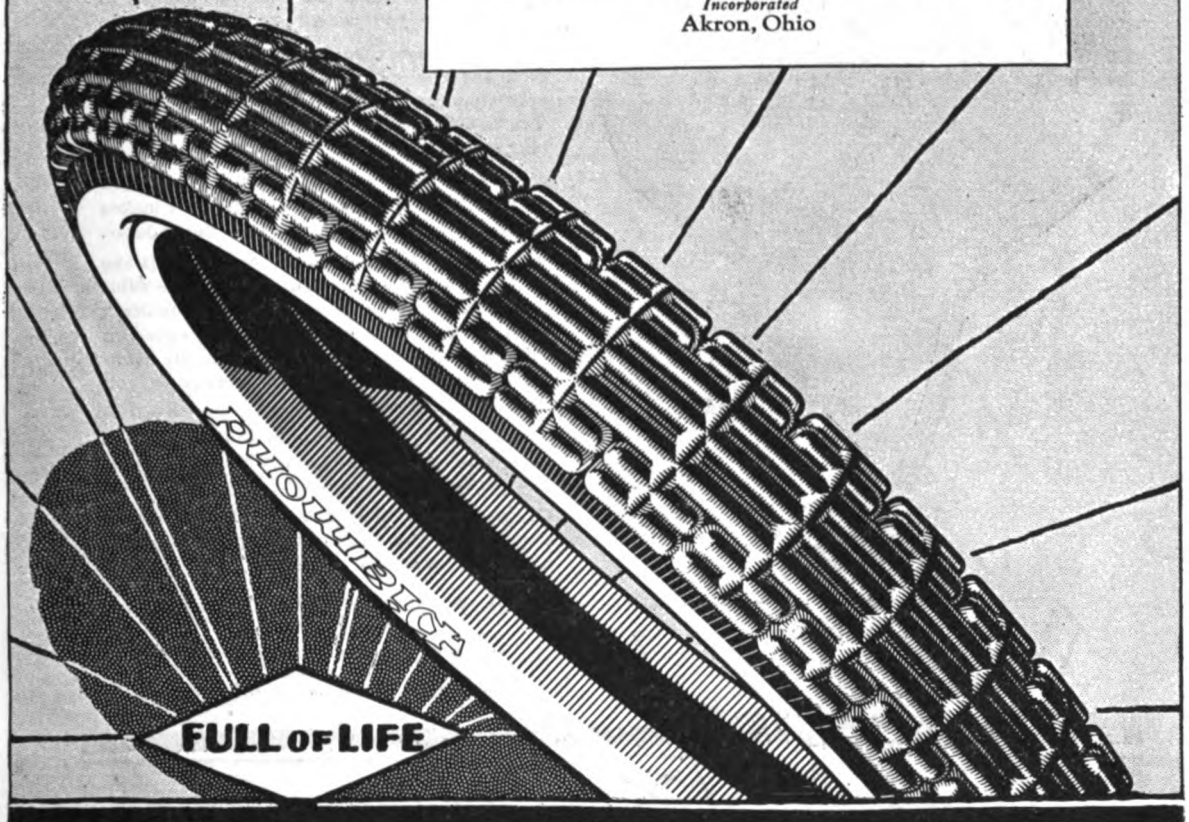
**D**IAMOND TIRES are the hardware dealer's most successful merchandised tires, because Diamond Tires are high quality tires—and the trade appreciates them. Diamond salesmen co-operate very closely with hardware dealers—and the hardware dealers know it. Diamond Tires are nationally advertised—and dealers cash in on it. Furthermore, Diamonds are giving such extra big mileage and splendid service that you have no trouble selling them and no trouble after they are sold.

*Adjustment Basis*

Cords . . . . . 8,000 miles  
Fabrics . . . . . 6,000 miles

**The Diamond Rubber Company**

*Incorporated*  
Akron, Ohio



# Diamond TIRES





## Tell him if he needs new brake lining

**Y**OU can sit down and wait for business to drift in or you can go out and get it.

One of the surest ways of selling brake lining is to show that it is needed. When one of your customers needs new lining, tell him so. You're an expert—point out the condition of his brakes.

And sell him Johns-Manville Non-Burn Asbestos Brake Lining, the lining that makes satisfied customers because it is dependable.

Johns-Manville Non-Burn Asbestos Brake Lining comes to you under a protective sales policy that safeguards your profits. You don't have to carry an enormous stock because you can be sure of getting Johns-Manville Non-Burn Asbestos Brake Lining whenever you need it.

The nearest Johns-Manville branch will tell you who distributes Johns-Manville Non-Burn Asbestos Brake Lining in your vicinity.

Or see your distributor and ask him about the opportunities for you in handling this profitable Johns-Manville product.

**H. W. JOHNS-MANVILLE CO.**

New York City

10 Factories — Branches in 63 Large Cities

For Canada:

Canadian Johns-Manville Co., Ltd., Toronto



Through

# Asbestos

and its allied products

**JOHNS-MANVILLE**  
Serves in  
Conservation

Heat Insulations, High  
Temperature Cements,  
Asbestos Roofings,  
Packings, Brake  
Linings, Fire  
Prevention  
Products

# JOHNS - AUTOMOTIVE



### Johns-Manville Speedometer for the new Fords

With these speedometers in stock you can profitably meet the demands of the man who wants a good speedometer for his new Ford.

The instrument is simple, sturdy and easily attached.

Also models for Fords not equipped with starters.

### Johns-Manville Hub Odometer

There is an increasing demand for an accurate but inexpensive mileage recorder that can be attached to business cars and trucks. This instrument will enable you to meet the demand—at an excellent profit.



### Johns-Manville Automobile Tape

Here's a tape so good that we guarantee it. Johns-Manville Tape will make satisfied customers for you.

### Johns-Manville Automotive Mogul Packing

For water pumps and similar places, where a small packing is required, Mogul Packing makes a tight job. Besides stopping the leaks, it is a natural lubricant. Keep Mogul Packing on hand, there are lots of uses for it. Also Johns-Manville Seigelite and Service Automotive Sheet Packings.



Many dealers are keeping records of their brake lining sales and renewals. They find it pays to periodically remind customers that their brakes need new lining.

Why not try this on your trade?



### Johns-Manville "Noark" Automobile Lighting Fuses

You can back these fuses as absolute safeguards. The name "Noark" means accuracy and dependability.

### Johns-Manville Non-Burn Clutch Facings

All the quality, wear-resistance and gripping power that have made Johns-Manville Non-Burn Brake Lining famous are built into Johns-Manville Clutch Facings.



# MANVILLE

## EQUIPMENT



## A SYSTEM THAT SHOULD BE COPIED

Editor **HARDWARE WORLD**:

The Winchester Repeating Arms Co. have a new line of goods on which they are using the excellent system that should be copied by all manufacturers, that is, to stamp the stock number on the goods, stamping it either on the casting or the wooden part, so that when the goods come in they can be itemized by the stock number, making it much more convenient for the manufacturer or the buyer in selling and marking his goods.

For instance No. 126-6 would be a 6-inch butcher knife with a beech handle, etc.  
Lexington, Ky. **GUENTHER HARDWARE CO.**

Thomas F. Conlan, a pioneer hardware figure in the Northwest, and former president of the Spokane Hardware Company, died of influenza recently at his home at Spokane. Mr. Conlan entered the hardware business in Spokane in 1883, when the Indians outnumbered the white people there.

Adding columns of figures day after day is uninteresting, you say.

Did you ever sit at a performance of Kellar, probably the greatest "Magician" since Herman the Great? Did you ever see him fill a blackboard with columns of figures, six digits wide, as fast as they could be called from the audience and write the answer from left to right immediately after the last number was called?

Did you think "adding figures" was uninteresting then?

What your mind is going through in adding, slowly, the shortest column, would furnish material of the most intense interest to a psychologist. You are doing exactly what Kellar did, with simply a little different speed.

Adding figures is one of the most wonderful feats of the human mind. Interesting? Always.

Chas. W. Nelson has opened a hardware and implement business at McCabe, Montana. Mr. Nelson has long been with the Bainville Mercantile Co., at Bainville, Montana.

George C. Baer & Co., of Pendleton, Oregon, have found it necessary to purchase an adjoining building, and by thus doubling their floor space it will be possible for them to handle their increasing business.

## EDUCATING SALES FORCE STRENGTHENS YOUR BUSINESS

Herewith find renewal of our subscription for our clerks.

We take in our business nearly 30 trade papers, covering every possible angle of same, as we find it absolutely necessary to use every possible source of information in these abnormal times, sending several trade papers to our permanent clerks and other employees. We consider the **HARDWARE WORLD** as especially desirable for that purpose.

We shall continue this practice more in the future than we have in the past, as we find our employees appreciate the compliment and as a rule carefully read the publications, which increase their efficiency and loyalty and encourage them to render both us and our customers better service, making the small investment profitable to all concerned.

We believe that more merchants should avail themselves of the co-operation of trade papers in this manner, encouraging these publications to give more attention to clerks and other store employees, and thereby help build up stronger store organizations and indirectly become more valuable to their advertisers.

We find that our clerks read the advertising in the trade publications and are influenced unconsciously thereby. As they come in direct contact with the customer it is more important to the manufacturer to have the clerks posted on their product than the proprietor, who may do the buying, but leaves the selling largely to his clerks.

Yours very truly,

Michigan

**A. T. VAN DERVOORT.**

## KEEN KUTTER CUTLERY CUTS CIRCLES IN THE CLOUDS

Selling and advertising hardware by means of an airplane has been adopted by the Simmons Company, St. Louis, as the most up-to-date method of reaching the man on the ground, in the city or on the farm, who is in need of the implements in which this great house deals.

At the present time one of the Simmons salesmen is using a Curtiss Oriole in covering his territory in the South. He is utilizing the airplane instead of the railroads in all of his jumps from town to town. Occasionally he takes a townsman up for a short "hop." In one place the mayor flew with him. This novel scheme of advertising, selling and delivering hardware has proved so satisfactory to the Simmons management that they have under consideration the adoption of a fleet of airplanes for use throughout the country.

The plane in use in the South has been christened "Keen Kutter." The name is painted in big letters along both sides of the fuselage, on the rudder and at the tips of the wings. The name of the firm is painted on the nose of the fuselage, with the seven towns in which the company has houses, and on the bottom of the wings, clearly visible from below as the machine soars aloft, is the advertisement: "Keen Kutter Tools and Cutlery Sold and Guaranteed by Dealers Everywhere."





# Converse Tires

*More Miles – Less Skid*

The Converse Product has a time-proven goodness which takes the "ire out of tires." They come as near "selling themselves" as any tires made.

Remember that there is no element of experiment about Converse Tires. The Converse organization is old in Rubber-Know-How—**young** in service ideals and a thoroughly comfortable-house-to-do-Business-with.

N. B.—You should know more about "Converse Dealer Dividends." They insure dealer profits.

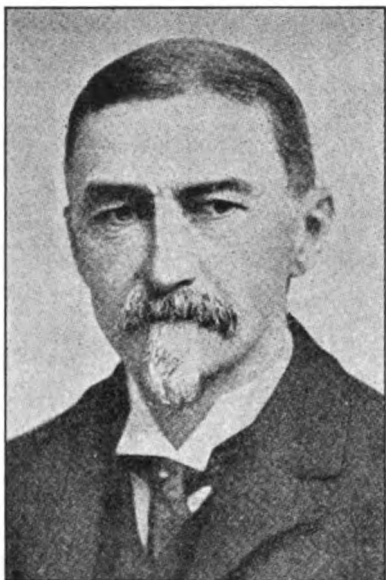
**CONVERSE RUBBER SHOE COMPANY**  
MALDEN, MASS.

*Service Branches:—*

300 Amsterdam Ave., N. Y.    618 W. Jackson Blvd., Chicago  
801 Boylston Street, Boston

*Exclusive Distributors:—*

|                                     |                                  |
|-------------------------------------|----------------------------------|
| The Potter Hoy Hardware Co.         | Stauffer, Eshleman & Co.         |
| Bellefonte, Pa.                     | New Orleans, La.                 |
| Nash Hardware Co. Fort Worth        | Failing, McCalman Co.            |
| F. P. May Hardware Co.              | Portland, Ore.                   |
| Washington, D. C.                   |                                  |
| McGowin-Lyons Hardware & Supply Co. | J. S. Latta & Co.                |
| Mobile, Ala.                        | 1318 Arch St., Philadelphia, Pa. |
| Sloss & Brittain                    | Stowe-Shaw Rubber Co., 1319 S.   |
| 55 Main St., San Francisco Cal.     | Figueroa St., Los Angeles, Cal.  |
| Stratton-Warren Hardware Co.        | Charles A. Shaeffer, Reserve     |
| Memphis, Tenn.                      | Bank Bldg., Kansas City, Mo.     |



### PASSING OF E. C. SIMMONS

Just as this issue is on the press, word reaches us of the death of E. C. Simmons, Nestor of the Hardware Trade of America, and without doubt the most widely known and highly regarded hardware factor in the world.

Mr. Simmons fell and broke his arm about two months ago, and the shock to his system was probably far more than he realized, for he thought he had fully recovered and was about his business as usual.

No words of eulogy are necessary in speaking of Mr. Simmons, for his whole life and character have been an open book.

Many years ago he came to be regarded as the most expert authority on hardware business and conditions generally. Whenever E. C. Simmons spoke everyone knew he had something to say worth while. He was always in demand in business and trade conventions, and was a man who never allowed his interest in his fellow man to wane.

His advice was eagerly sought and all over the country are thousands of merchants who will mourn his death as the passing of a sincere and helpful friend.

The great institution which he founded is a monument to his industry and integrity, and he leaves to his family and associates a heritage that time will never tarnish.

### HOW TO KNOW GOOD WIRE SCREEN

Interesting information concerning the process of wire screen manufacture and some of the objects to be gained and the dangers to be avoided in selecting wire screen for the trade, are contained in the new catalog of the Ludlow-Saylor Wire Co., of St. Louis, Mo.

This catalog is issued in the most finished and artistic style, showing on the cover a huge oak tree in natural colors, signifying the strength of the Ludlow Saylor Co., the story of its growth and the development of Perfect Double Crimp Wire Cloth. The catalog is liberally illustrated, showing views of the plant, narrating the early history of the company, how it was founded in 1856, in the pioneer days of St. Louis, and how it has grown. At the present time there are more than 300 power looms of the most modern type in the plant.

There are now 300 employees, and the factory covers 200,000 square feet of floor space. The general output of window screen cloth is over 20,000,000 square feet per annum, 120,000 bales of Hex Netting, and 10,000,000

to 12,000,000 square feet of special cloth for mining and concentrating plants.

### The Making of Screens

In order to manufacture a strong and satisfactory screen cloth, it is necessary that the wire be of the highest quality. All wire when drawn is hardest at its surface. As wire is drawn it hardens during the process from the outside in, necessitating frequent reannealing.

When the wire is drawn to the desired gauge, it possesses the same characteristics as after the first drawing, namely, a hard, brittle protective shell, surrounding a core of softer metal. The sketch clearly indicates the effects of drawing. In making a screen from this wire it is necessary that the surface of the wire remain unbroken if the screen is to survive long service.

Basically, there are only three ways of making a wire screen. The first and crudest, and by far the least effective from every standpoint, consists merely of straining two independent sets of wires from opposite sides of a frame, so that there is a contact at all points of crossing. (See Fig. 1.)

This gives a wide open area, but is impractical from the standpoint of uniformity, due to the ease in which the wires spread in both directions.

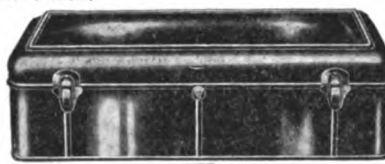
The second method comprises what is known as single crimp screen. The screen is "woven," but only the shoot wires are bent; the warp wires remaining straight (see Fig 2). This type also has the fault of spreading, together with a bad mechanical fault, which will be explained in a later advertisement.

The third and best way of constructing wire screen is the "double crimp" way.

This means absolute rigidity, because both warp and shoot wires are equally crimped (not bent sharply), at every point of crossing. (See Fig. 3). The meshes cannot possibly spread in either direction. Thus perfect uniformity is assured over the whole surface, for the entire life of the screen.

### INTRODUCING PEERLESS TOOL BOX

Providing profit for the merchants and protection for the automobilist's tires, tools, chains and accessories of all kinds, out of sight in a safe, secure enclosure, is the Corcoran Manufacturing Company's tool box, listed as "No. 30 Peerless Tool Box for Ford cars," shown herewith.



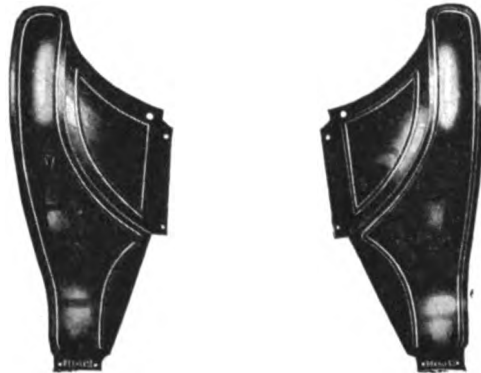
This box is of a convenient size—22 inches long, 9 inches wide and 7 inches deep. It is scientifically constructed with a full-finished steel body, corru-

gated, which permits of great strength and durability—but is not handicapped with excess weight, ordinarily necessary to incorporate strength into a box of this size. The lock, which is rustproof and guaranteed for the life of the box, is concealed. The hinges are riveted—not welded—making it impossible to break them off. The lid, which has a crown top and a reinforced beading along the edge, will not dent—and the corrugation on the bottom of the box allows air to circulate, preventing the formation of rust.

The Peerless Tool Box was primarily designed for the carrying of tools, but its usefulness is increased tenfold by the motorist who carries his chains and other valuable equipment in it. An inquiry to Department A. will bring detailed description of the Peerless Tool Box, as well as information on The Corcoran Company's complete line of Peerless Products for Ford cars—radiators, radiator and hood combinations, hoods and fenders.

It takes a lot of tact to make the contact between folk and hardware.





## PEERLESS FENDERS FOR FORD CARS

These fenders are an exact duplicate of the Ford fender.

Made in Two Sizes:

No. 16 fenders fit all model cars up to and including the 1916 model.

No. 17 fenders fit 1917 and later model cars.

Peerless Fenders are built of an especially heavy gauge full-finished steel—No. 20 gauge. This sturdy construction enables them to withstand severe jarring and vibration and prevents sagging. Finished in two coats of black enamel baked on.



RETAIL PRICE

**\$25.00**

PER SET

Get our catalogue of PEERLESS PRODUCTS.

Write Dept. 14

## THE CORCORAN MFG. CO.

CINCINNATI



### JOE WELSH THE KING FISHER

There is no merchant of sporting goods, especially fishermen's supplies, in the western half of the U. S., who does not know the name of Joe Welsh, with a close friendly feeling in the heart whenever it is mentioned. Joe Welsh combines in admirable proportion the sportsman with the business man. It is not very often that a man is able to combine business with pleasure in so rare a combination as does Joe Welsh, for his business consists in furthering the pleasure of his fellow men, in the production of fishing tackle designed for those who know and are particular.

All the Welsh family are anglers, and have been for many years. The name Joe Welsh is registered in the United States and Canada. In addition to the tackle which Mr. Welsh manufactures at Pasadena, California, he is also an importer of anglers' supplies. He is sole agent in the United States and Canada for the celebrated Robertson genuine Telarana Nova Leaders, which are unique in that they have no knots, no splices, and are strong and durable, while at the same time invisible.

Mr. Welsh does not take all the credit for what the Welsh family has turned out, for his son, S. D. Welsh, is the patentee of the new

Welsherana Lure, which is illustrated herewith, which Mr. Welsh himself has described for the benefit of our readers.

This new minnow bait for bass fishermen is made in amber, red, green, orange and purple. Another addition to the interesting line which Mr. Welsh distributes to the trade is the new Blue Angel, and the floating dragon fly, known as the Joe Welsh Blue Devil darning needle fly. The Blue Devil comes in trout and bass sizes and is a grand addition to the Joe Welsh products.

At our request Mr. Welsh has put in his own words something of the lure of the dream and the point of view and thought of the real fisherman. The merchant who carries fishing tackle will receive first hand knowledge of the new tackle as well as an intimate insight into the fishermen's point of view, which combination will be invaluable to him this season in handling his fishing tackle stock.

### New Lures For Old Pools

By Joe Welsh

"Every angler had his pet place picked out two months ago. His dreams are pleasant and the anticipation of getting out into the woods and waters is ringing in his ears. He is full of strange notions of how he won't lose the big one this season that fooled him last season."

Lures of all kinds have been improved the past few years and anglers are always hunting up the latest. Yes, we are all alike when it comes to fishing. But just to fish for fish and not be observant of why we are having good or bad luck seems to be left to a few close observers who watch every sunbeam, shadow or cloud, cold blast or gentle warm breeze, those changes in nature which almost each day bring forth a new winged insect or water beetle. To the writer, this is perhaps one of the most fascinating features of the angle.

### Trout Knows What He Wants

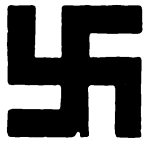
Here we observe a lusty trout rise at a small winged insect. We cast over him; nothing doing. Again he rises at a natural fly, two more rises further down the pool; again and again they rise till the pool boils with rises. You are bewildered and cannot reason it out. You have exhausted your fly assortment as well as your vocabulary, perhaps, of none too gentle words. To be sure, the stream runs along, singing its own music, unmindful of your discord of words. The trout are still rising.

All of a sudden, you are creeping up stream under a bunch of willows. You feel something crawling on your neck. You reach and grab it, to find a pale, greenish-blue bodied, transparent-winged fly. You have nothing like it in your fly book. You stand a minute and examine this fly. You are astounded to hear the trout splashing lower down the pool. You had shaken a bunch of willow flies into the stream. The trout were busy and wanted that kind of fly at least as long as they lasted.

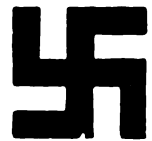
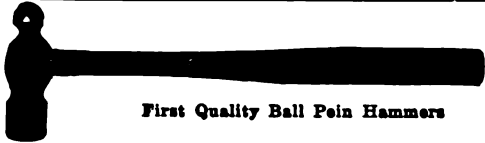
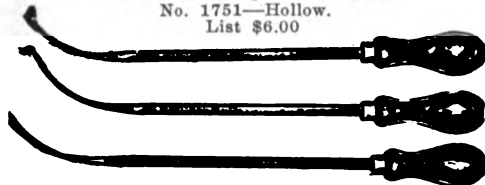
This fly has never been properly imitated and through long, tedious thoughts and tryouts, at last the thought dawned on Joe Welsh to make a fly with a transparent, tough wing, still flexible enough to imitate nature.



New Welsherana Minnow Bait for bass fishermen. The lure is tinted celluloid. See the eye.

**THE BUFFUM TOOL CO.**

LOUISIANA, MO.

**"High Grade Tools for High Grade Workmen"****"Swastika" Trade Mark Registered U. S. Patent Office****First Quality Ball Pein Hammers****No. 1765—Curved Bearing Scraper Set. List \$1.50****No. 1750—Straight. List \$4.00****No. 1751—Hollow.****List \$6.00****No. 1771—Carbon Scraper Set. List 60c Set****No. 285-C—Reliable Chisel Set****"Special" Knurled Sickle or Pin Punch  
Blued****Warranted Chisels—Oil Finish Body,  
Polished Ends, Spread Points****BUFFUM CHISEL SET  
List Price, \$2.00 Set****Canvas Roll****Machinist's Blued Auto Punch**

# The Quality of Buffum Tools

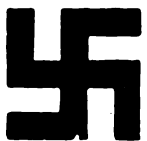
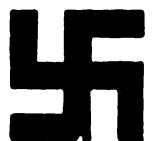
**Stands out in every line and  
stands out more during  
every month of hard service**

**PROPER DESIGN****GOOD MATERIAL BEST FINISH****RIGHT PRICE****WHAT MORE?**

**Every Tool Fully  
Guaranteed**

Appreciated by the workman for performance—by the man who pays for the length of good service they give—by the dealer for the sure sales opportunity they offer.

**No One Ever Gained a Reputation  
Selling Poor Tools**

**WE CAN'T****YOU CAN'T****C. W. GAUSE COMPANY****WESTERN SALES AGENTS  
Room No. 605 Williams Building****693 Mission Street - - San Francisco, California**

Did it ever occur to you, Mr. Tackle Salesman, that all winged insects that trout rise to have transparent wings, excepting in the moth family? There is no color in the fly wing. The color is in the legs, body and head.

This is what is real new in fly hooks.

#### Minnows for Bass Fishing

Again, there has been a demand for a minnow for bass fishing that could be cast on a fly rod, getting away from the hideous plugs. This has also been accomplished and is a delight to bass fishermen who want to use trout rods, thus giving three times the sport of playing the fish. Those transparent baits are wobblers. They are known as the "Welsherana," and are made in amber, red, frog green, orange and purple, and those that have used them pronounce them the "acme" of floating, transparent wobblers, and bass getters. This bait will be on the market this season.

The transparent winged flies are only in limited quantities and come in five colors—blue, red, green, yellow and black.

### HERE IS THE RED SEAL SPARKER



A new product of the Manhattan Electrical Supply Co., of New York, is the Red Seal Spark Battery, suitable for every use and pictured herewith. It is simple in construction, strong and durable. A number of dry cells are put into a moisture proof container, per

fectly insulated from one another and hermetically sealed, so that only the two terminal binding posts are available.

The carrying handle is of strong webbing, having the ends securely anchored in the interior of the battery. Red Seal Sparkers are recommended for use in all damp or moist installations, on vehicles or for emergency testing. They are stocked to carry from two to six cells.

The Farmers' Mercantile Company of Bellingham, Washington, has taken in as stockholders, W. V. Weber and John Breen. Mr. Weber will have charge of the hardware department, having been connected with the Company for some time in this department and recognized as an authority in his community.

Indicative of its progressiveness and foresight, the Mehl Hardware Company, of Uplands, California, is remodeling the entire front of its store, bringing it up-to-date with a model entrance, and large prism lights, which will illuminate the interior of the store in a pleasing and adequate manner. Rearrangement of the interior will make possible a better display of the electrical and plumbing fixtures.

#### "HARDWARE WORLD" MAKES MERCHANT MORE MONEY THAN ANY PAPER HE EVER READ

Enclosed find check to cover our subscription for three years. I want to state that I have received a great deal of good from your paper in the past year, and I think I am safe in saying that it has made me more money in the last twelve months than any other paper I have ever read.

Nebraska

W. C. KLEIN.

### THE IMPULSE

It seems to me I'd like to go  
Where bells don't ring, nor whistles blow,  
Nor clocks don't strike, nor gongs don't sound  
And I'd have stillness all around.

Not real stillness, but just the trees'  
Low whispering, or the hum of bees,  
Or brooks' faint babbling over stones  
In strangely, softly tangled tones.

Or maybe a cricket or a katydid,  
Or the songs of birds in hedges hid,  
Or just some such sweet sounds as these  
To fill a tired heart with ease.

If 'twern't for sight and sound and smell  
I'd like a city pretty well;  
But when it comes to getting rest,  
I like the country lots the best.

Sometimes it seems to me I must  
Just quit the city's din and dust  
And get out where the sky is blue;  
And, say, how does it seem to you?

—Eugene Field.

### IRISHMAN ALWAYS THERE

Three men, an Irishman, a Swede and a Hebrew were brought to court. The Hebrew was arrested for stealing a cow; the Swede for stealing a horse, and the Irishman for stealing a wagon.

"Well," said the judge, turning to the Hebrew, "where did you get the cow?"

"I've had it since it was a calf," was the reply.

"Where did you get the horse?" he asked the Swede.

"I've had it since it was a colt," was the reply of the Swede.

"And Patrick, where did you get the wagon?" asked the judge of the thief.

"Oh, Your Honor, I've had it since it was a wheel-barrow."

### HERCULES SODER IN THE GARAGE

Among the innumerable uses found for Hercules Cold Soder, manufactured by the Hercules Products Co. of Council Bluffs, Iowa, is its utility to the car owner in his garage for mending cracks in cylinders, leaks in gasoline tanks, or auto radiators, in fact everywhere that a crevice in metal needs mending."

The manufacturers claim that Hercules cannot be equalled as a soder for mending holes or leaks, but will not weld or join two pieces of metal together. It will repair any leak about the house in the water pipes, lavatory tanks, radiators, aluminum and enamel ware, or any pot or pan in the kitchen. It is put up in tubes, which are packed in attractive counter display boxes, containing two dozen, each tube selling for 25 cents. The announcement of the Hercules Products Co. appears elsewhere in these pages.

It is more difficult to repair a credit that is once shaken, than to keep that in a flourishing greenness which was never blasted.



# MOSSBERG

## ALL STEEL

### Wrenches and Tools



### More Sales More Satisfied Customers

How often is it necessary to turn away the prospective purchaser of a wrench because you are unable to supply the particular type of wrench desired?

The progressive dealer overcomes this handicap by stocking the Mossberg line of All Steel Wrenches. Its completeness makes the possibility of a sale greater. Whatever the size of nut—whether square or hex, there is a Mossberg wrench to handle it. No matter how unusual the purpose for which the wrench is needed, there is a Mossberg to meet the demand.

The garage man, the motorist, the expert machinist, the marine engineer, each with his particular needs, can find the right wrenches among your Mossberg stock. And he knows that the Mossberg may be relied upon. He is familiar with its reputation for strength and service.

Send for complete 1920 catalog.



## FRANK MOSSBERG CO.

Wrenchsmiths for 20 years  
Lamb St., Attleboro, Mass., U. S. A.





## BEWARE OF CROAKERS

(By W. O. Rutherford, Vice President the F. B. Goodrich Rubber Company)

It has always seemed to me that there is a good deal of sound philosophy in Benjamin Franklin's statement that we should beware of croakers. This advice is as sound today as it was a hundred years ago. All industry has been confronted with menacing conditions during the months and years just past, but I am optimistic enough to believe that every major development in our international growth, in our civic reforms and in our economic readjustments will lead us to bigger and better things for the future. Every one of us should be an optimist; there is no room for pessimism.

By referring to one of my charts, I notice that in 1905 there were 150,000 automobiles in the country; fifteen years later we have passed the seven million mark. Now I hear much about the "saturation point" and that other indefinite period when we shall have "diminishing returns."

Automobiles come in the "consumption" class of commodities, i. e., they are used, worn out and replaced as an essential part of life, just as clothing is. I forecast that we shall be able to absorb not only the present automobile production, but we shall even sustain the greater growth which ambitious manufacturers are meditating.

## Production Is Problem

Hence it is a problem of production, and every citizen, from the management to the worker at the bench, should do his share toward keeping an uninterrupted flow of raw materials and finished goods going through the mills, warehouses and stores of this country, and every man has a right to share in the fruits thereof. In no other line of industry are the relations between capital and labor on a friendlier or sounder footing than in the automotive field, hence there should be no cause for apprehension.

So far as passenger vehicles are concerned, we are now at the crest of a buying market. Production does not equal demand, and personally I expect this condition to exist for some time to come. I recall being told at one of the New York shows 'way back in 1907 that the then annual production of 60,000 cars marked the peak point in automobile manufacture, and that the number of cars to be made annually would lessen rather than increase.

Just as that prophet of gloom was suffering from brainstorm, so will I also classify those who today are refusing to advance with the times. The proposed car production for 1920 is 3,000,000 cars. An analysis of the market, at home and abroad, shows an ability to absorb even greater production, hence the possibility of a car shortage is imminent.

## Rural District Disappearing

The average reader may say, "Well, this growth of the automobile industry is all very nice, but wherein does it affect me?" Anything relating to the third largest industry in the country affects everyone. Thus within the past ten years our cities have undergone a wonderful transformation.

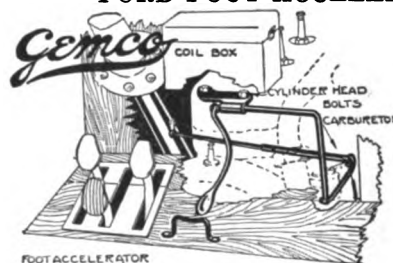
A decade ago Chicago boasted that it was forty miles from one side of the city to the other. We marveled. But today cities having a population of only two or three hundred thousand spread themselves over as large an area. In some of our states the country is no longer rural, it is interurban. Think what this means for health and culture; again think what this means for real estate values.

(A certain authority estimates that for every million dollars' worth of automobiles produced there is produced another million dollars' worth of property values.) Now consider how important it is that we should have a network of highways in every community for freight and passenger traffic. Someone has said that highways are the measure of civilization. I believe this implicitly. So in the final summary my conclusion is that the number of cars produced during the years to come does not rest with a group of manufacturers in the Central West, but lies rather in the hands of the general public. Authorize the building of suitable highways and the manufacturers will motorize them, greatly to the advantage of the community and the individual.

At the Montana State Implement Dealers Association, held at Great Falls recently, the following officers were elected: T. E. Gay, Hardin, Montana, re-elected president; N. M. Walker, Lewistown, vice president; W. D. Billings, secretary and treasurer.

About a hundred attended the convention.

## FORD FOOT ACCELERATORS



About the first accessory that the average Ford owner thinks of purchasing is a Foot Accelerator. They are about the handiest thing that can be put on a Ford, but should be made

right, so that the driver's foot will not get tired after a long run.

In order to meet the demand for a Foot Accelerator of this character, the Gemco Manufacturing Company, Milwaukee, Wisconsin, are now manufacturing one which is equipped with a foot rest. This is shown in the illustration.

The Accelerator itself is attached to the carburetor and may be operated independently of the hand control and the hand control in turn can be operated independently of the foot control. With a Gemco Accelerator a Ford can be handled most efficiently in heavy traffic. Quick starting and perfect control are obtained.

# HARTFORD TIRES

MEAN TIRE  
INSURANCE



**A** HARTFORD Tire is practically a tire insurance policy.

It assures your trade of certain tire qualities that are not only highly desirable but essential.

Remember, your profits depend upon your customer's complete satisfaction.

Order HARTFORD TIRES today — NOW.

**Hartford Rubber Works Company**  
1790 Broadway New York

'Cord' 'Strong-heart' 'H' 'Plain'



## TO THE EARTH'S CORNERS WITH AMERICAN ARMS

**Wide Distribution of Rifles You Handle Should Prove  
Strong Selling Point**

Approximately 1500 rifles and shotguns are turned out complete every day by the Winchester Company alone, not to mention the Remington, Savage, Marlin, Stevens and other outputs.

Even in view of the great population of the United States and Canada, that looks like a big figure, especially when one takes into consideration the fact that guns are not perishable commodities but will last a lifetime and in many cases are handed down from one generation to another.

### Where Do They All Go?

Think of some out of the way place down in the desolate parts of the earth that you read of once in your geography lessons and have forgotten all about since. The Fiji Islands? There are American rifles there. In the export department of these plants you will find records of shipments made to these far away islands of the south seas.

Far inside the Arctic Circle lies Iceland. Surely, you think, this is not a field for American-made guns, especially for rifles and shotguns of twentieth century model. Well, you're wrong again. For there in the land of the six month winter night you will find them. Still more, you will find they are not simply the guns of tourists, but actually for sale in the shops of dealers.

In the jumping off places of the earth, in the heart of darkest Africa, in the prayer-wheel country of Thibet, within the Arctic and Antarctic, you are always on the trail of fire-arms made in the U. S. A.

The upper regions of the Amazon, scorching under the equatorial sun, denized by the strongest and most dangerous wild beasts and reptiles in the world, are no places for a tenderfoot. Neither are they healthful as resorts for the man who has not carefully considered his armament in advance. These are places where the American .44 is the law, and, oftentimes, the treasury.

An interesting story is told of one of the native owners of a rifle of this caliber, and the individual who represented the police department, the courts and the majesty of government in one of these South American lands. This gentleman with the multiple functions had been trying to impress upon the natives the unlawfulness of certain acts and the dire punishment which was liable to attend the transgression of certain mandates which he had been given the authority to enforce.

"This," said the majesty of government, "is the law of the land."

"Oh, no," responded the unimpressed auditor. "The carbine is the only law hereabouts."

### Bread for Cartridges in Brazil

In Brazil much of the country could never have been traversed and brought to the use of civilization without its help nor could it be retained today without the trusty defense represented by such a weapon. In many parts of this great South American republic, the ammunition used for these guns has become the medium of exchange among the people, so that they buy their bread and other necessities, as well as defending property and protecting lives.

Sir Ernest H. Shackleton, intrepid Antarctic explorer, whose journeys into frozen lands of the south have stirred the world with their romance, has carried the American rifle as far as man has trod toward the South Pole. In one of Shackleton's expeditions, the conditions became so serious that it became necessary to discard all articles that were not absolutely necessary in order to reduce the weight of the pack that had to be carried in the dash for safety. Articles of pure gold were unhesitatingly thrown to the bleakness of Antarctic snowdrifts, but in the discard Sir Ernest carefully retained a rifle and a supply of .44 cartridges.

Close to the North Pole Uncle Sam's fire-arms have also served as the friend of man in his hour of extreme need. When Lieut. McMillan made his famous Arctic expedition he carried his rifle with him and as McMillan and his Eskimo guide were making their way, the Eskimo, who had on his sleds all the eatables for the two, suddenly bolted. He was off like an arrow across the ice. It was evident he intended to desert, which meant death by starvation in the ice fields for McMillan.

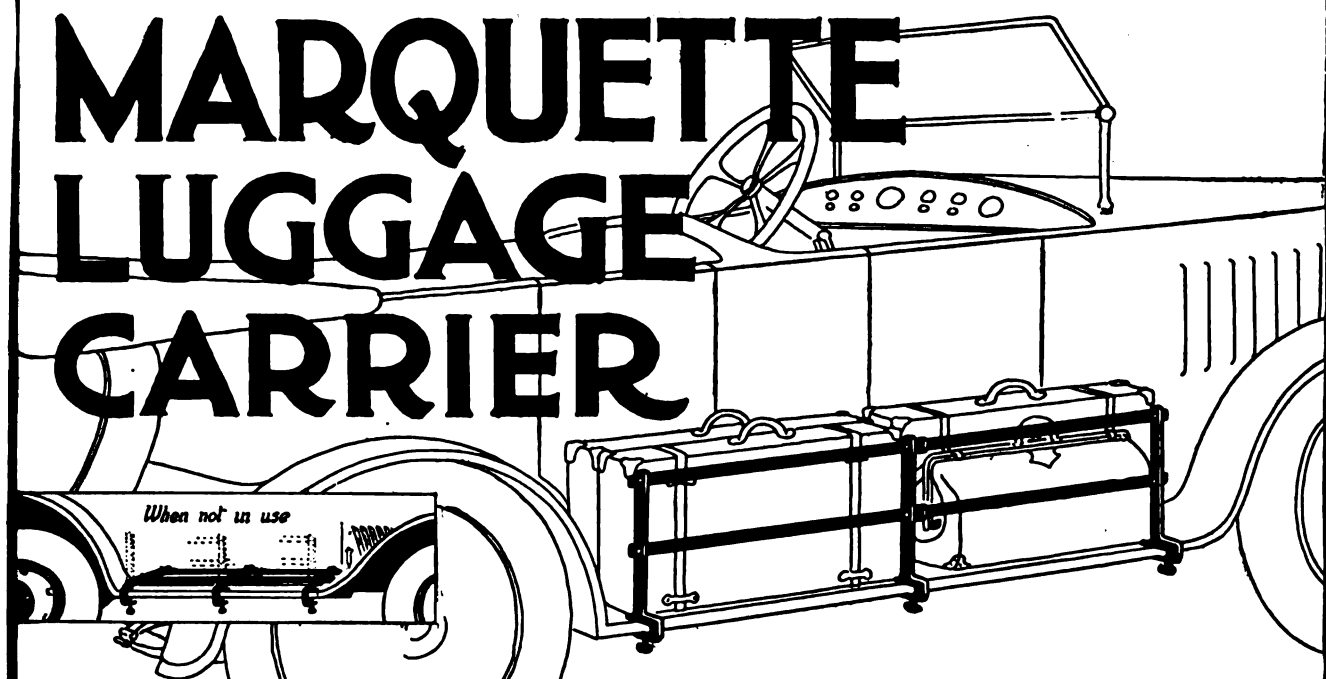
The explorer had two cartridges left. He placed them quickly in his magazine and fired, one into the air to stop the fleeing deserter. The Eskimo kept right on. A little more and McMillan would have been alone, deserted, foodless. He raised his rifle again, aimed and fired the last cartridge. This cartridge meant life or death to McMillan. No sooner had the rifle barked than the Eskimo went down in a heap. McMillan had been saved by his rifle.

### Fijis All for Repeaters

In the Fiji Islands rifles are being purchased by the natives. These guns are taking the place of the 'oomerangs and bows and arrows of our early geography days. The modern rifle does the trick for the modern Fijian that the boomerang did for his father. While the boomerang, if carefully handled, might come back after each shot, the modern repeater stays with him and reiterates his message again and again in tongues of flame.

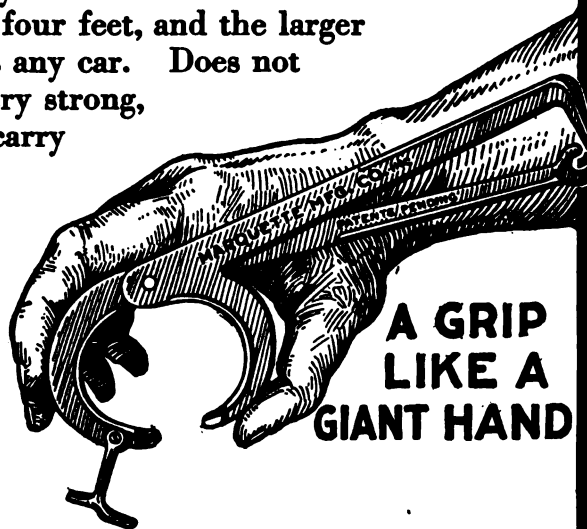
Into the remotest parts of Africa it goes. Grimes, famous South African huntsman, who has traversed the wilds of Rhodesia again and again, has a record of more than 100 elephants killed with his trusty repeater. One of the proudest of his records was that of killing thir-

# MARQUETTE LUGGAGE CARRIER



This all-steel folding Luggage Carrier is built for both service and convenience. It attaches to the running board without the use of tools, and when not in use folds down out of the way. It is made in two sizes--the smaller size is adjustable from 27 inches to four feet, and the larger adjustable from 37 inches to five feet. Fits any car. Does not detract from the appearance of the car. Very strong, durable and neat looking. Enables one to carry baggage, etc., outside the car without injury to either baggage or car.

## MARQUETTE TIRE TOOL



**A GRIP  
LIKE A  
GIANT HAND**

Takes all the hard, dirty, useless work out of changing clincher tires. Grips the tire as you would with your hand--no danger of injury to tire or tube. It is the "off again, on again" tire tool with the reputation for satisfaction. Makes tire changing so simple and easy a child can use it successfully.

More than a hundred Jobbers supply the trade with all Marquette Specialties. If YOUR jobber does not carry them, write us direct. . . . .



**MARQUETTE MANUFACTURING Co. Inc.**  
**Saint Paul, Minn. U.S.A.**

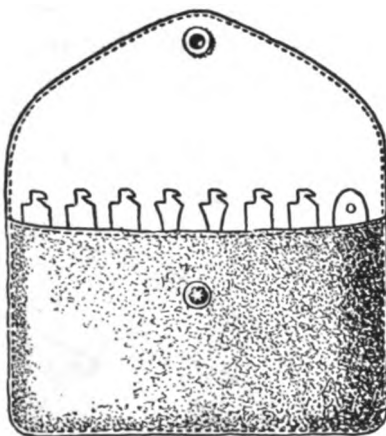
teen elephants in succession, each with but a single shot. Grimes used the famous .405, that heavy power rifle which the late Theodore Roosevelt used on his big game hunt in the heart of the dark continent.

Into every land where the sun rises, the American rifle has gone and is going. Into the inner recesses of China, into Japan, into Siberia, down into the spice lands of the East Indies, into the wildest parts of every continent it has traveled. It has played a large part in the clearing of Australia. James J. Hill, the pioneer railroad man, said the building of our West could never have been accomplished without the aid of the rifle.

A prominent world traveler and official of one of our big universities once told me that wherever he had gone in the most out of the way nooks and corners of the world, there were always two American products in sight, which reminded him of home—and one of these was the American-made rifle.

### A POCKET TOOL KIT

The average mechanic or person who is called upon to do a number of odd jobs on camping, fishing and boating trips, or in every day duties around the house, will find a very practical pocket accessory in the pocket tool kit which is



made from a leather substitute. It should contain a pocket knife with an adjustable handle, to which can be attached a screw driver, a cork screw, a bottle opener, a small chisel, a file, a saw and a knife.

When the particular tools are not in use, they are kept in the pocket. The whole packet is only about two inches wide and three inches long. The leather substitute covering keeps the articles dry and prevents rusting, because it does not absorb moisture. It will not wear holes in the pocket. The accompanying illustration shows the simplicity of construction of the article.

### BELL OR BATTERY

Colored Janitor—"Doctah, what's dat yo' all got in dat er bottle?"

Doctor—"That's Dobell's Solution, Charley."

Colored Janitor—"What's the mattah with yo' alls do' bell—am the batteries weak?"

### YALE & TOWNE MOVE OFFICES

For the sake of efficiency and satisfaction to its customers the Yale & Towne Mfg. Co. have moved their general offices from New York City to the works at Stamford, Conn. Limited offices will still be maintained in New York, but all correspondence should be addressed to the Stamford Works.

The company further announces that it will withdraw from the direct solicitation of architects and contractors of contractor business in Yale Builders' Hardware, and will not make lump quotations based on schedules compiled from plans and specifications. Furthermore the line of builders' hardware will be reduced, and all superfluities eliminated. Thus it is the intention of the company to distribute strictly through the channels of the hardware trade.

### SPIRIT OF BUTTERFLIES

It occurs to us that more appropriately the artistic and effective sales literature of the Air Way Cleaner might be headed "The Spirit of Dust Flies," yet the Air Way Co. has taken butterflies as its symbol through all its advertising and literature.

This new sales pamphlet pictures the cleaner in all stages of operation, showing enlarged pictures of its working parts, and describing the whole, in such a manner as to create desire in the mind of the housewife. Pictured also is the light, modern factory of the Air Way Co., and if pre-natal inspiration means anything at all, the Air Way Cleaner should live up to its name.

### LENNOX SAW MAN IN WEST

Those who have come to know the Lennox Saws will be glad to renew their friendship with N. J. Parver, factory representative, who is now making the rounds of the western territory. Those not acquainted with the Lennox blades of the American Saw Mfg. Co., had better gird on their armor, for Mr. Parver is powerful in the attack, and he has a strong army of steel behind him.

### AUSTIN AND LINDERMAN CO. COMBINE

The combination of the F. C. Austin Co., Inc., and the Linderman Steel & Machine Co., with offices in the Railway Exchange Building, Chicago, increased eight-fold the capacity of the present Austin output, and gives this Company perhaps the largest capacity for earth-loading and cement working machinery in the United States. F. C. Austin retires from active management and the president of the Linderman Co., B. A. Linderman, assumes control.

E. Demopoulos is a new hardware dealer at Anacortes, Washington. He will make a specialty of marine hardware and small ship chandlery, as well as a general hardware line.

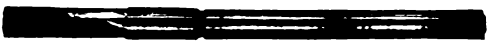
Severin Oie of Helena, Montana, has purchased the Bertelsen-Magnuson Hardware Store at that place. Mr. Oie was with the Stith Hardware Company for a number of years and is one of the prominent hardware men in Montana.

The Household Hardware Co. has been organized at El Paso, Texas, with a capital of \$50,000. They have taken over the retail hardware business of Krakauer Zork & Moye at that place. This conforms with the announcement of the Krakauer Zork & Moye Co. of a month or two ago that they had to divide their business and separate the wholesale from the retail features.

The new firm opened with a contest for a business slogan in which a \$25.00 prize was offered for the best slogan.



# REAMERS



For Repair of  
**FORD**  
Automobiles



Are You Meeting  
Your Share of the  
Great Demand for  
These Tools?



CARRIED BY ALL  
LEADING  
JOBBERs



*Write for Your Copy of Our  
Catalogue No. 5-A*



**ALVORD REAMER & TOOL CO.**  
MILLERSBURG, PA.

#### BRANCHES

|                        |   |   |   |                     |
|------------------------|---|---|---|---------------------|
| 309 Broadway           | - | - | - | New York, N. Y.     |
| 26 North Fifth Street  | - | - | - | Philadelphia, Pa.   |
| 190 North State Street | - | - | - | Chicago, Ill.       |
| 693 Mission Street     | - | - | - | San Francisco, Cal. |



TAPER



PLUG



BOTTOMING



### ALL THINGS BEING EQUAL, WHICH SHALL I BUY?

Buying a delivery truck is not different from buying any other merchandise. The following advice to merchant buyers in purchasing a motor truck is from a recent address of George B. Walker, a prominent manufacturer. The sound reasoning applies to all lines:

"With the market already crowded with many makers and nearly all making the same claims for their product, upon what grounds is it safe to make a selection? Be referred to the same motive which prompted you in the selection of your other machine equipment.

"Did the reputation of the concern which made your machinery mean something to you? Did its stability, based on its financial condition, serve to win your confidence? Did the quality of the work it turned out influence you? Did its record of performance, going back over years of use mean something? Did the operator's costs of running that machinery, as compared with other types, fortify your belief as to its economy? And finally did other leaders in the industry show their confidence in it by standardizing on it, buying more year after year as their demands required?

"Let the same line of reasoning be applied to the selection of motor trucks and watch out for the alluring sales bait so frequently snatched up by merchants, such as 'immediate delivery,' ridiculously long guarantees, spectacular performance, or patented sales 'features.'

"Avoid being talked into the purchase of a transportation 'monstrosity' in order to cater to the whim of an individual, unqualified to pass upon machinery design. Bear in mind the fact that already motor trucks to the value of 1½ billion dollars have been put into commercial use, and if these 'novel' ideas of accomplishing something for nothing had genuine merit, the old established motor truck manufacturers, would have adopted them long ago as standard equipment."

### DEATH CONSISTENT WITH DIAGNOSIS

Representative Flood was discussing the lamentable failure of a prominent politician made when sent abroad recently on a diplomatic mission.

"Blank's failure was inevitable," said Representative Flood. He's about as much a diplomat as the Appomattox physician.

"'Doctor,' a patient said anxiously, to him one day, 'are you sure you have diagnosed my case properly as pneumonia? I have heard that a doctor is sometimes wrong in his diagnosis and treats a man for pneumonia who afterward dies of typhoid fever.'

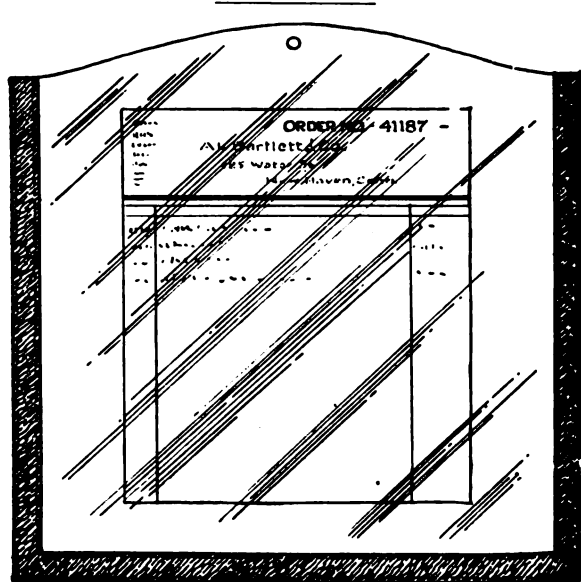
"'You are wrong, sir,' the physician answered pompously, 'if you think that is likely to happen with me. When I diagnose a case as pneumonia the patient dies of pneumonia.'"

If you work for a company, be for it.

There is some work which is particularly satisfying—the kind of work which has no half-way places in it, such as tree cutting. A wood-chopper can't leave a tree half up, half down; when he starts his job he has to go through with it and he knows when he has finished. It is a great feeling. You know nothing makes time go faster than to be able to say three, four or ten times a day: "Well, that's done."

Although your work itself may continue without break, it can always be divided up into small units of which you can say, "That's finished."

The next time you find yourself getting bored just split up your duties into bits and finish them one at a time.



### A STORE-ORDER PROTECTOR

Store orders have a way of being mislaid, soiled and torn on their way through the various departments, or while they are in force. The accompanying cut pictures a practical order carrier and protector.

A sheet of transparent sheeting—the same material used for lights in auto curtains—is cut to desired size. A piece of light-weight leather substitute is then cut about a half inch larger all around than the piece of sheeting. This extra half inch allows for a lap-over on all but the top side of the protector. A sewing machine stitches the lap down to the sheeting, forming a large flat pocket, open at the top for the insertion of the order.

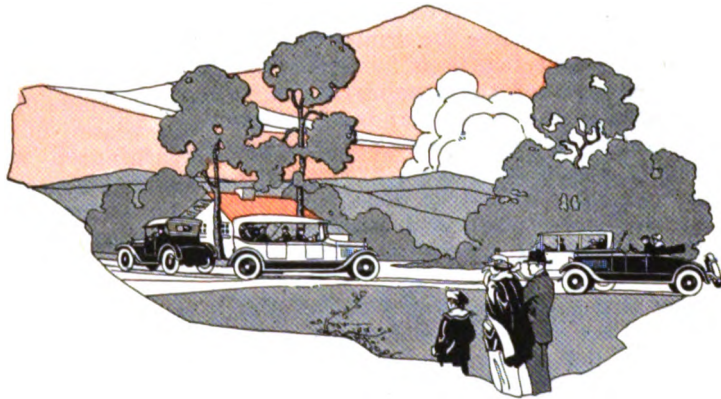
Both the transparent front and the coated fabric back are water-proof and grease-proof. Dirt or grease may easily be wiped or washed off either without injury to the material.

The Thomas Hardware Company at Canon City, Colorado, has recently enlarged its store to nearly double its capacity by the addition of an adjoining store.

# Distributors and Dealers!

## This is the day of the Sterling Tire!

**W**E want wholesale distributors and retail dealers to write at once for special information. We still have some unoccupied territory.



The endurance that all tire makers have been striving to build into their tires for many years, we now give you—in **STERLING TIRES**.

Our earnest desire to make a thoroughly reliable tire, coupled with the fact that we have every manufacturing resource, has produced an endurance in **STERLING** Tires that has seldom been equalled—and never excelled by any other tire.

### Double Profit for Dealers!

The dealer makes two profits on every **STERLING** Tire: First, he makes his customary cash profit—and second, he makes the additional profit which always comes from a satisfied user.

**Better write us today!**

# Sterling Tires

**STERLING TIRE CORPORATION**  
*Rutherford, New Jersey, U.S.A.*

#### DISTRIBUTORS

Northern California—Charles A. Warren Co., 575 Market St., San Francisco, Calif.  
Washington and Oregon—Oregon Rubber Company, Portland, Ore.; West Coast Rubber Co., Seattle, Wash.  
Colorado—Dillon Hardware Company, Denver.  
Missouri—Day Rubber Company, St. Louis.  
Michigan—Buhl Sons Company, Detroit.

## TIME FOR BUSINESS MEN TO PROTEST

### **Riot of Extravagance in Washington Should Be Halted**

More than a year and a half has elapsed since the war ceased, but if one is to judge by the vast army of clerks and employes that are yet mobilized on the payrolls in Washington, they would think that the war was still in full swing.

He would be disillusioned, however, if he chanced to notice their activity, or rather their lack of it, for activity is only manifested at the time the monthly payroll is to be signed. Surely in the year and a half since the armistice there has been a sufficient length of time for the various departments of the administration to shape their affairs so that thousands of useless employes could be dispensed with and millions and millions of dollars saved to the tax payers. Every business man should at once voice his protest to his congressman and senator, that this condition should be allowed to longer continue.

Of course there is a campaign this fall, and these employes are potential voters and useful appendages for the November election. But that is no reason why they should be kept at the public crib, and the business men of the country really paying their salaries. If they are to do politics, then let the politicians themselves, who are most concerned, foot the bills, not the tax payers.

There are actually now more than 200,000 employes today in the government service than were before the war began. Before the outbreak of the war there were 37,908 clerks and other similar employes in the District of Columbia. This force was increased until during the war, at the time the armistice was signed in November, 1918, more than a year and a half ago, the number was 117,454. At the present time there are over 100,000 department employes doing the same work that was done by 37,000 before the war.

Throughout the entire country there were approximately 500,000 similar employes in the government service before the war. Now, a year and a half after the war, there are 726,369.

### **Almost Every Official Has a Publication for His Own**

Just as an instance, in one department alone, showing how "work" is provided, a congressional investigating committee has found that there are issued by the present administration 266 regular publications, millions of copies of which are being distributed. The total cost of these publications is over two million, five hundred thousand dollars.

The investigating committee which has been looking into this matter for the past year has ordered 108 of these publications discontinued, at an annual saving of over one million dollars, and it is safe to say that at least 150 more could

be discontinued at probably double the saving.

The business men of the country have a right to make inquiry as to why it is necessary to issue 266 regular publications to keep the people informed as to the activities of the government, when various newspapers and press agencies are provided at private expense to keep the country informed on all manner of information it is possible to obtain.

Why is it necessary for this enormous waste of paper, material, labor and money? Every publisher, every newspaper knows the vast quantity of matter that is sent out from every department. Ninety-five per cent of it goes into the waste basket unopened.

We have been hearing a great deal about the shortage of paper and its high cost. Surely one reason of this is that the government at Washington is the most extravagant waster along this line, in fact this waste in Washington would keep many thousand country newspapers in paper throughout the entire year, for the country newspaper has been the hardest hit, thousands of them have had to suspend publication on account of the high price of paper and cost of material generally.

It has been well said that every official seems to have a publication all his own.

### **Continuous Orgy of Waste**

The government operates the largest printing office in the world, employs thousands of men and women, but to keep all the officials supplied with facilities for their propaganda, it has been found that outside of the government printing office, it maintained 287 independent printing plants in Washington to issue these many departmental publications.

The publishers of the country have found it very difficult to obtain help at any price, and can now understand at least a partial reason for the shortage. These men can go to Washington and work a few hours a day at a good salary, and being only necessary to work perhaps half a week and lay off the remaining half in order to spend what is earned during the first half. Newspaper publishers may thus gain an idea as to a part of the reason for the handicap under which they have been laboring, to say nothing of the millions of the tax payers' money wasted.

And what is done in the printing line is repeated over and over again in various other departments.

It is the business men of the country who are footing the bills, paying for this enormous waste. One has only to visit some of the government offices to see that no business house could be successfully run in any such manner as the government business is presumed to be run.

---

E. G. Kriege has purchased the hardware department of W. C. Kriege & Company at Edwardsville, Illinois. The new proprietor is established in new quarters.



We strongly advise selling Hygrade Lamps at list. They're worth it.

## Hygrade Lamps

Do not have to be sold at cut-rate prices

Hygrade Lamps cost the dealer more than any other independent lamp—and they're worth it.

They're at least the equal of any other lamp made. They sell readily on their merits and there's practically no comeback, so that you don't have to offer them at cut prices to make ready sales.

So sell Hygrade Lamps at the list prices. They're worth it and you can get list just as easily as you can a lower price.

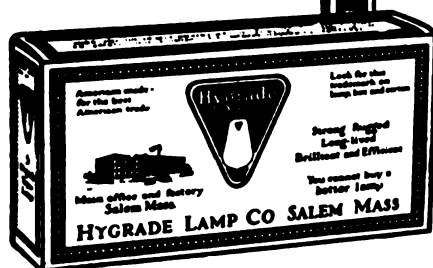
In other words, make the profit rightfully due you on a first quality article by keeping the price where it belongs.

### HYGRADE LAMP CO

GENERAL OFFICE  
AND FACTORY



SALEM MASS



## "BREAK ANY SEDGLEY WRENCH AND WE REPAIR IT—NO CHARGE"



"HEXALL" Ratchet Socket Wrench No. 2.  
11 Pcs.

**T**HIS is the guarantee under which every "HEXALL"

Socket Wrench is sold—internationally-known to jobber, dealer and consumer alike—the manufacturer's bond of faith with his trade in the superiority of his product. "Break Any Sedgley Wrench and We Repair It—No Charge." It is a guarantee without strings, "with no questions asked." Whenever you think of "HEXALL," you are bound to associate with it the Sedgley Guarantee.

Think what the "HEXALL" line means to you—how easy-selling it is—the "repeat" sales—the splendid margin in it—the goodwill of such a line that always gives satisfaction and service. Without hesitation, we say that "HEXALL" is the **best socket wrench in the world**—a mechanically perfect tool that gets to the seat of trouble quickly and efficiently. **Examine one!** Handles are drop-forged; sockets made from bar steel on automatic machines; broached and case-hardened with the skill that comes only through endless years of experience.

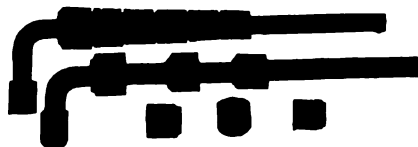
There are seven sets — a "HEXALL" for every need

**R. F. SEDGLEY, Inc. Est. 1897**

Also Makers of "BABY" Hammerless Revolvers

2311-13-15 North 16th St., Philadelphia, Pa.

Pacific Coast Representatives: McDonald & Linforth, San Francisco, Cal.



"HEXALL" Socket Wrench No. 5-8 Pcs.



# Worth While Auto Accessory Window Trims



There are two kinds of automobile accessory windows—good and bad. In which category do your trims come? If the latter, the remedy lies in adopting the suggestions that follow:

## Suggestions From New York

The Times Square Auto Supply Company, New York City, displays accessories on a tier of shelves, with a card underneath calling attention to a particular point about the goods displayed in the section above. Here is just one example, picked at random:

Hassler Shock Absorber. Make your Ford ride like a Pullman.

The Auto Owners Supply Depot, New York City, have a glass shelf dangling down each side of their window. Each shelf is lowered about half way and attached to the ceiling by means of non-skid chains. On each shelf are laid various automobile accessories that have a particularly timely appeal.

The New York and Brooklyn Auto Supply Company cover their display moulds with auto rugs and wraps. Each mould is occupied by an article that goes with the classiest car. Some of the goods individually exhibited in this manner were lamps, leather luncheon outfits, sweaters and windshields.

The Times Square Auto Depot, New York City, draped their window at the rear center with a gray satin curtain that was bunched with tassels to form an opening. Then followed a stairway effect, achieved with a tier of shelves, draped with auto rugs and furs. Arranged on the stairway floor were gloves, cap radiators, footwarmers, etc. Both to the left and to the right of the stairway was a rug, folded around a tailor's display form, in the same way in which a suiting or dress fabric might be presented. Reclining on the floor at each furthestmost side was an auto rug, over which were laid small accessories.

The King Tire Company, New York City, presented auto goggles on cream colored paneling at the rear, with the center of the paneling occupied by a gigantic pair of glasses.

The Lowe Motor Supply Company, New York City, had a large card on a rear panel, with the two side panels covered with cut-outs supplied by the national advertiser, of the device advertised. The card stated that:

"Your car doesn't need to rattle. Install an Advance Cork Insert."

The window was floored with black, while the red square cartons made dandy foils for a checkerboard effect. Each alternate square was left unoccupied in order to carry out this ingenious stunt.

## New Jersey Also Represented

The Times Square Auto Supply House, Newark, N. J., had a number of attractive cards in



their two windows. Each card was decorated at the left hand side with a picture of a traffic cop pointing to the "Stop" sign. The best examples that I noticed were as follows:

"Our Inner Tubes wear out—but they take a long time doing it."

"When they sell a horse they usually trim it up. Do the same with your car. A few dollars well spent will bring several more."

"Whether a Tire or a Cotter Pin, we have it at the right price."

"Small items of great importance to every motorist."

Seedman, Brooklyn, N. Y., has a large board outside his premises that contains space at the bottom for the chalking of the special, for the particular day. On the day I passed, the announcement ran:

"Seedman for Tires. Get our prices before buying. Today's Special—32x3½ Republic Tires. Guaranteed. Now \$18.45."

## Tire Display Methods

Tires, of course, are worthy of a special window every now and then, which is obviously the way the following concerns feel about it.

Fellsen Tire Company, New York City, inclosed their trim with a three-piece paneling, in purple with a gold border. There was a slit made through the center panel to permit of a tire being partially inserted. At each side in front was a carton with inner tubing laid on top.

The McGraw Tire and Rubber Company, New York City, displayed a solid black tire for an auto truck in the center on a display pedestal. The solid tire was surrounded at each far side by a white ordinary auto tire, displayed in the same effective manner.



Chief Keokuk

## Get This Message From Texas!

Straight from the shoulder—Mr. Distributor—from rough and ready Texas! Without any bones about it, The Anderson Rubber Co. of Dallas will tell you:

“After eighteen months handling this tire . . . we have one hundred and seventy-five dealers in the state and not one of them has registered a kick against Standard Four Tires.”

“Service that pleases the customer,” as one dealer puts it, “also pleases the dealers.” Standard Four distributors can make their dealers an unusually profitable Quality Tire Proposition.

Our increased production now offers splendid opportunities to a few more distributors. Write at once for territory, terms and details on advertising and sales help furnished to Standard Four distributors.

### Standard Four Tire Company

Dept. T

Keokuk, Iowa

## BRANCHES AT

245 N. Pennsylvania St.  
Indianapolis342 West Pico St.  
Los Angeles

# Standard Four Tires

The Keystone Tire and Rubber Company, New York, introduced an auto tire in the middle of their window, with a round card inserted in the inner circle of the tire. The card was as below:

"This Keystone Tire ran 17,000 miles. Guarantee is for 6000 miles."

The latter backing up the foregoing facts was laid flat on the floor in front.

The Times Square Auto Depot, New York, draped both the floor and the rear of their trim with auto rugs and robes. The tires were displayed on clips in the center and at the two sides.

W. W. Kamiem, Brooklyn, N. Y., revealed in his trim a tire leaning against the rear panel, with bags of non-skid chains laid on the floor down in front.

An attractive window trim, it should be remembered, pays a high rate of remuneration for the time and expense involved.

The Montana Hardware Company at Butte, Montana, is installing a complete and separate automobile accessory department in its organization to meet the constantly increasing demand for that line of goods.

W. A. Reynolds and his brother, J. H. Reynolds, will combine in the purchase and reorganization of a new firm at Swink, Colorado, and henceforth will be known as Reynolds Brothers. They will carry a full line of hardware, automobile accessories, etc.

G. H. Wells, formerly of Monrovia, Cal., has purchased the H. M. McKee Hardware Store in San Diego, and he will be the active proprietor there.

The J. B. Wood Hardware & Rubber Co. is newly established at El Paso, Texas. The new firm has taken over the business of the Shears Hardware Co., and the capital stock has been increased from \$36,000 to \$50,000.

The Bob Woodsworth Hardware Co. has been incorporated at Alamogordo, New Mexico, with a \$25,000 capital stock. Bob Woodsworth, A. E. Martin and W. H. Shelton of El Paso are the stockholders.

The Midland Hardware Co. has taken over the interests of the Ryniker Winter Hardware Co. at Billings, Montana, and is now in its new quarters. The company has a complete stock of automobile accessories, sporting goods and implements, besides a general hardware line.

The Erb Hardware Company at Lewiston, Idaho, is planning a three-story and basement building, annexed to their present structure, in order that tremendously enlarged business may be conveniently cared for. The present structure, with the basement, has only 22,000 square feet now available. The plans for the new building will increase it to 37,000 square feet.

### ARMY PANS IN AUTO-KITS

The Prentiss-Wabers Stove Company just bought a large quantity of folding handle aluminum frying pans from the Quartermaster Department, United States Army. These are the army kit pans with the cover and will be quite advantageous, for they take up very little room and the cover protects the food from dust and sand when cooking outdoors. It also keeps the food warm on a windy day. The cover can also be used as a plate. This will be part of the regular equipment of the Auto-Kamp-Kook Kit.



### A PRIZE AUTO ACCESSORY WINDOW TRIM

During the last Christmas season the Times Square Auto Supply Co., with branches all over the United States, held a contest for the best window trim among its various stores and branches. The handsome loving cup, which was offered as a prize, was won by the Dallas, Texas branch, and herewith is the winning window display.

For the benefit of hardware dealers who find profit and possibilities in adequately handling automobile accessories, we are glad to be able to reproduce this window trim in the *HARDWARE WORLD*. That there should be rivalry or a feeling of antagonism between auto supply houses proper and hardware dealers handling auto accessories is petty and harmful to the best interests of the trade.

Merchants in all lines find their greatest success in taking suggestions and profiting by the experience and progress of others. The merchant who has given study to the display and merchandising of automobile accessories does much to teach and show the other merchants, who are undertaking that same line of work.





## If You Want the Best

**I**F you want your customers to have the best that the market affords, you will be more than interested in the Auto - Kamp-Kook-Kit.

# KAMP *Auto* KOOK KITS



Two Burner Kit Closed. All Equipment Packed Inside



One Burner Kit Open



Four Part Suit Case Outfit

It has so many features which are found in no other stove that it is really in a class by itself. No other camp stove will be so well advertised. Every prominent outdoor publication will carry double spreads, color pages and full page ads throughout the season.

All indications point to an exceptional season. The biggest advertising campaign ever launched for a camp stove is going to bring customers into your store for this better stove. They sell quickly—profits are exceptional. Do not fail to write or wire today for our special proposition.

**Prentiss - Wabers Stove Co.**  
18 Spring Street      Grand Rapids, Wisconsin



## Intensified Light—with “glare” eliminated

**Y**OU absolutely cannot get side “glare” from the **RAYDEX Shaftlight**. All the scattered, divergent rays which ordinarily cause “glare” are gathered together and concentrated into one penetrating **shaft** of light, greatly intensified by the polished metal reflecting surfaces of the thousands of honeycombed cells which also eliminate the “glare.”

This piercing **shaft** of light picks out distinctly whatever comes within its far-reaching range.

The **RAYDEX Shaftlight** is handsomely and substantially

built entirely of silver, aluminum and brass, is gracefully designed, and adds **distinction** to any car. Rattle-proof and durable. Rain-proof—dust-proof—rust-proof.

Universal bracket fits any make or type of car, without special fittings. No nuts or bolts to interfere with wind-shield operation.

No need for dealers to stock a variety of brackets. Write for circular and our attractive proposition. Order a sample.

**Raydex Manufacturing Co., Brackenridge, Pa.**

Sales Dept.: Charles F. U. Kelly, Inc. - - - 1834 Broadway, New York

# RAYDEX





**F**ORD owners are **demanding RAYDEX Reliners** for their transmission bands.

**RAYDEX Reliners** are equally popular with dealers and garage-men. Work is simplified. Relining jobs pass through the shop with greater speed. Customers are better satisfied. Profits grow rapidly, for a big demand exists and the market is almost infinite.

Renewing the lining on Ford Transmission Bands has heretofore been a mean, tedious job. It has meant taking off the transmission cover, disconnecting the exhaust pipe and—in the new Ford models—removing the self-starter, electrical connections and gears, etc.,

in order to reach and remove the transmission bands.

Once **RAYDEX** is installed, relining is reduced to these four simple operations—

1. Remove **hand-plate** (only) of transmission cover.
2. Pull out pedal.
3. Slip **RAYDEX Reliner** between original Ford band and transmission drum.
4. Secure **RAYDEX Reliner** to original Ford band by re-inserting pedal.

**No bigger or more promising opportunity for distributors and dealers has ever been offered.**

**Send for literature. Order a sample set.**

**Radex Manufacturing Co., Brackenridge, Pa.**

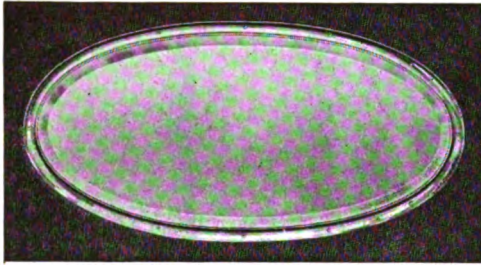
**Sales Dept.: Charles F. U. Kelly, Inc. . . . 1834 Broadway, New York**

**RAYDEX**  
**RAYDEX**

## AUTO CURTAIN LIGHTS

### Bow Sockets, Snap Fasteners Forgings, Stampings, Etc.

Our Improved Pioneer Automobile Curtain Lights dress up any car; many otherwise good appearing cars have been disfigured by the use of cheap looking stitched-in celluloid lights which soon turn yellow, become smeared and brittle and then break—a constant eyesore ever after; but with these Pioneer polished, bevelled plate



glass lights, handsomely framed, and in a variety of styles, sizes and finishes, enabling anyone to secure a perfect harmony with the individual design of any car, and which cannot get shabby looking, as they are so easily washed, the result is a permanently neat, distinctive and fashionable car. And so constructed that they will not give way, yet they are extremely light and require no extra top lining.

#### Number 144 Radiator Clip

This is the season when Hood and Radiator covers are in demand; therefore great interest in this clip. It is made from No. 24 gauge steel; length  $4\frac{1}{2}$  in., width  $\frac{1}{2}$  in. Furnished black enameled, complete with Back Plate.

Priced by the hundred.

#### WINDSHIELD CLAMP Number 140

Features: A substantial thumb screw or bolt, giving security when clamped to stub on Windshield frame.  $\frac{1}{4}$ -in. Socket Hole, offset  $\frac{1}{4}$  in. from base that rests on wood bow to center of socket. Slot screw hole, permitting of a side adjustment without changing screws if necessary to adjust.

#### Number 143 Back Stay

A secure and practical means of attaching the stay strap to the body of the car. The roller feature permits of ease in adjustment of stay strap and eliminates wear on same.

Slot for One-inch Web. Black enameled. Sold by the hundred.



The  
Complete  
Line



**SOLD THROUGH THE JOBBERS ONLY**  
**THE BREWER-TITCHENER CORP.**  
Manufacturers  
CORTLAND, NEW YORK

## NON-SHATTERABLE GLASS

One of the industrial developments of the war was the manufacture of non-shatterable glass.

Automobiles were largely used in the war to transport officers from place to place, frequently under fire.

Rifle balls, shrapnel bullets and pieces of shell would strike windshields, and, while the missile itself might not strike the occupants of a car, they would be struck and more or less seriously injured by flying pieces of glass.

Windshields were also often broken in collisions or by striking obstructions in the dark, for the machines had to be driven without lights, both at the front and for many miles behind it.

Non-shatterable glass is made of two thicknesses of glass, between which is inserted a piece of transparent sheeting material—in fact, the same or very similar to that used for windows in all types of open cars.

In making the glass, the hydraulic press is used. The two thicknesses of glass and the transparent sheet of py-ral-in are inserted between two heated plates. Transparent cement is first applied to hold the three parts firmly together and the product is made into a solid mass. In the process, the glass loses practically none of its natural strength or transparency.

Since the war, taxicab companies have been the first to see the desirability of using non-shatterable glass windshields. This is because many taxicab drivers are more or less irresponsible and reckless, and taxicab companies are responsible for injuries to passengers while in their cars.

Non-shatterable glass windshields and windows will doubtless be adopted sooner or later for private passenger cars, as a safety-first measure.

The glass is as transparent as ordinary plate glass, is claimed to be 50 per cent stronger, and because of its excellent heat insulating qualities does not accumulate a coating of frost except at very low temperatures.

## INDIA IS TO DOUBLE OUTPUT

With the announcement of a 40 per cent stock dividend, comes the news that The India Tire & Rubber Co., of Akron, will more than double its production of tires in 1920. More factory space is now being added to the present plant and ground will soon be broken for a new factory building which will be completed before the end of this year. The India company, which was organized as recently as 1917, is pointed out as one of Akron's remarkable instances of great industrial growth achieved on a relatively small capitalization.

D. A. Grubb, Secretary and General Sales Manager of the company, is given much credit for India success. A sales executive of more than 20 years of experience, he explains that he has operated India affairs on the proved theory that a quality product is best marketed on a fair profit and quick sale basis.

The Wambem Hardware Store at Pablo, Montana, has been sold to Dr. Clark and Charles Fox.

## If One-Half the Dealers Knew

The real facts of how they could supply a modern Spring Bar Bumper of double strength for EVERY car desired—front and rear,

**An Output Ten Times Larger**

Couldn't Fill the Demand.



## New Era "Better" Spring Bumper

is a positive evolution of merit in several points.

**Its Double Bars Mean Double Strength.**

Interchangeable for ALL cars by detachable arms, furnished for every car—front or REAR—and freely exchanged for any car desired.

The most complete catalog, showing arms for EVERY car—front and rear—will EARN HUNDREDS of dollars for any dealer. If your jobber won't furnish Spring Bar Bumpers with the name "New Era" and patent dates, between the double bars, ask us the name of nearest jobber. The catalog also shows "BETTER" Springs and Tire Carriers for all cars.

**New Era Spring & Specialty Company**

70 Cottage Grove Avenue, Grand Rapids, Mich.

## TWO BOKO PRODUCTS

**THAT** are going big throughout the entire country.

Boko Products are backed by a strong guarantee. Highest quality of material and workmanship is responsible for their universal popularity.

Dealers are urged to anticipate requirements.



**A**N excellent grate for cooking over a flame or coals. Made of heavy steel rods electrically welded. When not in use can be folded up. It occupies very little space. Made in two sizes.

No. 1110, 10x14, \$ .75  
No. 1112, 12x24, \$1.15

**W**HENEVER an extra seat is needed—in the car or around a camp fire—this strong, durable and comfortable stool is ideal. Folds flat into a space of 7½x10 inches. All steel frame, heavy canvas seat and weighs only two pounds.

No. 1100  
List Price \$1.25



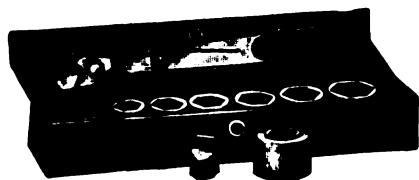
**FOLDING CAMP GRATE**

Manufactured by  
**THE DEFIANCE WELDING CO.,**  
Defiance, Ohio

Sales Management

**BAILEY-DRAKE CO., Inc.**

1120 Michigan Avenue, Chicago, Illinois



## LANE'S

## Ratchet Socket Wrench Sets

## UNIQUE

## and "SUPER-UNIQUE"

(Trade Marks Registered)

**DEALERS: NOTE THESE SELLING POINTS:**

**Round Sockets, Turned from Solid Steel Bar**

**Broached Hexagon Openings. Guaranteed Against Wear and Spreading**

**NO PROFITEERING IN OUR PRICES**

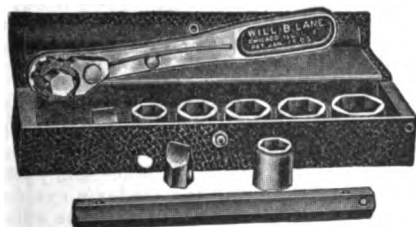
**JOBBERS EVERY-**

**WHERE CARRY**

**LANE'S**

## UNIQUE

**TOOLS**



Made only by  
**Will B. Lane**  
**Unique Tool Co.**

180 N. Dearborn St.

**CHICAGO, ILL.,**  
**U. S. A.**





## Service—

that is what the user requires of an ignition battery—not only long service but the right kind of service. High amperage is an important item of service—so is rapid recuperation after use and very slow deterioration when idle.

**THAT IS WHAT YOU GET FROM THE**

## Red Seal Dry Battery

**"THE GUARANTEE PROTECTS YOU" AGAINST YOUR NOT GETTING SERVICE**

Ask Your Dealer

**Manhattan Electrical Supply Co., Inc.**

New York Chicago St. Louis  
17 Park Place 114 S. Wells St. 1106 Pine St.

604 Mission St. San Francisco

Factories: Jersey City, N. J.; Ravenna, Ohio;  
St. Louis, Mo.

## MOTOR MERCANTILE COMPANY

Wholesale



Exclusively

## AUTOMOTIVE PARTS EQUIPMENT AND SUPPLIES

Distributors for

Motol and Cydrene Oils,  
Gearese and Cupesse  
Columbia Storage Batteries  
Stanley Self-Oiling Springs  
Johnston Curtain Windows  
Kay Bee Spotlights  
Fafnir Bearings  
Zenith Carburetors  
Reliable Jacks  
Lenox Hack Saw Blades  
"Dri-Kure-Retarder" Vulcaniser  
Edison Mazda Lamps  
Eves' Pedal Pads

"Genemotor" Ford Start-  
ing and Lighting System  
Arrow Grip Truck Chassis  
Aluminite Solder  
Gitts Oil Cups  
Ford "Ever-Safe" Brake  
Shoes  
Raybestos, Non-burn and  
Thermoid Brake Linings  
Chase Auto Top and Up-  
holstery Materials  
"Rie-Me" Winter Fluid  
Vulcaniser Tools, Sup-  
plies and Equipment

And a Complete Line of Mechanics' Tools and Garage  
Equipment

New 1919 Catalog Furnished on Request

**MOTOR MERCANTILE COMPANY**

115-117 South West Temple Street, Salt Lake City

## WHO AM I?

I am the ruler of retail reverses.  
I am the Lord High Potentate of Failure.  
I am the reason for that downward slant on  
your profit curve.  
I am the cause of the silent sickness that  
stills your cash register bell.  
I am the origin of dissatisfied customers and  
loss of trade.  
I am the element of chance that turns a win-  
ning business into a losing gamble.  
I am the fountain head whence springs the  
majority of your troubles and worries.  
I am the key to the problem why more than  
15,000 retailers fail every year.  
I am the why and the wherefore, the direct  
and proximate cause, the germ and the genesis  
of successful merchandising.  
I am the Sticker, Shelf-Lounger, the Left-  
Over, the nameless child of an unknown father.  
I am the unadvertised product!

## AMERICAN GRINDER MFG. CO. EXPANDS

The phenomenal growth of the American Grinder Company's wrench business has made it necessary to recapitalize this concern that production may extend to fill the demand for Blackhawk Steel Socket Wrenches for automotive use. Thus it is that Messrs. Herbert, Herman and George Brumder, bankers, have, with the Messrs. George, Adam and Fred Mayer, owners of the F. Mayer Boot & Shoe Co., become affiliated with the makers of Blackhawk wrenches, whose plant is located at Milwaukee. Herbert Brumder takes the office of treasurer.

The leading automotive publications are to carry, in the near future, interesting full page announcements of an innovation in the manufacture of Blackhawk Wrenches, a feature that is exclusive and brings this well-known tool as close to perfection as modern methods can make it.

Sales of Blackhawk Wrenches are in the hands of C. N. & F. W. Jonas, widely known sales organization, with headquarters at Chicago and branches at Los Angeles, Seattle, San Francisco, Dallas, New York and Atlanta. C. N. & F. W. Jonas sell the company's line of American hand and power grinders west of the Mississippi. East of the river, sales of these machines are made by John H. Graham & Co., who are also responsible for the foreign sales of Blackhawk Wrenches.

## GTD HELIX ISSUED FOR TRADE

The Greenfield Tap and Die Corporation of Greenfield, Mass., is issuing a new national or exterior House Organ, entitled "The GTD Helix."

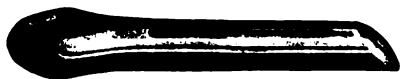
An employees' edition has been published for two years, which has met with universal approval on the excellence of its make-up and contents.

For some time the GTD Corporation has felt the need of a publication more national in scope—hence the new "GTD Helix." The name "Helix," which means "the path of a true screw thread," is a particularly fortunate choice in view of the firm's products—tools for cutting and gauging screw threads.

The new magazine is a convenient size, 4½ by 5¾, and the cover is very attractively and strikingly laid out in colors—the principal design representing a screw thread as seen inside a nut or tapped hole—the path of the thread or "Helix" bringing the reader's eye down to the feature item for the month. Besides the editorials there will be a section devoted to dealer's service, which will be appreciated by the trade.

## The Efficiency Cotter

This Is an Age of Specialists



When sick, you consult that physician with special training on your particular ailment. He is a specialist.

When you want a man to handle a new line, you choose carefully, and select one with more than ordinary knowledge of the merchandise. He is a specialist.

When your Flivver refuses to go another foot you call up one of Mr. Ford's assistants. Another specialist.

**THE OHIO WIRE GOODS MFG. CO.**  
AKRON, OHIO

Specialists in the Manufacture of Cotters

Western Representative

**J. M. JACKSON,**

320 Market Street,  
San Francisco, Cal.

Other Branches:

180 No. Market St.  
Chicago.

29 Murray St., N. Y.  
Nashville, Tenn.



FOR EVERY  
**MOTOR NECESSITY**

SEND FOR CATALOG NO. 250



**WALDEN-WORCESTER, Inc.**  
Worcester, Mass.

## "BUTTERFIELD"

"SPECIAL PURPOSE"—"SCREW PLATES"

"Ford—No. 133"



"Motorcycle No. 131"

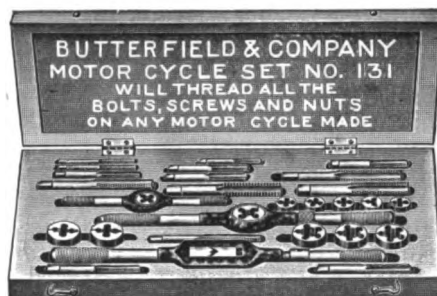
This set will thread all the bolts and nuts on the Yale, Indian, Excelsior, Harley-Davidson, Thor and other makes of motorcycles. They are always in demand, so order your stock today.

**BUTTERFIELD & CO. Division**

Union Twist Drill Company

DERBY LINE, VT.

Note the cutting sizes on the box cover and you will immediately understand why it is indispensable to every garage and every Ford car owner. The odd sizes contained here cannot be found in any regular set.



CHICAGO STORE, 11 South Clinton Street

PACIFIC COAST REPRESENTATIVE  
V. S. Walsh, 560 Mission St., San Francisco, Cal.





## Push Auto Accessories Now

**N**OW that roads all over the country are getting into condition, the weather settled, motorists are again planning weekend or longer trips. This, then, is the season for the hardware man to plan methods of increasing his sales of these lines. It is well to give wide publicity to the fact that you handle tires, for they are undoubtedly the greatest staple of the autoist, and if he gets into the habit of coming to a certain store for tires, he will have a chance to see all the other accessories carried.

### Successful Merchants' Methods

E. C. Peck, San Bernadino, is a firm believer in the power of an attractive window display, and recently installed such a colorful exhibit that all who passed involuntarily stopped to gaze. The rear wall was painted a vivid blue, shading into green, and over it was hung waterfalls of orange hued paper. The electric lights in the window were encased in orange paper shades. Placed on a platform covered with green cloth were three tires and above them a row of huge cardboard oranges with features painted on them. Tapes ran from their eyes to the tires and a card advised "All eyes are on Monarch tires." Another window advertised automobile tools of all kinds.

They compiled a little book, which they mailed to all car owners in the county. It was entitled "How to Repair Your Automobile," and with it was sent a short letter that pointed out the advantage to the owner of having a set of repairing tools on hand, and listed their stock of repair parts, as well as their facilities for getting out-of-the-ordinary supplies. The manager advised that this had proved one of their most effective modes of advertising, and that for months after the distribution men would come into the store and inquire for one of the

tools listed in the book, remarking at the time, "I never knew there was such a convenient little repair tool."

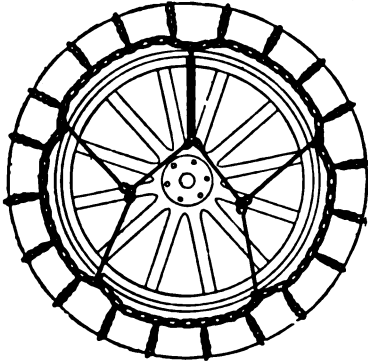
### Learn From Others

The variety stores can often give the dealers in more substantial merchandise ideas for exploiting their lines. There is nothing more convenient for temporary repairs than one of the rubber patch outfits, and Woolworth in their Fifth Avenue store recently showed this very effectively. In the foreground was a large tire, showing how several punctures had been stopped by means of the convenient little patch. Here, too, were shown rubbers, hot water bottles, rubber gloves and syringes—all repaired by the same method. Down in front were shown a number of the repair kits, with a card:

### FOREWARNED IS FOREARMED

Guard against your pleasure trip being marred by a punctured tire, or a rubber bottle that has sprung a leak, by investing in one of these  
**RUBBER PATCH OUTFITS**

A supply dealer in Portland, Ore., adopted a striking method of gaining public attention. Right through the center of their window appeared to be thrown a rubber tire. A portion of the tire could be seen projecting through the splintered glass, and a mass of broken glass was on the pavement in front of the window. In order to prevent any accident, this space was roped off in regulation fashion. The effect was gained by cutting the tire and cementing one portion to the inside and the other to the outside of the window. Long jagged lines were then drawn on the glass with soap, extending from the part through which the tire was supposed to be thrown—and so close was the simulation that one had to step right up to the win-

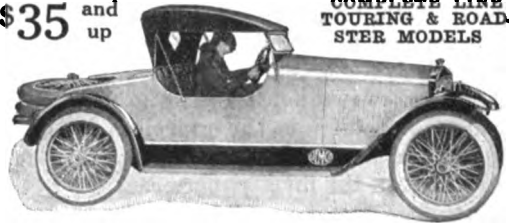
**SAVE YOUR FENDERS****Merchant's Anti-Skid CHAIN TIGHTENER**

Loose chains slap against fenders, marring and bending them and creating an infernal racket. Merchant's prevent this by gripping the chain at five points, giving an easy tension all around. Saves chains. Saves tires. A wonderful little accessory. Price per pair \$1.00. M. H. Merchant Corp. 286-8 Emma St. Syracuse, N. Y.

**Stylish Fidelity Bodies for Fords**

\$35 and up

COMPLETE LINE  
TOURING & ROAD-  
STER MODELS



If you are selling, or intend to sell, **AUTOMOBILE ACCESSORIES** send for "The Little Salesman," our dealers' wholesale net price list—it's the greatest auto supply catalog ever published, and free for the asking. **NEW ENGLAND MILLS CO., 1027 West Van Buren Street, Chicago**

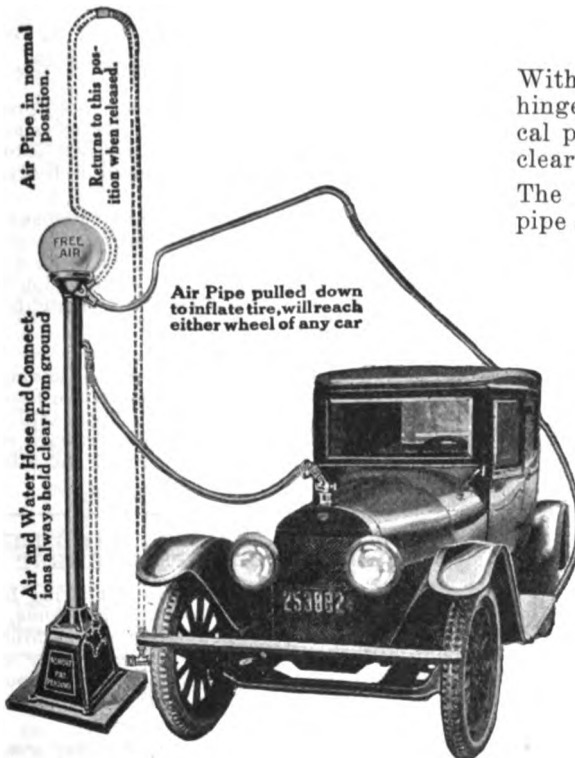
# THE ROMORT AIR STATION

## MAKES 'EM STOP AT YOUR STORE

Acting like a powerful magnet the new Romort air and water station attracts car owners and drivers from miles around. All of which means more sales, more business and more profits in your accessory and supply department.

### NEW METHODS SUPPLANT THE OLD

The new Romort air and water station does away entirely with the dirty, grimy and usually broken curbstone air hose and the bothersome old water bucket.



### SUPERIORITY OF THE ROMORT

With the new Romort air and water station, the hinged air pipe automatically returns to a vertical position after using and holds the air hose clear of the ground at all times.

The flexible wire armor on the hinged air pipe and the automatic tire valve prevent kinks, breaks on short bends in the hose, and there are no joints to leak, as there is one continuous hose from the tire valve to the base of the stand.

### IT PAYS TO ADVERTISE

With its electrically lighted globe, it is on the job 24 hours a day; a constant reminder of your service to the motorist. It is by far the most effective advertising that you can buy.

### BUILT IN TWO STYLES

No. 11 Romort Air Station.

No. 12 Romort Air Station with Water

Manufacturers  
**THE ROMORT MFG. CO.**  
Oakfield, Wis.

Write us today for full details

Sales Dept.  
**THE ZINKE CO.,**  
1319 Michigan Ave.  
Chicago, Ill.

dow to convince himself that the window was not actually broken. Supplementing the effect thus gained, there was installed in the window a good display of tires and auto accessories, with a card: "The sale of our tires is breaking all records."

Another convenience that can be featured to good advantage is the glareless lens. The Bagnard Hardware Co., Pasadena, had an announcement in the local papers recently:

**DON'T DEFY THE LAW!**

The Glareless Headlight Ordinance Is in Effect NOW.

It provides severe penalties for the use of headlight lenses that conflict with its provisions.

**BLANK LENSES**

are sold with the positive guarantee that they comply with the state law. They provide safe light and add to the appearance of any car.

We install them free of charge.

Fastened to the window was a clipping taken from one of the daily papers: "Headlight Law Must Be Obeyed." The article went on to state that owing to the number of accidents caused by glaring headlights, fines would no longer be imposed, but that car owners violating the law would be given jail sentences. At one side of the window was placed a cardboard jail, with a man looking out of the window, and at the other, on a mound of velvet, several no-glare lenses. A card between them, with ribbons running to each, observed: "Avoid this by using this."

One of the best examples of timely advertising along auto supply lines was that just run by the Auto Department of Hamburgers, Los Angeles. An ordinance has just gone into effect, prohibiting the parking of autos within a prescribed business area. This causes some inconvenience to those who come in town with their cars, so Hamburgers advised:

"You can park your car near Hamburgers."

Then followed a cut of a map of the business section of Los Angeles, showing the prescribed area, and showing that one could park his car within a block of the Hamburger store. In this way they secured much trade that ordinarily went elsewhere, since autoists naturally prefer to go to a place where they had the least distance to walk. In the auto supply department they had the different supplies displayed in cases, and piled behind each case a number of these same accessories boxed, wrapped and tied, with little wooden handles inserted, making it convenient for purchasers to carry them.

It is such little conveniences as these that attract and hold trade and the hardware man who wants to increase his business will do well to carefully consider all of the suggestions herein made.

It takes a lot more courage to deny ourselves the thing we really want but do not actually need, than to go ahead and purchase it, trusting to luck to be able to pay.

To erase a problem from the slate never solves it; to turn one's back on, or to shut one's eyes to a perplexing situation, never helps. The only way a brave man sees is to march straight ahead, eyes to the front and ready to meet and to make the best of the situation as it is.

These are trying days—days of uncertainty—days when we must hold fast and be ready to make the most of every hour; ready to exercise our influence and effort in behalf of good government, true democracy and the strong rebuttal of Bolshevik encroachments.

McLemore & Adams have purchased property at London, Kentucky, and will erect a modern store building.

The hardware and implement business of W. & F. Kronbruch at Culbertson, Nebraska, has been taken over by Hill & Wagner.

The Nelson Implement Company at Culbertson, Montana, have increased their business by the purchase of Tanner & Best of the same place.

The Appert Hardware & Implement Company has been incorporated at St. Cloud, Minnesota. The forces are A. A. Appert, Celestine Appert and J. H. Betten-dorf.

C. A. Stephens and Thompson & Kelly, both progressive merchants at Columbus, Iowa, have combined forces. Mr. Stephens has moved his stock into the building formerly occupied by Thompson & Kelly.

The Lamar Hardware & Furniture Company has been incorporated at Lamar, Oklahoma, with a capital stock of \$12,000, by J. E. Summers, I. S. White and B. C. Robinson. They will carry a line of automobile accessories, household furnishings, besides a straight hardware line.

R. A. Babb has leased two buildings adjoining his hardware store at Eugene, Oregon. When the two new interiors are thrown into his present available store space, he will have one of the largest hardware stores in his vicinity, allowing for a larger stock and a better arrangement of it.

**SERVICE AND CO-OPERATION MAKE THE  
"HARDWARE WORLD" PRE-EMINENT**

Due to the service which you are rendering both through your publication and by correspondence, we feel we owe you an expression of thanks, for through your publication we are able to obtain many new ideas from each issue, and through your correspondence we have found you a ready worker to co-operate with us in any problems we may have.

Kindly accept our very best wishes for a very prosperous year and feel at liberty to call upon us for any information we may be able to give you at any time. Yours very truly,

Oregon

BASCHE-SAGE HARDWARE CO.

# ULTRA GLASS

(Trade Mark)

Pacific Coast Distributors

**The Western Agencies Company**  
285 Minna Street, San Francisco, California

Manufactured by  
**GLASS FOUNDERS CORPORATION**  
Milltown, New Jersey

# UNITED SPARK PLUGS

## GOOD PLUGS

At a fair retail price—and carrying a splendid margin of profit.

WHY DON'T YOU SELL THEM?

**United Mfg. & Distributing Co.**  
CHICAGO

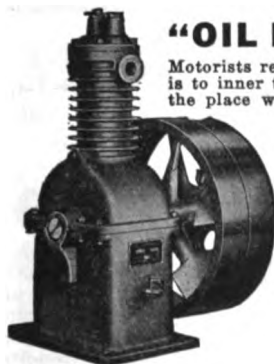
## "OIL RUINS TIRES"

Motorists realise what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

### CURTIS AIR—FREE FROM OIL

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

**Curtis Pne. Mch. Co.**  
1512 Klenlen Av., St. Louis  
530-L Hudson Term., N. Y.



## \$1.00 An Unbreakable Oil Gauge for your Ford



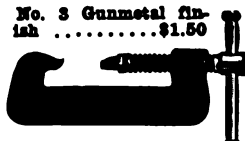
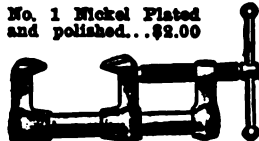
ALL metal gauge, cannot be broken by a flying stone. Consists of a metal chamber containing a float to which is attached a rod with a white ball which indicates amount of oil in can. Easily installed.

Sold by dealers everywhere, or prepaid on receipt of price  
Apco Mfg. Co. - Providence

## KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated and polished...\$2.00

No. 3 Gunmetal finish .....\$1.50



Easy to operate. Fits any spring. All dealers, or sent prepaid  
Spring Leaf Lubricator Co., 1908 Forest Ave., Ann Arbor, Mich.

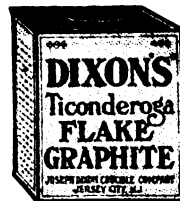
## "ANSONIA" NAIL CLIP

Made by the makers of the "Gem" Nail Clipper. Twelve in a box or 12 on a display card.



Write

**H. C. COOK CO. - ANSONIA, CONNECTICUT**



## DIXON'S Ticonderoga Flake Graphite THE WORLD'S STANDARD

Thousands of dealers throughout the world consider Dixon's Flake Graphite indispensable to their stock—a 90-year reputation has built up a steady demand for it.

Your customers ask you for it—can you supply them?

Write for Booklet No. 230-C and prices.

Made in JERSEY CITY, N. J., by the  
**JOSEPH DIXON CRUCIBLE COMPANY**  
Established 1827





## Attention Fishermen!

### Trout Season Opens April 1st

Time to forget all about business, League of Nations, Presidential candidates, high prices, prohibition, and other troubles, and—GO FISHING!

EVERYTHING you need in the way of supplies is here— from "Line to License." Some fishermen's goods are now almost impossible to get, but we ordered so far in advance that we can supply you with practically everything you need at VERY ATTRACTIVE PRICES.

Assorted Spinners.....15c each. Two for 25c  
Assorted Trout Flies.....Per doz. 50c  
Others up to \$1.50 per dozen

Split Bamboo, Three-Jointed Trout Rod  
Special \$175. Others up to \$30

Trout Reels as low as .....50c  
Others up to \$10

Trout Leaders, each .....10c to 75c  
Silk Enameled Lines, per coil.....50c to \$7.50

"Tye" Eggs and "Tye" Egg Hooks, Rubber  
Boots, Socks, Camp Grates, Cook Stoves and  
Equipment, Flashlights in all sizes and styles.

#### COME IN AND ASK OUR SALESMEN

about the best places at which to fish this season. We make special efforts to obtain all possible advance information as to where you will be liable to make the best catch. You will find our salesmen are pleasant, congenial fellows, who are always ready to talk "fishing" whether you make a purchase or not. You are welcome to their tips.

#### FISHING LICENSES ISSUED

## Chas. Brown & Sons

871-873 Market St., Opp. Powell  
Established 62 Years

Practically every hardware merchant handles sporting goods and fishing tackle. Here is a timely advertisement issued at the beginning of the fishing season by Chas. Brown & Son, whose enterprise and progressiveness is second to none in the West.

They are planning to go after the fishing trade in earnest, recognizing the trade of the sportsman is well worth catering to, for a man planning a fishing or camping outfit generally wants the best that can be had. He takes a pride in his outfit, aside from that he is appreciative of information, especially as to the best places to fish.

There are suggestions in this advertisement that merchants everywhere can use to advantage.

### NEW GOLD MEDAL SALES HELPS

Another wide-awake selling help has been issued by the Gold Medal Camp Furniture Company, at Racine, Wisconsin, for the benefit of its dealers. Illustrated are schemes for cut-outs and window and counter displays, furnished by the company, descriptions of slides for motion picture houses, store signs, electrotypes and halftones in illustration of the company's stock. Any of these will be furnished to the dealer on application.

The Dealers Service Department is one of the principal features of the company's selling policy. Any wide-awake dealer who handles sporting goods should inquire into the stock and the sales policy of the Gold Medal Camp Furniture Company.

J. N. Taylor has engaged in the hardware and plumbing business at Carthage, Missouri.



### RICHARDS-WILCOX CATALOG

Distinctive Garage Hardware is the title of the Richards Wilcox new catalog and we are very fortunate in being able to reproduce the cover of this catalog herewith. The book contains 96 pages, 8½x11 inches in size, and is one of the clearest and fullest presentations of garage door hardware that has ever been given to the trade. It is printed in two colors, and each set of hardware is illustrated by half-tone cuts, showing actual installations, as well as diagrams and cross sections.

Copy of Distinctive Garage Door Hardware will be mailed to anyone interested on application for catalog A-22 by the Richards Wilcox Mfg. Co., Aurora, Illinois.

The Triangle Lumber & Hardware Company has organized at Dexter, New Mexico. The new firm has a capital stock of \$25,000 and will specialize in manufactured goods, lumber and hardware.

The Live Hardware Company at South Pasadena, California, have added a sheet metal department, so they will be prepared to make repairs of every kind for the household in this community.

The Brawley Hardware Company at Brawley, California, is erecting a thoroughly modern concrete building, two stories high, with a mezzanine floor or balcony on the inside and double show windows.

F. M. Power and N. W. Williams have recently incorporated at Chehalis, Washington. With a \$25,000 capitalization, the new Company is set for the success that comes with enterprise and experience.

R. J. Stone & Company have been reorganized at Tonasket, Washington, with a capital stock of \$25,000. One of the features of the reorganization is the addition of a hardware department to the general business.

The Dickinson Hardware Company at Colorado Springs, Colorado, have found it necessary to move their stock in order to handle their business. Fortunately it was only necessary for them to move across the street to secure the necessary accommodations.





Our 18" (86X) combination Ratchet Extension Tap Wrench doing marine engine and auto repair jobs in 15 minutes which formerly took 8 to 10 hours.

**Mr. Dealer:**

**Here Is a Big Money Maker!!**

A Line of Guaranteed Tools that has already been introduced direct. Nationally advertised. Millions of users waiting for them. Help us to reach this vast virgin field.

Magnificent Display Boards, holding the Tools, are furnished free of charge.

Order through your Jobber or Direct

Write for Proposition



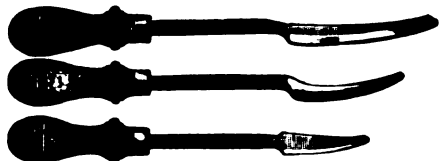
**ALERT TOOL CO.**

**237-241 North 6th Street**

**Philadelphia, Pa.**

## MOUND TOOLS FOR THE AUTOMOBILE

STANDARD FOR 20 YEARS



Bearing Scrapers

Carbon Scrapers

Chisel Sets

Send for Catalog

Pry Bars

Cotter Pin Extractors

Mound Tool Rolls

Offset Screw Drivers

**THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.**

## Farmers and Owners of Cars are Prospects

**Y**OU who have in the past handled vehicles and wagons and have lost that profitable trade to the Motor Vehicle, are in a position to get the old volume and more back in handling "Utility Trailers" and without the necessity of giving service or having an expensive service department as is required where you sell motorized vehicles.

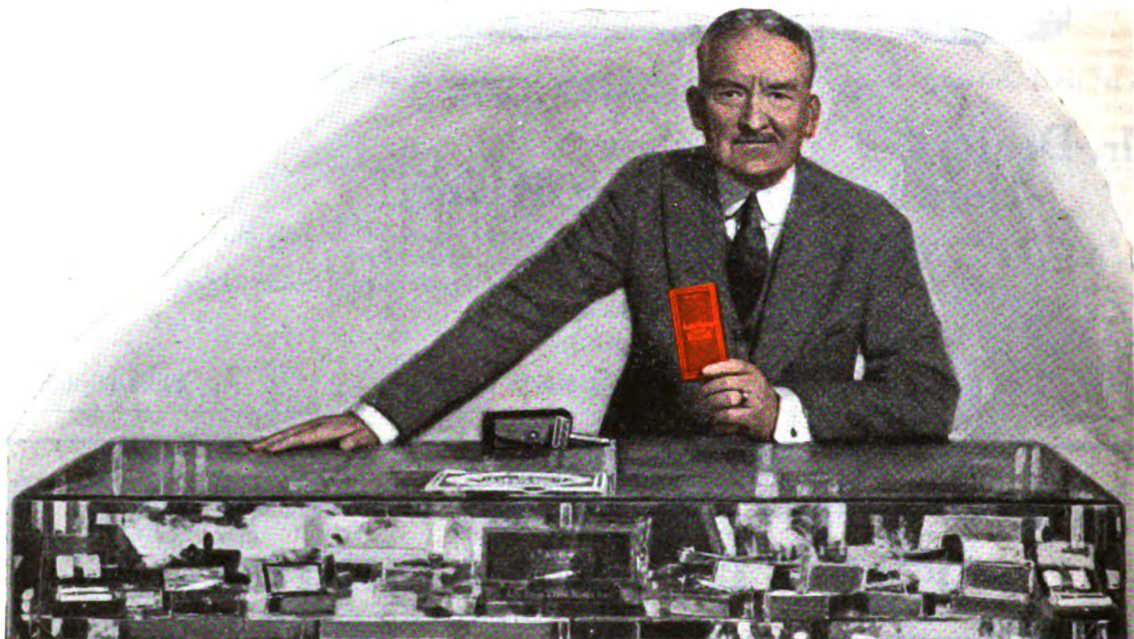
Every farmer in your community is a prospect for a Utility Trailer of some sort. Every motor truck running over your highways is necessarily a prospect for a Utility Trailer, if he is to compete with others using them, they bring truck operating cost down to a point where the profits are satisfactory, and truck operating brought out of the Red Ink.

Utility Trailers are motorless auxiliaries to the truck or passenger automobile, bringing you a clean profit when sold and a profit that is yours, not to be later paid out in shop costs of free service as in motorized vehicles.

We have some good territory open, write us for our proposition to dealers.

**UTILITY TRAILER SALES CO., of Southwest**  
1302 Young St., Dallas, Texas

**LOS ANGELES TRAILER CO.,**  
1328 Palmetto St., Los Angeles, Cal.



## \$6,000 out of one small showcase in two years

*How one dealer has made his store razor headquarters*



AutoStrop Razors sell themselves when the salesman knows how to demonstrate them. Show the customer how a touch of the thumb adjusts the blade for a close or a medium shave, how the blade can be wiped dry without removing it from the frame. A demonstration goes a long way toward clinching the sale.

THE P. C. De Vol Hardware Company of Council Bluffs, Iowa, has averaged more than \$3,000 a year for the last two years—selling \$5.00 safety razors. More than 1200 AutoStrop Razors have passed over their showcase since that day two years ago when they decided to apply a brand new selling plan to their retail business.

In the past two years, the De Vol Company have sold AutoStrop Razors by mail in fifty-three different towns, in Iowa, Missouri, and Nebraska, to people who could have bought these razors right in their own town—but didn't.

Just what is it that makes people criticise one store, while they go out of their way to trade in another? The answer can be given in two words—*Store personality*.

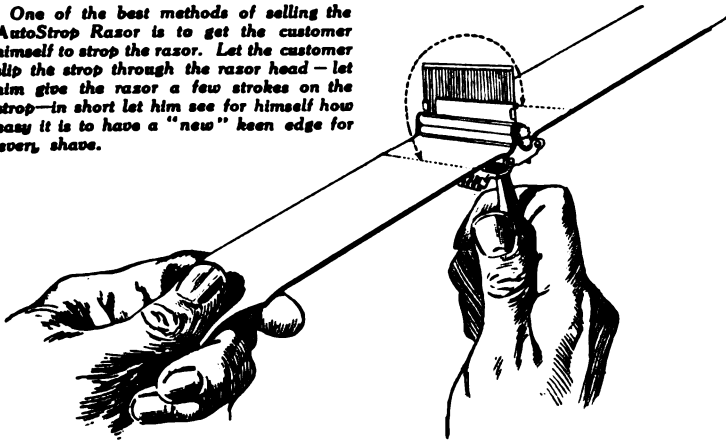
### *The secret of retail success*

Stores have a personality just as people have. When a store has a *pleasing* personality, business comes—if not, business goes to competitors. And store personality is based on just one thing—*service*.

The De Vol Company's method is simplicity itself. They standardize on nationally advertised, fast-selling lines that mean rapid turnover and quick profits. They concentrate on those items that they believe in, can enthuse over, stand back of, fight for if need be.

But just being enthusiastic about any product will not of itself produce sales—you have got to *demonstrate* to anybody and everybody on every possible occasion.

One of the best methods of selling the AutoStrop Razor is to get the customer himself to strop the razor. Let the customer slip the strop through the razor head — let him give the razor a few strokes on the strop — in short let him see for himself how easy it is to have a "new" keen edge for every shave.



### *The selling power of a real demonstration*

No matter what a man comes into the store to buy, the De Vol salesman leads the talk around to shaving economy and the AutoStrop Razor—then for a real demonstration. The customer is shown just how the AutoStrop Razor strops itself—just how it is adjusted instantly for a medium or a close shave—how easy it is to insert a blade, when a new one is desired.

Then follows the most important part of the demonstration — *the salesman gets the customer to handle the razor and strop it himself.* Nine out of ten men are immediately interested.

The De Vol Hardware Company can point to many

cases where the sale of an AutoStrop Razor has made the buyer their regular customer for everything in the hardware line.

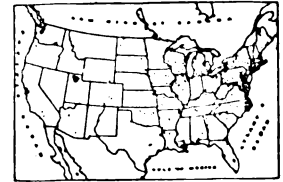
They recall the case of the AutoStrop Razor which pleased the customer so much that he came back a few days later and bought a \$65 refrigerator.

Dealers everywhere are doing more with their razor showcase than ever — selling four AutoStrop Razors where they formerly sold one.

Write for information about our free merchandising service and special selling assistance. We can help you to duplicate the success you have just read about.

**AUTOSTROP SAFETY RAZOR CO.**  
New York      Toronto      Paris

## AutoStrop Razor *sharpens itself*



**320 newspapers are carrying the story of the AutoStrop Razor to every locality in the United States**

Special advertising, the most effective we have ever run, will reach a total of 20,000,000 live up-to-the-minute newspaper readers. The selling appeal in these advertisements has been tested and proved. In 1919 this same kind of advertising *trebled* the business. And it is working more wonders this year.

**A magazine circulation of another 4,500,000**

44 big advertisements, some of them two-page ads, every one tested, are running in such big national magazines, as Literary Digest, Collier's, American Magazine, The Red Book, Cosmopolitan, Life, and the American Legion Weekly — all men's magazines of big pulling power.

There never was an AutoStrop campaign so comprehensive as this. We are pushing right ahead — will you be with us?

**SERVICE QUESTIONNAIRE**

NAPIER SAW WORKS, INC., SPRINGFIELD, MASS.

**SUBJECT - HACK SAWS**

NATURE OF COMPLAINT—Saw dull? Strip teeth? Run off? If it ran off, was it toward machine or away from machine? (Give Details.)

Give approximate date when Saws were received \_\_\_\_\_ Used in Hand Frame? or Machine? \_\_\_\_\_

Give Blade Length \_\_\_\_\_ Width \_\_\_\_\_ Gauge \_\_\_\_\_ Pitch \_\_\_\_\_ Mark \_\_\_\_\_ Flexible or All-Hard? \_\_\_\_\_

If run in Power Machine, give length of Machine Stroke? \_\_\_\_\_ Strokes per minute? \_\_\_\_\_

What kind of material were you cutting? (size and cross section) \_\_\_\_\_

Running Dry or with Cutting Compound? \_\_\_\_\_

Are Blade-Holders on Hack Saw Machine lined up correctly? \_\_\_\_\_

Does Machine lift on return stroke? \_\_\_\_\_ Is machine absolutely rigid and Head correctly aligned? \_\_\_\_\_

How many cuts did Saw make (each)? \_\_\_\_\_ What Feed Pressure was used, Heavy, Light or Medium? \_\_\_\_\_

What in your experience has been the usual performance of other Bands under like conditions, stating number of cuts and slams \_\_\_\_\_

If you will return a few samples of the blades in question with this Questionnaire filled out as completely as possible, it will assist us materially in giving you the service we want to give you.

Name \_\_\_\_\_

Address \_\_\_\_\_

Agent's Name \_\_\_\_\_

**TYPICAL NAPIER HACK SAW SERVICE**

Typical of the service of the Napier Hack Saw Works of Springfield, Massachusetts, in distributing its hack saws is the Service Questionnaire, which is sent by the company to all distributors and dealers of Napier Hack Saws. In this way, any complaint or dissatisfaction comes immediately before the notice of the company in a friendly and businesslike way. Not only is the complaint received, but full details, such as date of shipment, and exact nature of the complaint and circumstances surrounding any apparent shortcoming in the saw blade.

It seems to us that such a blank form from a service department is guarantee enough of the quality of the product and the spirit of fair trade and "satisfaction guaranteed," which the Napier Saw Works stands for. It is the intention of the company that when any distributor or dealer sells Napier Saw Blades, he sells more than the actual goods he sold, for he has produced more and better work and satisfaction for the buyer and the user.

Two brands of blades are made by the company. Expert Blades for hand use only are carbon steel blades made of special high grade crucible tool steel, in two styles—All-Hard and Flexible, and in all standard dimensions and pitches. Quality Blades are for hand and power use, of tungsten steel, a blade of exceptional hardness and toughness. They are made of the finest material obtainable for cutting extra hard metals, such as high speed and unannealed steels. Quality Blades are also made in All-Hard and Flexible types in a full range of standard dimensions and pitches.

The Napier Saw Works, Inc., are located at Springfield, Massachusetts, where the main offices of the company are also located. The company maintains its western branch at 320 Market Street, San Francisco, where Chas. A. Dowd is in general charge. Other factory branches are maintained at Chicago, Illinois, and London, England.

**NEW BIG 3 FURNACE BOOKLET**

The Big 3 Mueller Pipeless Furnace is admirably and fittingly described and illustrated in the new 30-page, two-color booklet, which has just been published by the Mueller Furnace Co. for the information and sales help of the trade. The Mueller Furnace Co. was established at Milwaukee, Wis., in 1857. For sixty-three years it has been making heating systems of all types. It is one of the largest and most completely equipped institutions of its kind in the country with an experience covering warm air, steam, vapor, vacuum and hot water heating in all their phases.

More than 166,000 buildings are now Mueller heated. The Mueller Big 3 Pipeless Furnace is the outgrowth of this vast experience, scientifically adapted to pipeless or one register heating from the old Mueller line of warm air pipe furnaces. The operation of the furnace is described in detail in the new booklet, as well as its construction and the details of its installation.

The furnaces are made with both single and double door, varying in size of the fire pot from 18 inches diameter to 27 inches diameter. The smaller furnaces will heat a four or six room house, or an auditorium of a capacity of from 8,000 to 12,000 cubic feet. The largest furnace will heat a twelve to eighteen room house or an auditorium with a capacity of 34,000 to 48,000 cubic feet.

The company's guarantee is explained. This is issued in writing and provides that the furnace will heat every room in the building where installed to a comfortable temperature. If the furnace does not meet the terms of the guarantee it will be replaced, or at the option of the purchaser it will be removed and the purchase price refunded. Copies of the booklet may be obtained from the offices of the company, or from any of its distributors, as mentioned elsewhere in these pages.

**STOVE PATENT CENTRALIZES FLAME**

A late improvement in gas stove construction has been patented by W. E. Jordan, Vice President of American Beauty Stove Company, Erie, Pa. It permits the use of such small vessels as percolators, centrally located over any burner. This eliminates waste of gas, also risk of spilling contents and melting off handles and spouts.

The American Beauty Stove Company is building a fire-proof addition to the plant, which will add considerably to the capacity. An up-to-date outfit for ebonizing stove castings will be a part of the equipment.

**JOE HAYES—FURNACE SPECIALIST**

Joe Hays, long a member of the western hardware trade, has become a stove and furnace specialist, with offices at 611 Spreckles Building, San Francisco. Among the lines he handles for the western territory are the Mahoning Foundry Co., Youngstown, Ohio; Lincoln Stove Co., Fremont, Ohio; the Donald B. Howard Co., Des Moines, Iowa.

The John T. Little Hardware Co., of Spokane, Washington, has remodeled the store on Washington Street to provide increased space.

The Oliver Rickard Company at Centralia, Washington, has been reorganized and strengthened by the entrance of L. G. and G. G. Goranson into the firm.

Utter & Dunsmore Hardware Company has been established at Long Island, Kansas, where they will handle a full line of automobile accessories, sporting goods, household goods, paint, oils and general specialties and novelties.



## Teaching American Boys to Buy Good Tools

**M**ANUAL training courses in our schools are teaching boys and young men how to do good work with tools.

These boys, as a result, are coming to appreciate good tools more than ever. They make up a class of tool-buyers that it is distinctly worthwhile to cultivate.

We are telling these young amateur carpenters and woodworkers about the quality of Disston Saws and Tools.

To do this, we are using the magazines to which they look for information on mechanical subjects—"Popular Mechanics," "Popular

Science Monthly," "Scientific American," and "Industrial Arts." We send the Disston message to more than three-quarters of a million readers of magazines of this kind. The exact number of subscribers is 781,067. These boys constitute by no means a small market for sales of quality saws and tools.

Telling this market the story of Disston Saws and Tools is another instance of our thorough cultivation of all classes of buyers to increase public demand for high-grade saws and tools.

Next month we will tell you how we reach another class of tool-buyers—the "handy man around the house."

Disston Saws and Tools are constantly advertised in magazines and agricultural publications with a total circulation of 8,497,008 copies each issue.

**HENRY DISSTON & SONS, Inc.**

*Keystone Saw, Tool, Steel and File Works*

**PHILADELPHIA, U. S. A.**

# DISSTON

## SAWS AND TOOLS

## WASHINGTON Hardware and Implement Underwriters

OF

### SPOKANE, WASHINGTON

IS CONDUCTED BY HARDWARE AND IMPLEMENT  
DEALERS FOR THEIR SOLE BENEFIT  
AND PROTECTION

INSURES Stocks of Merchandise, Store and Warehouse Buildings, Dwellings and Household Goods for Hardware and Implement Dealers.

**SAVINGS FOR 1920**

**50% OF PREMIUMS**

This is for you if a member of your State Hardware or Implement Association.

An inquiry addressed to

**E. E. LUCAS, Secretary**

will bring full particulars by return mail.



# —WINCHESTER



## GET YOUR SHARE OF FAMILY TRAPSHOOTING SALES

**O**UR steadily increasing sales of the Winchester Junior Trapshooting Outfit to dealers, indicates a booming consumer demand.

Are you prepared to fill orders from the substantial citizens who will be your customers for this already popular Outfit?

Not only are more dealers making money on this Winchester Outfit, but many old dealers show briskly increasing profits from their general line of Winchester Guns and Ammunition. These bigger profits are in numerous cases traceable to a new interest in shooting created by the original sale of the Winchester Junior Trapshooting Outfit.

These records prove that the sales possibilities of the Winchester Junior Trapshooting Outfit are often limited only by the individual dealer's efforts to get behind it.

The same care in workmanship, the same quality of materials, that have made Winchester Guns and Ammunition known as the "World Standard," go into the Winchester Junior Trapshooting Outfit.

## BIG ADVERTISING IN BIG MAGAZINES WILL HELP YOU

**B**ESIDES this high quality and the pleasure of family trapshooting which result in "word-of-mouth" advertising by Winchester Junior Trapshooting Outfit owners, a national advertising campaign is acquainting people with the pleasure derived from the new sport.

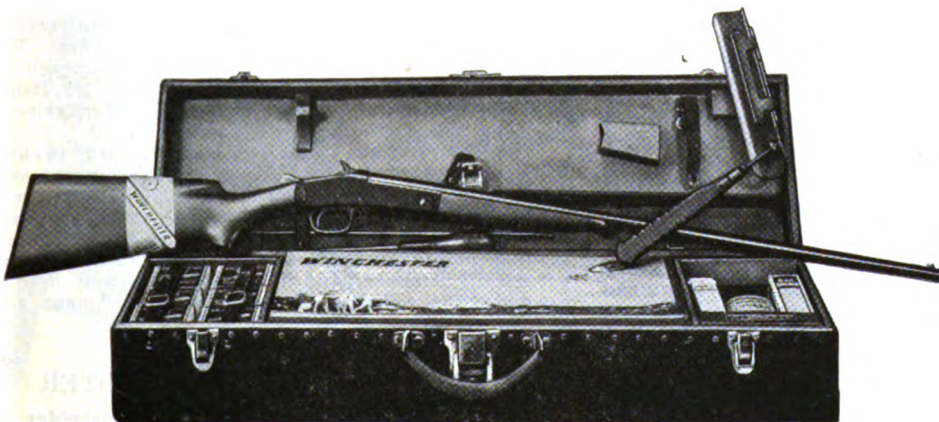
The Winchester Repeating Arms Company is doing something that has never been done before: It is interesting the whole family in trapshooting.

This advertising will reach its peak at the beginning of the vacation season, in National Weeklies, National Farm Papers, and Sporting Magazines.

Every member of the family is a possible customer for the Winchester Junior Trapshooting Outfit. It is a trade-builder and profit-maker you should be cashing in on. Are you fully awake to this?

Write us and get your share of this new business.

WINCHESTER REPEATING ARMS COMPANY  
New Haven, Conn., U. S. A.



Winchester Junior Trapshooting Outfit



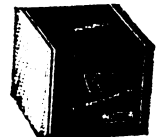
Gun Grease



Rust Remover



Gun Oil



.410-Bore  
Shot Shells



Clay Target

# WINCHESTER

### AUTO STROP NOT IN COMBINE

N. B. Maas vice president of the AutoStrop Company, has set forth to the trade in his statement, in which he emphatically denied that his company has any connection with any other company in the safety razor trade, or with any combine of safety razor companies. In his own words:

"Neither this company nor any of the controlling stockholders have bought, sold or combined in whole, or in part, with any individual or any other company."

This emphatic statement by Mr. Maas came in comment on part of an address by Major George W. Simmons before one of the eastern hardware conventions recently. Major Simmons was speaking on the new Winchester plan, as he interprets its effect on the trade, and he merely stated that he understood that the AutoStrop Company was one of the safety razor organizations in which Mr. Whelan of the Winchester Company was interested.

### SAFETY LOCK SPECIALTY

In this era of increasingly free social thought, which results so generally in burglary and violence in the obtaining of property, the enterprising merchant will do well to feature such a specialty as the Marchant Safety Lock, announcement of which appears on another page of this issue. This safety lock is said to sell on sight, and it is really a necessity in every home. It is manufactured by the R. H. Marchant Co. at Oakland, California, and distributed through the Graf Sales Co. of San Francisco.

### NEW CUSTOMERS THROUGH HOUSE ORGAN

Following is a little news item coming from Blodgett's Store News, at Spokane, Washington, which gives some idea of the enterprise and good service of the Blodgett Mercantile Company, as well as indicating some of the benefits and advantages of such a house organ as Blodgett's Store News.

The store paper has grown from a leaf at the beginning until now it is a 12 page magazine, published monthly. In it are advertisements of various specialties and goods carried by the store, local news, cartoons and items of a general nature to both the buyer and seller. The editorial page is devoted to the interests of the store, the customers and of the community. It is perhaps a coincidence that the subscription price of Blodgett's Store News is the same as that of the *HARDWARE WORLD*, only fifty cents a year.

### TO THOSE WHO ARE NOT OUR CUSTOMERS

Dear Friends and Neighbors:

"We have been sending our little magazine to you once a month. We have been sending it to you because we wanted to become better acquainted with you. Because we wanted you to know us, about our store and what we had here for you. Because we want to make our store your store, your place to trade, your business home.

"Our paper is our invitation to you to try us, to try our merchandise, to try our service, and see if we can fulfill them in a way that will be more than satisfactory to you. We want your business, we are trying our best to get it. We have a wonderful assortment of high grade merchandise here. Visit our store; let's get acquainted so we will know each other better. Give us a chance to please you; we believe we can make good."

John Curtis of 1623½ Central Avenue, Los Angeles, California, is one of the big hearts and strong hands in the plumbing trade of Southern California. He is an active and enterprising plumber in Southern California, and speaking pleasantly of the *HARDWARE WORLD*, he writes as follows:

"I appreciate the *HARDWARE WORLD* very much and it is a source of pleasure and learning to me always."

### SOUTHERN CALIFORNIA MEETING

The southern division of the California Retail Hardware & Implement Association held its annual convention at Long Beach on Wednesday, April 21. Although the reading pages of the *HARDWARE WORLD* went to press before reports of the convention could be secured, all indications pointed to the biggest convention ever held in Southern California. The Hotel Virginia was the convention headquarters and open house was proclaimed for the visiting members.

The program for the day was divided into three parts. The morning was reserved for a meeting of the Executive Committee and the reports of the officers and committees, which constitute the business of the convention. The afternoon session was devoted to the discussion of important hardware subjects and talks of men prominently connected with the industry. At the conclusion of the afternoon, new officers were elected for the following year.

A feature banquet was planned for the evening, with entertainment, feature addresses, music and dancing.

The present officers of the southern division are as follows: President, W. J. Reid, Los Angeles; vice president, J. R. Westbrook, Riverside; vice president, Thos. M. George, Santa Barbara, and J. Glenn Marks, Los Angeles.

### DEATH TAKES PIONEER WIRE MAN

It is with great sorrow that the Ludlow-Saylor Wire Company informs us of the death of Zear J. Chamberlain, one of the oldest and most valued employes of the concern and well known to the trade from coast to coast. Mr. Chamberlain died suddenly last month, in his 45th year. He had been with the Ludlow-Saylor Wire Company at its St. Louis factory continuously since he was seventeen years old, and was rounding out his 28th year there.

### THE MOST TIMELY BOOK

The editor who deals in superlatives is playing with fire, but we feel reasonably safe in thus announcing to the trade, the latest addition to its literature in Robt. H. Ingersoll & Bros.' new book. The publishers call it "Time Telling Through the Ages," and it is perhaps the most ambitious and finely put together contribution to the literature of the trade that has been made for many a year. The volume has been published as part of the celebration of the twenty-fifth anniversary of Robt. H. Ingersoll & Bros. as watch makers. The story of time telling from the earliest times through all the ages was carefully investigated and compiled. Beautiful illustrations of early methods and historic clocks and time pieces are included.

The history of the watch and clock industry is carefully and impartially recorded. In fact, so great was the merit of the material and its treatment that a great publishing house found the volume worthy of publishing strictly on its own merits and it will be sold to the reading public at \$3.00 a copy. The book is most beautifully published and illustrated and surely here is romance—the romance of actual accomplishment and applied energy.

### IOWA'S LEADING TRAP SHOOTER

In his first season as a professional trapshooter, J. R. Jahn of Long Grove, Iowa, has made a .9755, made on 5810 targets. This leaves him tied for second high average among professional shooters, and with the highest season's average ever made by a professional for the state of Iowa.

Mr. Jahn was formerly a sportsman in the strictly amateur class, who used to spend his Saturday afternoons whanging away at the clay target for fun, but he has become a professional and represents the Hercules Powder Co. in his own territory.

## Automatic Dishwashing

Is at Hand. The Day of  
Dishwashing Drudgery  
Is Passing Rapidly



Orders for  
more than

**3200**

**Electric Maid  
Dishwashers**

were re-  
ceived dur-  
ing ONE  
WEEK in  
March.

On the ba-  
sis of pres-  
ent sales,  
over 25,000  
machines  
will be con-  
tracted for  
during  
1920.

**The  
Electric  
Maid**

Will wash,  
rinse, ster-  
ilize and  
dry the  
family  
dishes in  
10 minutes.  
The cost of  
operation  
is less than  
1c per day.

**Price \$125**

**DEALERS**  
are urged to  
wire or write  
for the  
Electric  
Maid  
Agency Plan

Work will be  
lighter—  
Home will be  
brighter—  
when The  
Electric  
Maid gets  
“on the  
job.”

**THE ELECTRIC MAID CO.**

DAVENPORT, IOWA

## The “Poni-Bike”

Greatest Pleasure Vehicle for  
Children Ever Invented



The “PONI-BIKE” is a patented, all-metal  
Pony Velocipede for Boys and Girls.

It is the sensation of this generation of Kiddies;  
It will sweep the continent quickly;  
The children are wild about it;  
It gives more joy for less money than anything  
ever known.

Dealers Who Hurry Can Secure Agency

**THE PONI-BIKE CO.**  
DAVENPORT, IOWA

## Self-Cleaning Lawn and Garden Rake



No more hand-cleaning of the clogged-up  
rake.

The Carroll Self-Cleaning Rake **CLEANS  
ITSELF** when pushed from you—and  
**HARROWS** the soil as well.

**DEALERS** who can supply the de-  
mand for the Carroll Rake will be  
fortunate—and will make money. Re-  
tails for \$2.00. Dealer's price \$1.20  
in dozen lots. Gross \$1.10. Order  
Quick. The season is here now.

**The Self-Cleaning Rake Co.**

DAVENPORT, IOWA



## PROUD WAR RECORD OF THE COLT

Ask any returned soldier who saw active service in France to tell you the story of the war as he saw it, and it will not be long before he is giving you a demonstration of how he got out of this or that thrilling encounter by the aid of a Colt. And when he speaks of a Colt he may be referring to his .45 caliber Automatic Pistol, to the Colt Automatic Machine Rifle, to the Colt Automatic Machine Gun, known as the "Browning," or perhaps to a combination of all three.

In the spring of 1917, the Colt factory was equipping itself with machinery to produce 4125 Vickers Guns, an order for 4000 of which had been placed the previous December by the War Department on recommendation of the Machine Gun Board; sixteen thousand Vickers Guns were to be produced for the Russian Government, and the Colt factory was practically the only one in the United States which at that time was actually producing machine guns in any quantity at all.

The first act of the Ordnance Department, upon the American entry into the war, was to increase greatly the orders for Lewis Machine Guns, and second to make preparation for the enormous manufacture of Browning Machine Guns and Browning Automatic Rifles.

At the request of the Government, the Colt Company made it possible for the Government to secure, by furnishing complete blueprints, the Browning Machine Guns and Browning Automatic Rifles without interference with the existing contracts for the Vickers Guns. This required an enormous expansion of the Colt plant to take care of its growing contracts.

At the factory at Meriden, Conn., they began turning out the Browning Automatic Rifle, or as it is now known the Colt Automatic Machine Rifle, Model 1919. This is a lightweight rifle that can be carried easily by one man and fired from the shoulder or hip.

They also began building the Browning Automatic Machine Gun, or as it is now known, the Colt Automatic Machine Gun, Model 1919. There were over 30,000 of these guns shipped to the American Expeditionary Forces, before the Armistice was signed.

### 50,000 Colt Automatic Rifles

The Colt Automatic Rifle, Model 1919 (of which there were more than 50,000 supplied to the Government), is a lightweight, rapid fire, gas-operated and air-cooled automatic rifle that may be fired from the shoulder or hip one shot at a time, like an ordinary military rifle, or by the quick and simple throw of the small lever, converted instantly into the lightest "machine gun" now manufactured.

When fired from the shoulder or in the prone position, the shooter is enabled to find his target, or object to be hit, through a set of finely graduated sights similar to those on a service rifle.

Repeated tests (and practical experience on the firing line during the Great World War, where this rifle proved its superiority over all other automatic rifles) show the arm capable of a rate of fire approximating 500 shots per minute; 20 shots (the contents of a magazine) can be fired in 2½ seconds, and the empty magazine can be detached and another substituted in a similar period of time by merely pressing a button.



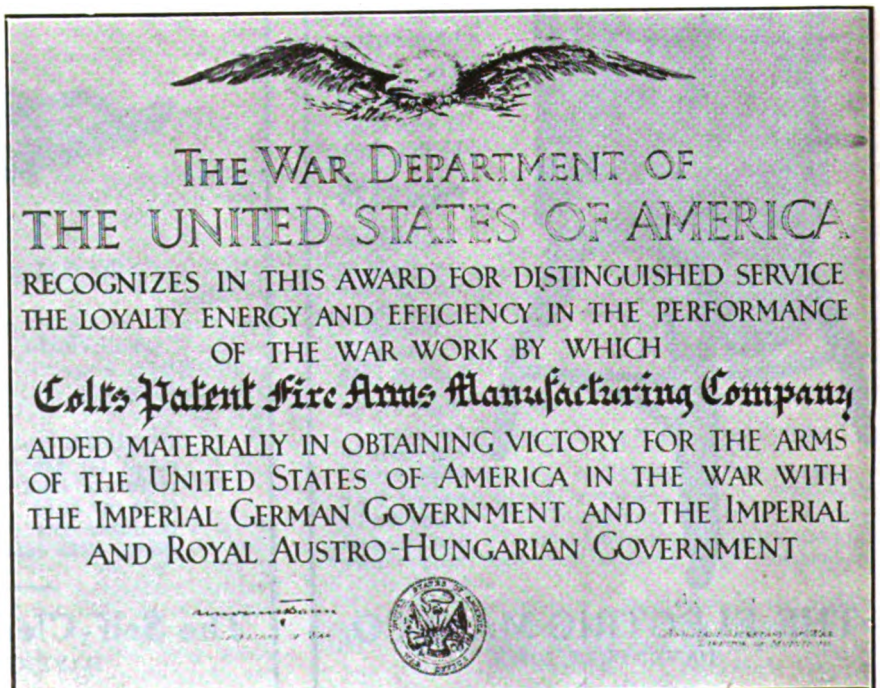
Government Model Caliber .45  
The Type of "Automatic"  
used in the World  
War

### Magazine Holds 20-40 Rounds


Expanding powder gases furnish the energy for the operation of the gun. After the gun is fired and the bullet has passed the gas port in the barrel, the live powder gases expand through the gas port into the gas cylinder and impinge against the head of the piston. This sudden blow forces the piston to the rear, compressing the recoil spring and storing up energy for the return movement. The various lugs and cams actuate the feeding, firing, extracting, and ejection, and also control the operation of the gun. The feeding is accomplished through a magazine holding 20 or 40 rounds in double rows.

It is held between the sides of the receiver, in front of the trigger guard. This magazine is composed of a rectangular tube and a round wire spring wound to fit the tube. Also there is a bottom plate which slides in the bottom and forms the rest for the spring. On top of the spring is a follower which forces the cartridge up against the lips of the magazine tube and holds it in place until stripped out by the lug on the bottom of the bolt. The automatic action of this gun is not disturbed by holding it in any position whatever. The magazine can be inserted while the mechanism of the gun is in either the cocked or forward position.

McNeil & Son are the purchasers of the stock of John Honea of Cushing, Oklahoma.







Every Foot of  
**COLUMBIAN MANILA ROPE**

can now be easily and positively identified on the dealer's floor or in actual use by anyone. This Rope, if a few inches are untwisted, will show imbedded in the heart of a strand a small twisted tape. Pulling this tape out and unwinding it brings to view the colors (red, white and blue) and the signature of the Columbian Rope Company.

Think what this means; you have the tangible evidence in every foot of Columbian Manila Rope that it is made by this Company and, therefore, is guaranteed to be not only pure Manila, but equal and in most cases superior to *ANY* Rope made.

Mr. Dealer, teach your Rope customers to look for the red, white and blue marker; it means repeated orders for you.

**COLUMBIAN ROPE COMPANY**  
AUBURN, N. Y. "THE CORDAGE CITY"  
Branches: New York-Chicago-Boston-Baltimore-Houston

253  
GRO  
1/2  
ON  
EVERY  
COIL

## COOK CONCENTRATES ON CLIPS AND CLIPPERS



Specialization has reached a high degree of development in modern manufacture and among the members of the hardware manufacture trade who have worked out successful specialized products is the H. C. Cook Company, at Ansonia, Connecticut.

The names "Ansonia" or "Gem" have come to suggest the patent nail clippers made by this great institution. Of late, another item has been added to the line in the Bull Dog Letter Clip, illustrated

herewith and used by every line and class of business man as the most convenient way to hold letters together before filing.

The H. C. Cook Company originally started to manufacture the Gem Nail Clipper some twenty years ago. A small business developed into a great trade on these clippers. As the Gem Clipper was made out of a high carbon steel, thoroughly hardened, tempered and ground, it was found, before the war, to be a little more expensive than some people required and the Cook Co. gradually developed the Ansonia Clipper for the cheaper class of trade.

The Ansonia Clipper was made from a low carbon steel and not hardened, consequently the expense of manufacturing was somewhat less and the Company formerly were able to sell this clipper on the retail counter at 10 cents. Conditions, however, have changed since the war, and like every other steel article, prices have advanced.

Owing to the rapidly increasing demands for these clippers, the company has just completed a new building, 220x60 feet, of Mill construction, purposely for the manufacture of these clippers. They are being exported to practically every country in the world, and although some of the countries buy sparingly, others buy in large quantities, so that these clippers are known all over the world.

The H. C. Cook Company at its large Ansonia factory also manufactures sub press dies, although they are principally known to the hardware trade for nail clippers and paper clips. The present officers are: Chapel S. Carter, president; Hedley P. Carter, vice president and treasurer; Frank H. Bradbury, secretary.

## RANGE WITH BONDED GUARANTEE

The Malleable Steel Range Manufacturing Company of South Bend, Indiana, is marketing a new modern range with 20 exclusive features and a new 20-year bonded guarantee. This concern had expected to put out its new range about the time we entered the war but postponed it until better manufacturing conditions prevailed. They are now ready for the trade with their New Model South Bend Malleable Range.

The biggest innovation, perhaps, is the offering of this range with a bonded guarantee. We believe this is a new merchandising idea. It had been the intention of guaranteeing the range for 20 years. Realizing, however, that guarantees are getting to be rather common, and too often uncertain, the idea was struck of bonding guarantee for faithful performance. A bond was secured from the Fidelity & Casualty Company of New York, one of the oldest and largest fidelity bonding companies in the world, for the faithful performance of every feature of the strong guarantee.



## WHIP KING MAINTAINS HIS RECORD

During the recent Pacific Coast Automotive Equipment Exposition held in San Francisco, March 30 to April 4, inclusive, Thos. M. Gardiner, "The Whip King," and well known manufacturers' agent of San Francisco and Oakland, California, through his principals, the Boyle Manufacturing Company of Los Angeles, America's premier canteen and automobile accessory manufacturers, carried off honors in their line, and came in for their share of praise for the beautiful display of their products, which was on exhibition in their booth.

In addition, the products of his other principals, the Abegg & Reinhold Company, Inc., of the same city, manufacturers of Varco Superior Socket Wrenches—their most recent invention—carrying all the principles of high grade tools, and which are now being sold by the leading jobbers, was also given the highest award.

Thousands of our readers will recall "The Whip King," of the days when the horse was the principal mode of transportation, and when placing their orders with their jobbers, invariably called for the brands that the peer of all whip salesmen sold to America's foremost jobbers. Orders at the present time may run into thousands of dollars, but are no more welcome than the fifty or one hundred dollar whip orders received from the harness or hardware dealer of the old days. Perhaps this is one of the many reasons that makes our friend the always popular "Knight of the Grip."

## CHICAGO MANAGER FOR RANGE COMPANY

L. Brock, who for the past fourteen years has been connected with Hibbard, Spencer, Bartlett & Company, has severed his connection with that concern and has become branch manager for the American Range & Foundry Company at Chicago. Mr. Brock began in the sales department of Hibbard, Spencer, Bartlett & Company fourteen years ago, working his way up to buyer and manager of the stove and woodenware department of this firm. He will be in charge of a fully equipped sales office at the address mentioned in Chicago.

# Business Opportunities

## SITUATION WANTED

Plumber and Tinner wants position in northern California coast town. Married, willing to invest. Address D. H. A., care **HARDWARE WORLD.**

## OPENING FOR SALESMEN

Several good positions for hardware salesmen are open in the Northwest. Those locations are in towns of the Inland Empire. Write to Box 909, care **HARDWARE WORLD.**

## FOR SALE

Established wholesale and retail hardware business in Northern New Mexico. In operation 14 years. Enjoying good business on very profitable basis. City and surrounding country in which located very prosperous. Healthiest climate in United States. Merchandise stock approximately \$50,000.00. Reason for selling. retiring. Address New Mexico, care **HARDWARE WORLD.**

## SALESMAN WANTED

By large retail store with first class trade and good location, young man with thorough knowledge of hardware and kitchen ware. Must be live, energetic, courteous and neat appearing. First class references required. State salary expected and experience. Address G. H. C., care **HARDWARE WORLD.**

## FOR SALE

or will trade for clear land or city property—a red hot hardware and implement business, including a small hotel with all buildings and over one block of ground and a \$2000 interest in a wholesale hardware house through which all competition is met like a duck meets water—goes with it. Located in a town where you don't have to spend a dollar for advertising and get more business than you can handle. Value about \$50,000.00. Reason for selling, wish to retire. Address The Little Store, Box 69, Pingree, North Dakota.

## FOR SALE

A general merchandise business in the best irrigated valley in Nevada, has been established for 10 years, and is a money maker. Stock will run \$25,000 to \$30,000; did over \$80,000 business last year. Owner wishes to retire and will sell at inventory price. Business includes \$7,000 gent's furnishing and dry goods, \$6,000 groceries and the balance in hardware, paints, plumbing supplies. Address Nevada, care **HARDWARE WORLD.**

## POSITION WANTED

Have had 14 years' experience as buyer and manager of a combined wholesale and retail hardware business, handling farming tools and machinery, seeds, etc. Expert accountant; have traveled 20 states calling on wholesale grocer trade. Can handle matters requiring executive ability. Willing to tackle any problem anywhere. Address Hardware, care **HARDWARE WORLD.**

## WANTED

By wholesale hardware company operating in Inter-Mountain region, an experienced traveling salesman. One who is familiar with general hardware lines. In answering state experience, sales record, age, etc. Drawing account and percentage of profits to right man. Address H. P. S., care **HARDWARE WORLD.**

## HARDWARE BUSINESS FOR SALE

Stock of Hardware in best factory suburb of Indianapolis, Ind. Stock extra well selected, and in store strictly up to date; publishes monthly store magazine, which is mailed to 1000 of its customers. Office is completely equipped with addressograph, dictaphone, adding machine, stamp affixing machine, and all other modern equipment. Stock invoices \$10,000 and fixtures, including new Vim truck, \$2,000. Volume of business last year was \$81,000. Been established over 16 years. For particulars, address XXX, care **HARDWARE WORLD.**

## PISTON RING SALESMEN

The best piston ring manufacturers want the best salesmen; salary and commission. Good men can make \$300 per month and more. Give full particulars in first letter; unless you are absolutely all right in every way don't apply. Address Z. A. W., care **HARDWARE WORLD.**

## WANTED

Two sheet metal workers wanted in open shop. \$8.00 per day, steady work. Furnish references. Address The Newman & Stuart Co., 2254 Washington St., Ogden, Utah.

## SITUATION WANTED

By reliable retail hardware salesman, 25 years in the business. Want a position of responsibility. Qualified to manage and conduct a business successfully. B. O. 42, care **HARDWARE WORLD**, 388 Taylor St., Portland, Ore.

## WANTED

Hardware Road Salesman. Must be thoroughly experienced, capable and ready to do hard work. Do not apply if you do not have these qualifications. Address W. R. R., care **HARDWARE WORLD.**

## WANTED TO REPRESENT

Salesman of proven ability now calling regularly on the hardware trade desires strong factory line for California; commission basis, either selling jobber or direct to retail trade. Address Hardware Salesman, care **HARDWARE WORLD.**

## WANTED

Young man with thorough knowledge of hardware and kitchen ware in a large retail store with high class trade and a good location. Must be live, energetic, neat appearing and courteous. Must furnish first-class references. State experience and salary expected. Address O. H. C., care **HARDWARE WORLD.**

## POSITION WANTED

As assistant manager or director of a housefurnishing department in a retail or department store is the position I would like. Nine years' experience should be sufficient to guarantee my ability to fill the position. Twenty years as a road man, visiting this same trade, has kept me in touch with the line specified. Salary no particular object, but a living remuneration expected for my services. Address G. S. H., care **HARDWARE WORLD.**

## POSITION WANTED

An A-1 opportunity to secure the services of a high class hardware man who has successfully qualified as buyer and hardware department manager handling builder's hardware and material, paints, oil and glass, tools, iron and blacksmith supplies, cutlery, guns, ammunition, fishing tackle and sporting goods, stoves, ranges, household and kitchen supplies. Have had several years' road experience in handling wholesale and retail stocks of hardware. Can make good in any hardware position anywhere. Have bank and business house references; also some cash to back me. Address Montana, care of **HARDWARE WORLD.**

## FOR SALE

Hardware and Furniture Stock in prosperous, well located city in Oregon; a clean, good paying business. Stock will invoice about \$30,000. Anyone wanting a business of this kind will pay them well to investigate this proposition. Address L. O., care **HARDWARE WORLD.**

## WANTED

Young man about 30 as outside salesman for retail hardware, implement and pump firm in town of about 4,000 people, 75 miles from San Francisco in a Coast valley. Must have ability to meet people well and must have good mechanical judgment and some knowledge of pumps. Need not have technical education or be a mechanic, but should have ability to direct mechanics. Address G. C., care **HARDWARE WORLD.**

## SITUATION WANTED

By experienced road salesman, hardware specialty, Michigan territory, salary and commission. Leo. P. Gillon, Detroit, Michigan, Gen Del.

## STOP!! LOOK!! READ!!

Four-line rhyme or two-line slogan—any trade—\$1.00 each. Composed by H. S. Geer, 2 Mt. Hope Place, Bronx, N. Y. Send Circulars.

## FOR SALE

Good, clean stock of Hardware, Implements and Plumbing goods. Invoice, about \$6,500.00. Excellent farming and fruit country to draw from. Center of prune district. This is a good going business, stock was turned over 4 times last year. Address Riddle Hardware Company, Riddle, Oregon.

## BUSINESS FOR SALE

Good paying hardware and implement business in the Sacramento Valley town for sale. Store will invoice about \$25,000. Agencies for standard implement lines, also building material. Address W. H. W., care **HARDWARE WORLD.**

## FOR SALE

Surplus stock of Monarch, Malleable, Peoria, Lexington, Coles Stoves and Ranges. If interested, write for special prices. Address Roanoke Hardware Co., Roanoke, Illinois.

## WANTED TO BUY

A Hardware or Hardware and Implement Store in Idaho, Oregon or Washington. Want a store that invoices \$10,000 to \$12,000, complete with fixtures. Will pay cash. Write full particulars. Address W. I. care **HARDWARE WORLD.**

## FOR SALE OR EXCHANGE

We have for sale or exchange the following:

- 1 New Era Gas Engine, No. 1078, 15 H. P.
- 20-inch Crescent Jointer.
- 1 36-inch J. A. Fay & Eagen Band Saw.
- 1 L. G. McKnight 24-inch Sander.
- 1 Pony Planer, 24-inch.
- 1 Boring Machine.

Machines complete with counter shafts. This machinery has been in use about six months. The cost today would be from \$1500 to \$1600. We will sell it for \$850 or exchange it for hardware, automobile or truck.

Address Steubenville Hardware & Supply Co., Steubenville, Ohio.

## MANAGER WILL INVEST

A married man, age 37, possessing executive ability, a pleasing personality and keen business judgment, with 17 years practical and successful experience as hardware and implement salesman and manager, is desirous of purchasing stock and assuming management or taking an active part in an established business in California. At present located in the San Joaquin Valley. Wish to invest \$4,000.00 to \$5,000.00. Reference required and given. Address Manager, care **HARDWARE WORLD.**

# Plumbing and Heating

## WHICH ONE IS YOU?

Three men, who had to be at the same place at the same time were walking along a road when they came across a fallen tree that blocked their path. It was the road they were obliged to traverse every day. They stopped to consider the best way to get past the tree. They disagreed. One of the men soon had it figured out—he would climb over the branches. He finally reached the other side, but his clothes were torn to shreds and his face and body were scratched and bruised.

The second man decided to walk around the tree. He started, but soon got in mud up to his ankles. He kept floundering about, and lost much valuable time in trying to find a dry path. His clothes were ruined, and he, as well as the first man, was compelled to return home for other clothes.

The third man arrived at a solution in this manner:

“The tree has to be removed, since I have to travel this same road every day, and it might as well be removed right now. But it is too heavy for me to handle. If I climb over its branches, I’ll tear my clothes, and scratch my face and body. If I walk around, I’ll land in a swamp and ruin my clothes. I’ll remove the obstruction now.”

So he went to a house nearby, borrowed an ax, and, after chopping off some of the limbs, he was able to drag the tree out of the road. He reached his destination on time, while his two companions came straggling along some time later.

In business, there are three types of men—one that will attempt to climb over obstructions to reach an objective, one that will flounder around and get lost in trying to avoid obstructions, and the other that removes the obstructions as the quickest and safest way to reach the objective.

Why Smith left home will always remain as much of a mystery as why some merchants expect customers to look them up instead of looking up the customers. Merchandising isn’t a game of hide-and-seek and the sooner found out the better.

Keep yourself mentally, morally and physically clean, if you want to be respected when you get older. What you are at 60 is going to depend on your own efforts. You will not drift into efficiency at three-score.

The frequent shifts made by the younger element in the trade make the satisfied and experienced middle-aged workman look pretty good to the employer, and he does not worry much about a little slowing down, which often necessarily happens with age. He likes the reliability of the older men and he does not shake in his boots every pay-day for fear of a new batch of demands for more pay.

Many a plumber has taken on young men and trained them in the trade, only to have them gobbled up by some competitor who would offer them more money. A few years of that sort of thing led an employer to wonder whether it is profitable to run a plumbing and heating trade kindergarten, whether he mightn’t better resort to the other fellow’s method of over-bidding on employes. It is to be hoped, however, that there will be no general trend in that direction, because there are not enough good employes to go around, and unless every employer does his share of teaching new hands, the result will be exorbitant wages and little good help.

If you can learn at 60, you can be successful at that age. There are mighty few men past 60 who are still willing to be taught about their work, and I don’t know but I should have made that 50 instead of 60. They have their own way of doing things, and if they have no other excuse for it, they are likely to say, “Well, it’s too late to learn it different. You can’t teach an old dog new tricks.”

But you can teach an old dog new tricks if you try hard enough and the real reason why an older man cannot easily be taught new methods is because he will not try to learn them. Too often he thinks he knows it all. As a matter of fact, anything new is worth learning regardless of your age. There are new things coming up in the plumbing and heating trade every day, and it is only the old fogey that will not try to learn them.



## The M. L. Kline Co.

WHOLESALEERS

**PLUMBING, HEATING. MILL  
and STEAM SUPPLIES**

EXCLUSIVE AGENTS FOR

**DURABLE PRODUCTS—**

Valve Discs  
Rod Packing  
Sheet Packing  
Union Gaskets  
High Pressure  
Gauge Glasses

**DURABLE denotes QUALITY**

SOLD ON A SERVICE BASIS

84-86-87-89 Front St., Portland, Ore.

## The President

of this corporation has devoted his life to the study of the small items of merchandise used in your line of business.

**THEREFORE**



Registered

**Plumbing Specialties  
are Dependable**

Ask us for the material to make your repairs. Our service is individual.

**C. W. B. CORNELIUS CO., INC.**

Manufacturers of

**PLUMBING SPECIALTIES**

209-211 Tehama St., San Francisco

**GAS or OIL or  
WATER or STEAM**

*is absolutely safe where*

# Rhode Island

**UNIONS** are in use

The Rhode Island Union is made of the best grade malleable iron with a specially constructed bronze seat which makes a tight joint, preventing wasteful, destructive and dangerous leaks.

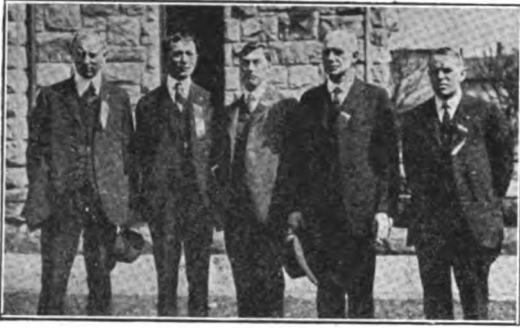
Approved by the Underwriters' Laboratory and tested in our factory to 300 pounds pressure before being passed as perfect.

The whole story is told in our booklet. Send for it.

**RHODE ISLAND FITTINGS CO., Hillsgrove, Rhode Island**







Group of handsome officials of the Oregon Master Plumbers Association, who will welcome every visitor to the Convention. They are William T. Finnigan, E. G. Ruedy, T. J. Rowe, William Smith and Charles Fullman.

### OREGON MASTER PLUMBERS CONVENTION

As the year rolls around, the good master plumbers of the state of Oregon are looking forward again to their annual convention to be held at Salem during May. It will be the nineteenth annual convention of the Oregon State Association of Master Plumbers, and the date set by Secretary T. J. Rowe and the Executive Committee is May 14 and 15.

Salem was accepted as the convention city after invitations had been received from Mayor O. J. Wilson and the Commercial Club of Salem, as well as from the Salem Association of Master Plumbers. So royally were the delegates and members entertained at Astoria at the convention last year, that a high standard has been set and yet we have it on confidential authority as well as by our own intuition the good hosts at Salem will do themselves proud in entertaining the assembled plumbers.

A special feature of this convention will be the presence of Wm. J. Wooley, Manager of the Trade Extension Bureau of the National Association. It is likely that another representative of the National Association will be present, although more definite announcement was not available when we went to press. During the convention, headquarters will be maintained at the Commercial Club, which has been placed at the disposal of the Association during the convention.

The present officers of the Association are as follows: President, Chas. Fullman, Portland; vice president, W. N. Smith, Astoria; treasurer, Ernest G. Ruedy, Portland; secretary, T. J. Rowe, 111 Grand Avenue, Portland. The following are the delegates at large from the four zones: Zone 1, W. T. Finnigan, Portland; Zone 2, R. F. Zachman, Tillamook; Zone 3, A. L. Fraser, Salem; Zone 4, F. W. Bishop, Baker.

These officials form the Executive Committee of the organization, and the progress, strength and influence of the organization during the past year, as well as during the past nineteen years, has largely been due to the activities of the officers of the Executive Committee.



The "Big Four Quartette," at the last convention. They are R. F. Zackman, James Griggs, Dan C. Rushlight and E. W. Fish.

### WASHINGTON PLUMBERS AT BELLINGHAM

Master Plumbers from all over Washington are planning to shake each other by the hand again and exchange business experiences at the 25th annual convention of the Association of Master Plumbers, which will be held on May 21-22 at Bellingham, Washington.

President P. J. Lavan of Seattle, Treasurer A. M. Goddard of Tacoma and Secretary B. M. Richards of Everett will spare no pains in making this convention the biggest the Washington Association has ever held. Plans are being made along the lines of the motto of the Association, "They builded better than they knew," and it is the prediction of the *HARDWARE WORLD* that this 25th annual convention of the Association will surpass any previous meeting, in benefits to the trade and in profitable satisfaction to those who attend.

### A FEW "I WILL'S" THAT MAKE FOR A FULLER AND BETTER EXISTENCE

"I will talk Health instead of sickness."

"I will talk prosperity instead of failure."

"I will carry Good News instead of bad news."

"I will tell the Cheerful Tale instead of the sad tale."

"I will mention My Blessings instead of my burdens."

"I will speak of the Sunshine of yesterday and tomorrow, instead of the clouds of today."

"I will Encourage instead of criticize."

"I will be a friend to everyone."

The world is moving so rapidly today that one almost has to run as fast as he can to stay where he is. So it's up to all of us to do some tall hustling.

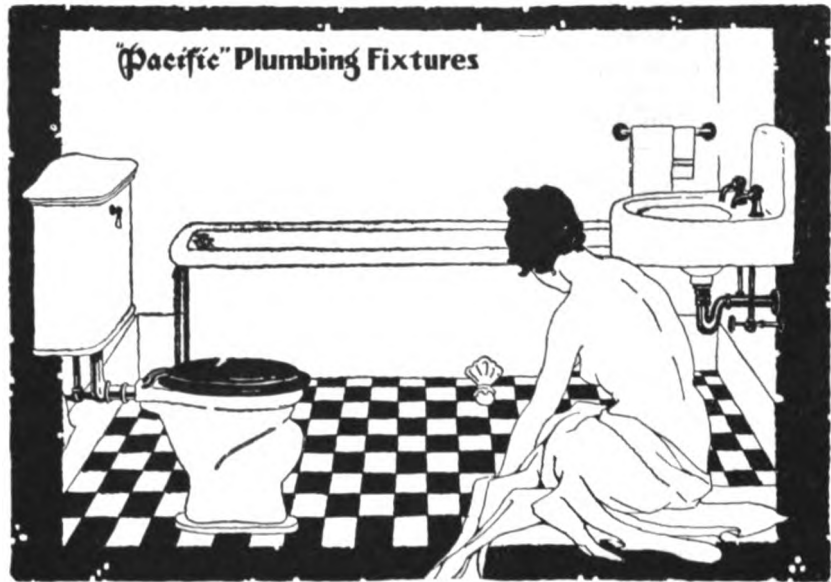
One of the best ways to make customers pleased with your store is to deliver goods to them as soon as promised, or even earlier.

Time used to profit today will accumulate power for you tomorrow.

## Guaranteed Forever!

All Pacific Plumbing Fixtures are guaranteed forever against any defects in workmanship or materials.

That's the ironclad guarantee that backs up



**PACIFIC**  
PLUMBING FIXTURES



FOR SALE BY ALL JOBBERS

Factories  
San Pablo and  
Richmond, Calif.

Main Offices  
67 New Montgomery Street  
San Francisco

GENUINE

## ARMSTRONG STOCKS and DIES



### PIPE CUTTERS

Malleable Iron Pipe Vises

MANUFACTURED BY

**THE ARMSTRONG MFG. CO.**

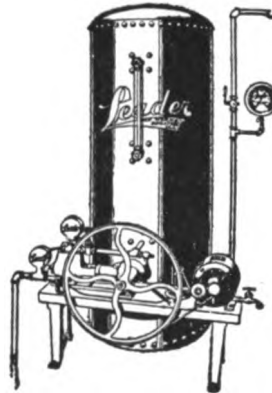
276 Knowlton St.

BRIDGEPORT, CONN.

New York Office: 248 Canal St.

**Leader**  
TRADE MARK

## WATER SYSTEMS



FULLER  
AND  
JOHNSON  
ENGINES  
STAR  
WINDMILLS  
AND  
HOOSIER  
PUMPS

**PACIFIC PUMP & SUPPLY CO.**

853 Folsom Street  
San Francisco, California

Sole Distributors

The man who shakes your hand with such crushing force that you almost cry out in pain, is probably trying to impress you with what a fine, sincere fellow he is. He is quite as much to be feared as the one who lays his hand in yours as though it were a dead fish's tail and waits for you to do the shaking.

The boss has his trials with young men who think they know it all, but if they are ridden hard enough they will generally condescend to learn. But the older man who thinks he knows it all is a problem. Don't allow yourself to get into the pig-headed class when you get old—but why be pig-headed at any age?

Don't get so taken up with the idea that your opinion about your work is so right that you cannot listen patiently to anybody else's ideas, and don't get the idea that just because you say a certain thing is so everyone ought to admit it. Never get past the point where you are willing to take pains to explain how and why you think you are right and don't stick to your way after you have been shown you are wrong.

Every man of 50 who has learned just a little about plumbing and steamfitting every working day since he was 25, should have acquired a fund of knowledge that will insure him a good position as long as he is able to do a day's work. As a matter of fact, any young man who makes it a point to learn something new about the trade every working day from the time he is 20 or so, at 50 will not have to worry about a job. He will have some kind of a position of assured permanence, either as boss or employe. The reason so many young men come to 50 with nothing in view and without even a reputation as good workers is that they have not learned as they went along. They have not profited by their experience.

The middle-aged man is less likely to be all the time looking for a better position, wanting a change every few months. He is better pleased to stay right where he is and work along where he knows just what to expect in the way of wages, treatment, work and living conditions. He knows all about this idea that "farthest fields look greenest." He has inspected them and found that they are no greener because of being farther away and having a greener look. The man of 50 knows just about what he is going to make of his life and he is pretty well contented to go ahead and work it out along that line. At 50 we feel more contented to play it safe and to stick by the sure thing we have.

Every job is interesting if you have an interesting mind at work on it.

## IF YOU WERE A CONSUMER, WOULD YOU BUY GOODS FROM A MAN LIKE YOURSELF?

We cannot be successful in any of these days if we attempt it in a half-hearted way. The battle is too severe. Competition is too strenuous. The consumer or customer reads and is wise. He will discover lack of service, only a half-hearted interest in his welfare, almost immediately. There is no success that is not built upon the red blood, the vital force and the compelling personality of the man behind the counter.

Ask yourself this question: "Do I do my trading with salesmen who treat their customers just like I treat mine?"

A. J. Jones and Herbert Jones have organized the firm of Jones Bros., at Oakdale, California, and will engage in the plumbing business there.

Ed Whitman, for some time a member of Klemmer's plumbing establishment, has become a partner in the firm of Lark & Company, at Willows, California.

The Deer Park Hardware Company at Deer Park, Washington, has developed an excellent business in the manufacture of water measure tanks for use during the irrigation season. The tanks are made of galvanized iron and measure the amount of water allotted to each tract.

The Payne Hardware Company has been organized at San Jose, California, when Chas. A. Payne and James E. Payne purchased the hardware department of the old Mangrum & Otter Company there. A. G. Du Brutz and Chas. L. Snyder have taken over the plumbing and sheet metal department of the former business.

So great has been the growth of the John McFadden Hardware Company at Santa Ana, California, that it becomes necessary to add 1500 feet of floor space for the addition of an adjacent building. The McFadden Company has recently installed an excellently appointed display room for plumbing and heating fixtures. This new department has just been opened.

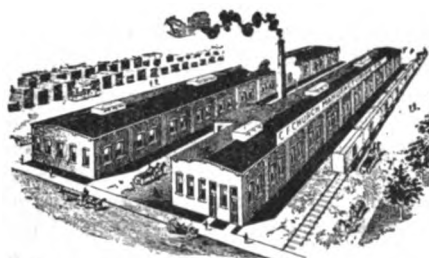
## G.T.D. GAGE CATALOG No. 43

Gage Catalog No. 43 has been added to the fine library of sales literature already issued by the Greenfield Tap and Die Corporation, Greenfield, Massachusetts. This supplements the small tool catalog, the pipe tool catalog and the machine tool catalog already issued.

To aid their customers in selecting the type of gage and inspection equipment best suited to any particular purpose, the material has been divided into the following general heads:

External diameters, internal diameters, lengths, screws, male threads, tapped holes, female threads, thread limit gages and checks, special thread gages, miscellaneous screw thread and gage inspection equipment, miscellaneous information and tables and indices.

Not only is the catalog instructive in describing the Greenfield Tap and Die Equipment along these lines, but as a source of general information on gages and machine measurements and inspection methods, but it is most valuable to the engineer, the machine shop man and the general manufacturer, who has anything to do with metal workings. The last half of the book is devoted to miscellaneous gage and thread information. Perhaps the best combination of tables and information now available to the trade is found in this catalog. The book is bound in stiff cardboard covers, so that it will stand hard use right at the bench or lathe.



OUR NEW PLANT, 20000 SQ. FEET  
OPERATED ENTIRELY BY ELECTRICITY  
HOLYOKE, MASS.



THE ORIGINAL AND LARGEST MANUFACTURERS OF THIS LINE IN THE WORLD.

**HOLYOKE, MASS.**

## HOME OF SNOW WHITE PYRALIN

White Pyralin Bath Room Fixtures bring universal satisfaction from customer and plumber.

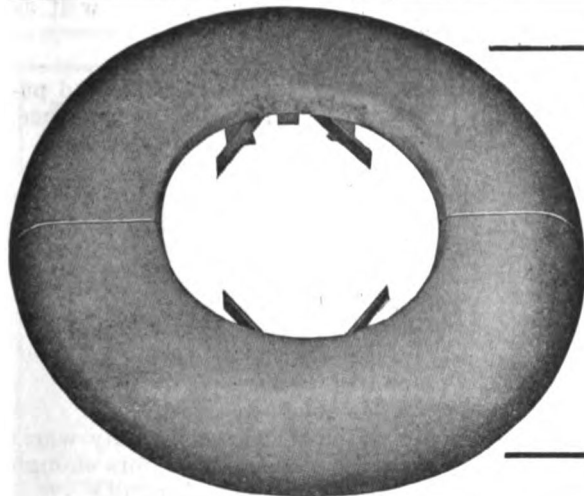
The spotless, snow-white appearance of Pyralin products pleases customers, draws trade and holds it.

Satisfaction in a superior product brings the buyer back again and again.

Pyralin products cost no more than the inferior, so insist upon the best—the Church quality. It pays you.

Whenever genuine Pyralin Bath Room Fixtures are installed it means repeat orders, more business, greater profits.

THESE GOODS CAN BE OBTAINED FROM THE LEADING JOBBING HOUSES IN THE WEST. INSIST ON THEM. If you cannot get them, address for information W. E. GILCHRIST, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by all the leading jobbing and supply houses.



## THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

**The Beaton & Cadwell Mfg. Co.**  
NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba, Southwestern Representative, J. R. Devereux, No. 358 Beaver Hall Square, Montreal, Quebec, Canada.

# "Pittsburgh"

**AUTOMATIC GAS WATER HEATERS**

PITTSBURG WATER HEATER COMPANY - - - PITTSBURGH, PA.

If you lack courtesy when young, you will lack it when old. If you are loose mouthed and profane and given to shady stories when young, you will show those habits at their very worst at 60, and there is nothing that so disgusts people as having to do business with a nasty minded elderly man, whether merchant or lawyer.

Then they do think he is an old fool. Because your work is rough and because you have to associate with many rough men is no reason at all for your not being a gentleman. The days are passed when our idea of a gentleman is a fop in a tall white collar, carrying a cane and a monocle. We have found that a gentleman is a gentleman because of what is inside of his head rather than what is outside in the way of clothing.

There is a big difference between being a good fellow and being just and honest to ourselves and others.

Intemperance in speech is a patron-waster. The patron says, "Too much foam on the pail; not room enough for milk!"

It isn't so much what the public think we are, as what we really prove to be in the minds of those who live with us and work with us day by day.

If the destructive elements now at work in the world and which are trying to find a foothold in our country, could succeed in having their way, the clock of civilization would be set back a thousand years.

If you would succeed in life, determine what you want to do, concentrate on practical ways and means of doing it, and cultivate sufficient far-sighted vision that you will know when and where you should change your original plans. To be inflexible and hide-bound is to retard growth.

### Quality, Efficiency and Durability



Patented  
No. 65, Quart  
Torch  
No. 66, Pint  
Torch

are the three essential points each mechanic must consider carefully when purchasing tools. Some mechanics overlook these points, yet they try to compete with their more progressive competitors. Experience has taught many that such an undertaking is unsuccessful. You must buy the best to get the best results.

Merely as a suggestion, try the "Always Reliable" when you again need torches, furnaces and braziers. You will then, also, be on our large list of satisfied users.

Your nearest jobber has our goods in stock or will stock them for you.

**OTTO BERNZ CO., Newark, N. J.**

### WHY HE COULDN'T PAY

A western credit man gives the following extracts from a letter of a customer who had been asked to remit: "I have been held up, held down, sandbagged, walked on, sat on, flattened out and squeezed. First by the United States Government for federal war tax, excess profit tax, Liberty Loan Bonds, Thrift Stamps, capital stock tax, merchants license and auto tax, and by every society and organization that the inventive mind of man can invent to extract what I may or may not possess.

"The Government has so governed my business that I don't know who owns it. I am inspected, suspected, examined and re-examined, informed, required and commanded, so I don't know who I am, where I am or why I am. All I know is that I am supposed to be an inexhaustible supply of money for every known need, desire or hope of the human race. Because I will not sell all I have and go out and beg, borrow or steal money to give away, I have been cussed, discussed, boycotted, talked to, talked about, held up, hung up, robbed and nearly ruined, and the only reason I am clinging to life is to see what in hell is coming next. For these and other reasons I am unable to send you the check asked for."

You are never too busy to be appreciative to say, "Thank you!" in your heart as well as with your tongue.

Forge the human nature links that bind patrons and goods together—links of patience, tact and courtesy.

Your job may be a small one, but it is a part of a tremendous organization—see the whole plan and your part will seem greater.

The smallest job  
Much larger grows  
When you see it beyond  
The end of your nose.

Be a human radiator, who can really warm folk! Man alive, folk have refrigerators enough at home—some of 'em married 'em!

Statement of ownership, management, circulation, etc., required by the Act of Congress of August 24, 1912, of Hardware World, published monthly at Portland, Oregon, for April 1, 1920. Before me, a Notary Public, personally appeared T. M. Shearman, who, having been duly sworn according to law, deposes and says that he is the publisher of the Hardware World, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption. Publisher, T. M. Shearman, 383 Taylor Street, Portland, Oregon; editor, business manager and owner, T. M. Shearman. Known bondholders, mortgagees and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages or other securities are: None. The two paragraphs next above, giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest, direct or indirect, in the said stock, bonds, or other securities than as so stated by him. T. M. Shearman, Publisher. Sworn to and subscribed before me this 29th day of March, 1920. D. B. Richards, Notary Public.



# CREMONE BOLTS

See Our Catalog for Other Designs

## BUILDERS' HARDWARE SPECIALTIES

WESTERN BRASS MFG. COMPANY, 217-219 Tehama Street, San Francisco

Phone Sutter 2417



TRY THE  
**TURNER**

TRADE  
MARK  
**HOT BLAST**

No. 36  
**Gasolino Furnace**



No. 36. \$24.80 list.

STYAMORE, ILLINOIS, U. S. A.

This is admitted by copper workers, plumbers, and electricians to be the best all-around furnace that can be obtained. It is well made of heavy gauge seamless drawn steel, copper plated inside and out and finished with blue enamel. A furnace which will withstand the acid used in connection with plumbing and electrical work. Our catalog is free.

**THE TURNER BRASS WORKS**



No. 32 Torch  
List Price,  
Each \$16.00  
Ask for  
Discount

**CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.**

**USE C. & L.**

Torches and Fire Pots and you will save time and money. The No. 32 is the best combination quart Torch on the market. With it, you can do your work quicker and better with less fuel expense; in fact, the user will save his cost in the saving of fuel alone. The burner is made of special generator metal; the tank of heavy gauge, seamless, drawn brass, re-inforced. The No. 32 will outlast several of ordinary make. All leading Jobbers supply at factory price. Send for catalog.

## Dependable Tanks



If you desire the best, choose our

**"Copper Brazed" Construction**

Positively hold air without loss of pressure.

**Pneumatic and Storage Tanks.**

**Range Boilers, Riveted or Welded.**

**Special Tanks for Air, Gas or Liquids.**

Manufactured by

**WM. B. SCAIFE AND SONS CO.**  
**Pittsburgh, Pa.**

38 SOUTH DEARBORN ST., CHICAGO, ILL.  
Factory, Oakmont, Pa.

## Garden Hose Valves

OF

## Recognized Quality

Which command repeat orders for you



Sizes 1/2" to 2 1/2" inclusive. Both bent and straight Hose Spout.

**HAYS MFG. CO., Erie, Pa.**

**W. Erwin Gilchrist**  
Pacific Coast Representative  
681 Market Street, San Francisco.

## YOUNG BUSINESS MEN NEED TO LEARN VALUE OF MONEY

"Many old camels carry the skins of the young ones to market"

Youth is apt to be extremely confident. This is perfectly natural, and if this confidence is rightly guided, it makes for progressiveness. But if it isn't, the situation contains much of menace.

When youth enters the business world—and young blood is always in demand—mistakes are bound to be made, unless the experience of older people is accepted for what it is worth. When younger business people think they know it all and will not heed the principles learned by those who have traveled the same road, then the time is very apt to come when the old camels will actually carry the skins of the young ones to market.

There is no denying the fact at the present time, that as individuals, as communities, and even perhaps as a nation, we are facing something of a crisis. We are a young nation, relatively speaking, and have never gone through just as the experiences which the Great War brought us. Money has been surprisingly plentiful. Our bank deposits have increased. Our wealth has gone ahead by leaps and bounds.

Out of a patriotic sense of thrift and a desire to help the country in her hour of need, large amounts of Liberty Bonds were bought. A great many people who had never had savings bank accounts or bonds of any kind before, found themselves in possession of new holdings, and the sense of great riches overwhelmed them.

When the war was over, there began an orgy of spending such as the country has never witnessed before. Luxurious garments, such as silk shirts and fur coats, jewelry, automobiles and so on, were purchased, either exhausting the savings many times, or devouring the Liberty Bonds in their payment.

Older and wiser heads cautioned conservatism and foretold the readjustments necessary to come back to a peace-time basis, but those who wanted to have their own way went right on having it. Businesses which had gone forward swimmingly during the war, took it for granted that the most advantageous conditions would continue, while those embarrassments having to do with difficulties of getting goods, freight transportation, and all that sort of thing, would speedily be relieved.

Many young businesses did not exercise the caution in the handling of their affairs thought so necessary by the older and more experienced people, and as a result, there will have to be considerable trimming of the business sails on the part of many to weather the gales ahead.

### Value of Planning Ahead

Perhaps more people stumble on this point than any other—they fail to make out an advance budget. Youth is apt to protest that this is too much trouble, and business must be

regulated from day to day. But that is all nonsense, as the old camels, the burden bearers of many years, can tell.

The city or town in which you live has to have a business administration, and that calls for a budget which provides for the paying of necessary expenses, and consequently the tax rate. If it were not for this budget, how would the different departments know how much they could spend—for schools, good roads, the payment of bonded indebtedness, and all that sort of thing?

Any business, large or small, should be organized on a budget plan, and that, too, in advance. This budget should be as carefully worked out as it is possible to make—no guessing, no estimating, no running the risk of robbing Peter to pay Paul. Think of the folly of going into a fiscal year of business with no idea of what the expenses will be, or where the money is coming from! How much greater the satisfaction to budget the business and decide the limits of the expenses, and then to make plans to have the money on hand in advance of the need for it.

In that way, there will be no question as to the ability of the business man to meet his maturing obligations, to take advantage of his discounts, or to provide himself at a fair price, with such stock as he can turn over quickly to good purpose.

If the business man doesn't know how to go about making a budget, whether his concern is of the size of a cross-roads peanut stand, or a big plant with many employees, he will save money to hire a thoroughly efficient expert accountant who understands sound finance. Care should be taken not to get someone who pretends to be an expert accountant, and who is only an expert fakir. A duly certified public accountant may cost more, but they are worth more.

It makes a lot of difference whether the budget is rightly proportioned or lopsided. If you spend too much for advertising or for help, you are not going to have a balanced business. Plan to keep right side up and not to topple over. Take the advice of older and wiser heads. Operate on the budget plan, which makes for mental serenity and business safety, and then there will be far less danger of the old camels carrying the skins of the young ones to market!

The people we envy are not so often those who can do something which we cannot do as better than we can. It is this principle which lies back of the competition plans and "point" those who can do something that we can do races arranged by sales organizations. Rivalry is not jealousy. A bit of envy is all right. It is not that we want the other fellow's record to be less than it is, but we want ours to be more. Turn envy into energy and there will be no sting in it.

YOU GET THE SIMPLEST AND BEST  
COCK EVER MADE when YOU SPECIFY

## B. B. HIGH PRESSURE BALL COCK



Has Only One  
Packing Which  
Is Readily  
Removed

They can be had for top supply, bottom supply, end supply, bottom supply low down, and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

**BOSTON BRASS COMPANY**

Bacon and Flimpton St., Waltham, Mass.



## OVER 1200 PHILADELPHIA PLUMBERS

ARE USING AND SPECIFYING

## SAVILL'S SWAN-NECK FAUCET

Full-stream flow in a fraction of a minute.  
Gentle half-turn either way operates.  
Protective Stop on handle. Saves pinching.  
Best red brass, 85% copper. Saves replacing.  
Long nozzle-outlet. Saves splashing.

**THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.**

Send postal card for catalogue showing 23 styles.

Sold by Jobbers of Plumbing Supplies Everywhere



## Revolving Cabinets

PLUMBERS, Hardware Dealers, Dealers in Auto Supplies, find our Cabinets invaluable. By using our Cabinets your stock is kept in good shape, clean, and where you can place your hand on any article instantly. They pay for their cost in saving of time. Made in various styles and sizes. Sold by all jobbers.

**American Bolt & Screw Case Co.**

Dayton, Ohio



No. 10 Steel  $\frac{1}{4}$ " to 4"

## Plates that Please

**ORDER NOW**

and be ready with a stock  
Increasing Demand for "B & C" Styles

Catalog on request

**THE BEATON & CORBIN MFG. CO.**

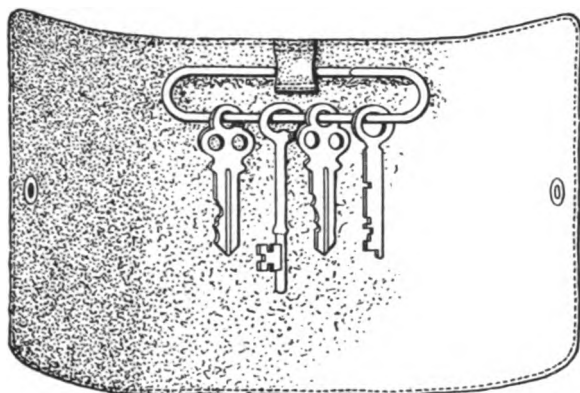
Largest and Oldest Plate Company in the World.

Pacific Coast Representative

**W. ERWIN GILCHRIST**

681 Market St.

San Francisco, Cal.



### CARRY A KEY CASE

With suits at from \$75 to \$100 a throw, every reasonable care must be exercised to prevent clothing from unnecessary wear. Carrying keys loose or on a key ring in the pocket is an expensive habit. The keys have a tendency to bore from within, as the Bolshevik expresses it.

The accompanying illustration shows how a very practical key cover can be made with a few cents' worth of leather substitute.

### MADE HIM FEVERISH

The story is going the rounds that when in New York recently, Harold Lloyd stepped into one of the New York shops and asked to be shown a certain kind of overcoat.

"How much?" asked the movie man.

"Two hundred and fifty dollars," was the reply.

"Nothing doing! Take it away," said Mr. Lloyd firmly.

"Why, you can afford that," the salesman said, unwilling to lose the sale.

"Sure I can!" replied Mr. Lloyd, "but I'm darned if I'm that cold."

The man who takes risks unnecessarily is bound to come to the time when he will take those risks alone and will receive scant sympathy as his desert.

### "WHAT IS A SALESMAN?"

When the train pulls in and you grab your grip  
And the hackman's there with his frayed out  
whip

And you call on your man and try to be gay  
And all you get is "Nothing today";

Then You're a Peddler,  
By Gad, You're a Peddler.

When you get into town and call on your man,  
"Can't you buy something Bill?" "Why sure  
I can";

You size up his stock—make a rough count,  
And Bill presently says "Send the usual  
amount";

Then You're an Order Taker,  
By Gad, You're an Order Taker.

When you travel along and everything's fine,  
And you don't get up until half past nine;

When you see each concern and talk conditions,  
And write it all home with many additions,

Then You're a Traveling Man,  
By Gad, You're a Traveling Man.

When you call on your trade and they talk  
"Hard Times"

"Lower prices," and also "Decided declines";  
You talk and you smile—make the world look  
bright

And send in your orders every blessed night,

Then You're a Salesman,  
By Gad, You're a Salesman.

### POSITIVE PROOF

Johnny—"These pants that you bought for  
me are too tight."

Mother—"O, no, they aren't."

Johnny—"They are too, mother. They're  
tighter'n my own skin."

Mother—"Now, Johnny, you know that is  
not so."

Johnny—"It is too. I can sit down in my  
skin, but I can't sit down in my pants."

K. G. Kelsey of Pasadena has opened a plumbing  
shop at Eagle Rock, California.

**WE  
WELD  
ANYTHING**

**"WE KNOW THE STOVE REPAIR BUSINESS"**

## Stove and Furnace Repairs

**WE  
WELD  
ANYTHING**

**MYER S. RUBENS**  
STOVE AND FURNACE REPAIR WORKS

We Furnish **DUPLICATE ORDER BOOKS** Free on Request  
"We Know the Stove Repair Business"

**W**E know your wants and can fill mail or-  
ders 99-100% correct and with dispatch.  
We can supply parts for over 500,000  
different Stoves, Ranges and Furnaces from **Spokane**. 15 years experience filling mail orders for  
Stove Repairs in Spokane.

**MYER S. RUBENS** STOVE AND FURNACE  
REPAIR WORKS

**1009 W. First Ave., Spokane, Wash.**

### "FIVE HUNDRED BUSINESS BOOKS"

A publication that should be in the hands of every wide-awake and far-seeing merchant and business man is the catalog of Five Hundred Business Books, recently issued by the American Library Association at Washington, D. C., and edited by Ethel Cleland, librarian of the business branch of the Indianapolis Public Library. The book is after the general plan of the catalog 1000 Technical Books, which was published in June of this year by the association.

A few years ago books on business were scorned by business men, and for good reasons, but such is not the case at the present time. In the volume are classification according to general business, commerce, finance, bookkeeping, accounting, auditing, factory organization and management, office practice, advertising, salesmanship, retail trade and special lines, insurance and, finally, a publisher's directory and general index.

The book will be sent without charge by the American Library Association, War Service, Washington, D. C.

A manager of a plumbing and heating business knows there are certain advantages in hiring older men. He knows they are settled in their ways—in their habits. They are not likely to get mixed up with wine, women and cards or be worth just about half pay Mondays because of the dissipations of Sunday or Saturday night. The fellow who has developed habits along that line has usually paid the penalty of them before he gets past middle age and is not worth hiring at all.



No. 1 Fire Pot. List Price, Each \$27.20  
Ask for Discount

### Look Well to Your Stock of C. & L. Fire Pots and Torches

And be in position to quickly supply the increasing demand. There are many rush orders for repairing and new work and the user can do his work quicker and better with a great big saving in fuel expense by using the best Fire Pots and Torches on the American market, for they are made by experts, skilled in the line, from the best materials that money can buy. Jobbers supply at factory price. Send for catalog.

**CLAYTON & LAMBERT MFG. CO.,**  
DETROIT, MICH., U. S. A.



**Nye the Die Man**  
Pipe Die Maker to Those Who  
Know.

"Did you owe old Hardfist anything when he died?" asked the loafer who had dropped in.

"Nothing," said the plumber, "but a vote of thanks."

You owe a vote of thanks to any man who gets you to use

## NYE DIES

Sent on free trial.  
For sale by all jobbers.

**NYE, THE DIE MAN**

**The Nye Tool & Machine Works**

108-128 No. Jefferson St.  
Chicago, Ill.



**Solid Die**

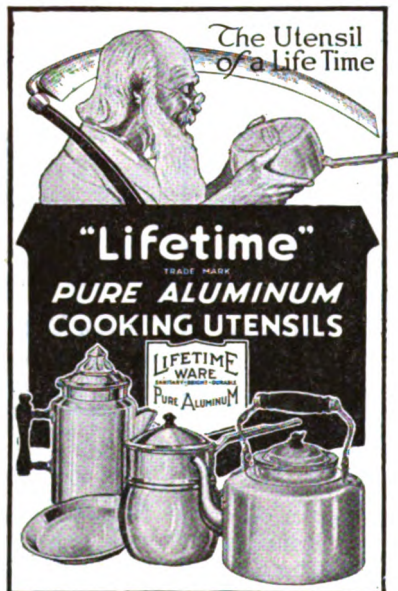


**Nye Thin Blade Cutter Wheel**



# DEALERS!!

**"Lifetime"**  
Trade Mark  
the Guarantee  
of Quality



**Manufactured  
at  
Oakland**

**ALUMINUM PRODUCTS CO. Of the Pacific Coast OAKLAND, CALIFORNIA**

## Spokane Stove & Furnace Repair Works

INCORPORATED

SPOKANE, WASHINGTON

## Jobbers and Wholesalers

OF

## Stove Repairs

MANUFACTURERS OF

ORIGINAL  
STOVE  
REPAIRS

DIAMOND  
BREAKOFF  
BACKS

**Efficient Service : Superior Quality : We Solicit Your Inquiries**

*"The Largest Stove Repair House in the Northwest"*

# Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

## AMMUNITION—Cartridges—Metallic

|                                       |       | Box.     |       | Semi-Smkls |       |
|---------------------------------------|-------|----------|-------|------------|-------|
|                                       |       | Less Smk | Smkls | Less Smk   | Smkls |
| Blank Rim Fire                        |       |          |       |            |       |
| 22 Short                              | ..... | .20      |       |            |       |
| 32 Short                              | ..... | .40      |       |            |       |
| Blank Center Fire—                    |       |          |       |            |       |
| 32 S & W                              | ..... | .65      |       |            |       |
| 38 S & W                              | ..... | .80      |       |            |       |
| 38 Long Colt                          | ..... | 1.35     |       |            |       |
| 44 W O F                              | ..... | 1.65     |       |            |       |
| Shot Rim Fire—                        |       |          |       |            |       |
| 22 Long                               | ..... | .60      | .70   |            |       |
| 32 Long                               | ..... | 1.20     |       |            |       |
| Shot Center Fire—                     |       |          |       |            |       |
| 32 S & W                              | ..... | 1.10     |       |            |       |
| 32 W O F                              | ..... | 1.45     |       |            |       |
| 38 S & W                              | ..... | 1.30     |       |            |       |
| 38 W O F                              | ..... | 1.65     |       |            |       |
| 44 W O F                              | ..... | 1.65     | 1.90  |            |       |
| 44 X L                                | ..... | 1.80     | 2.05  |            |       |
| 44 Game Getter                        | ..... | 1.65     | 1.90  |            |       |
| Rim Fire, Ball—                       |       |          |       |            |       |
| BB Caps                               | ..... | .40      |       |            |       |
| CB Caps                               | ..... | .50      |       |            |       |
| 22 Short                              | ..... | .30      | .35   |            |       |
| 22 Short H P                          | ..... | .35      | .40   |            |       |
| 22 Long                               | ..... | .40      | .45   |            |       |
| 22 Long H P                           | ..... | .45      | .55   |            |       |
| 22 Long Rifle                         | ..... | .40      | .50   |            |       |
| 22 Long Rifle H P                     | ..... | .45      | .55   |            |       |
| 22 W R F                              | ..... | .60      | .65   |            |       |
| 22 W R F, H P                         | ..... | .65      | .70   |            |       |
| 22 Win Auto                           | ..... | .65      | .70   |            |       |
| 22 Win Auto, H P                      | ..... | .70      | .75   |            |       |
| 25 Short Stevens                      | ..... | .70      | .75   |            |       |
| 25 Stevens                            | ..... | .90      | .95   |            |       |
| 32 Short                              | ..... | .70      | .75   |            |       |
| 32 Long                               | ..... | .80      | .85   |            |       |
| 38 Short                              | ..... | 1.10     | 1.15  |            |       |
| 38 Long                               | ..... | 1.15     | 1.20  |            |       |
| 41 Short                              | ..... | 1.10     | 1.15  |            |       |
| Center Fire Pistol—                   |       |          |       |            |       |
| 22 Win SS                             | ..... | 1.45     | 1.65  |            |       |
| 25 Colts Auto                         | ..... | 1.60     | 1.80  |            |       |
| 25-20 Single Shot                     | ..... | 1.75     | 2.05  |            |       |
| 25-20 Win                             | ..... | 1.55     | 1.80  |            |       |
| 25-20 Win HV                          | ..... | 2.00     | 2.20  |            |       |
| 7.63 MM-Mausier                       | ..... | 2.40     | 2.60  |            |       |
| 7.65 MM-Mausier                       | ..... | 2.40     | 2.60  |            |       |
| 9 MM-Luger                            | ..... | 2.60     | 2.80  |            |       |
| 32 Colts Auto                         | ..... | 1.70     | 1.90  |            |       |
| 32 Colts Short                        | ..... | 1.10     | 1.20  |            |       |
| 32 Colts Long                         | ..... | 1.25     | 1.35  |            |       |
| 32 Colts Police Positive              | ..... | 1.25     | 1.35  |            |       |
| 32 S & W                              | ..... | 1.10     | 1.20  |            |       |
| 32 S & W Long                         | ..... | 1.25     | 1.35  |            |       |
| 32-20 Marlin                          | ..... | 1.55     | 1.65  |            |       |
| 32 Winchester                         | ..... | 1.55     | 1.65  |            |       |
| 32-20 Win HV                          | ..... | 2.00     | 2.10  |            |       |
| 35 S & W Auto                         | ..... | 1.75     | 1.85  |            |       |
| 38 Colts Auto                         | ..... | 2.50     | 2.60  |            |       |
| 38 Colts Short                        | ..... | 1.35     | 1.45  |            |       |
| 38 Colts Long                         | ..... | 1.40     | 1.50  |            |       |
| 38 S & W                              | ..... | 1.35     | 1.45  |            |       |
| 38 S & W Special                      | ..... | 1.60     | 1.75  |            |       |
| 38 Winchester                         | ..... | 1.85     | 2.00  |            |       |
| 41 Colts Short DA                     | ..... | 1.45     | 1.65  |            |       |
| 41 Colts Long DA                      | ..... | 1.75     | 1.90  |            |       |
| 44 Bull Dog                           | ..... | 1.50     | 1.60  |            |       |
| 44 S & W Amer.                        | ..... | 1.90     | 2.15  |            |       |
| 44 S & W Rus.                         | ..... | 1.90     | 2.15  |            |       |
| 44 S & W Special                      | ..... | 2.15     | 2.30  |            |       |
| 44 Webley                             | ..... | 1.65     | 1.75  |            |       |
| 44 Winchester                         | ..... | 1.85     | 2.00  |            |       |
| 45 Colts                              | ..... | 2.15     | 2.35  |            |       |
| 45 Colts Auto                         | ..... | 2.85     | 3.05  |            |       |
| Center Fire Military and Sporting—    |       |          |       |            |       |
| 22 Savage                             | ..... | 1.60     | 1.75  |            |       |
| 250-3000 Savage                       | ..... | 1.75     | 1.90  |            |       |
| 25-21 Stevens                         | ..... | 2.30     | 2.55  |            |       |
| 25-25 Stevens                         | ..... | 1.90     | 2.15  |            |       |
| 25-35 Winchester                      | ..... | 1.40     | 1.55  |            |       |
| 25-35 Short Range                     | ..... | 1.40     | 1.55  |            |       |
| 25-35 Marlin                          | ..... | 1.40     | 1.55  |            |       |
| 25 Remington Rimless                  | ..... | 1.40     | 1.55  |            |       |
| 6 MM U S N                            | ..... | 2.10     | 2.25  |            |       |
| 7 MM Spanish Mauser                   | ..... | 2.10     | 2.25  |            |       |
| 7.655 MM Bel Mauser                   | ..... | 2.10     | 2.25  |            |       |
| 8 MM Mauser                           | ..... | 2.10     | 2.25  |            |       |
| 9 MM Mauser                           | ..... | 2.80     | 3.00  |            |       |
| 30-30 Winchester                      | ..... | 1.60     | 1.75  |            |       |
| 30 Remington Rimless                  | ..... | 1.60     | 1.75  |            |       |
| 30 Government Rimless                 | ..... | 2.80     | 3.00  |            |       |
| 303 Savage                            | ..... | 1.60     | 1.75  |            |       |
| 32 Remington Rimless                  | ..... | 1.60     | 1.75  |            |       |
| 32-40 Winchester                      | ..... | 1.30     | 1.45  |            |       |
| 32-40 Winchester H V                  | ..... | 1.60     | 1.75  |            |       |
| 32 Winchester Sif Ldg.                | ..... | 2.80     | 3.00  |            |       |
| 32 Winchester Special                 | ..... | 1.60     | 1.75  |            |       |
| 32 Winchester                         | ..... | 2.10     | 2.25  |            |       |
| 35 Remington Rimless                  | ..... | 1.75     | 1.90  |            |       |
| 35 Winchester                         | ..... | 2.80     | 3.00  |            |       |
| 35 Winchester Sif Ldg.                | ..... | 2.90     | 3.10  |            |       |
| 351 Winchester Sif Ldg.               | ..... | 3.80     | 4.00  |            |       |
| 38-55 Winchester Lead                 | ..... | 1.45     | 1.60  |            |       |
| 38-55 Winchester HV                   | ..... | 1.95     | 2.10  |            |       |
| 38-55 Winchester                      | ..... | 1.45     | 1.60  |            |       |
| 40-60 Marlin                          | ..... | 1.50     | 1.65  |            |       |
| 40-60 Winchester                      | ..... | 1.50     | 1.65  |            |       |
| 40-65 Winchester                      | ..... | 1.50     | 1.65  |            |       |
| 40-70 Winchester                      | ..... | 1.55     | 1.70  |            |       |
| 40-72 Winchester                      | ..... | 1.55     | 1.70  |            |       |
| 40-82 Winchester                      | ..... | 1.55     | 1.70  |            |       |
| 401 Winchester Auto                   | ..... | 1.70     | 1.85  |            |       |
| 405 Winchester                        | ..... | 2.50     | 2.65  |            |       |
| 45-60 Winchester                      | ..... | 1.55     | 1.70  |            |       |
| 45-70-405 Government                  | ..... | 1.55     | 1.70  |            |       |
| 45-75 Winchester                      | ..... | 1.55     | 1.70  |            |       |
| 45-90 Winchester                      | ..... | 1.65     | 1.80  |            |       |
| SHELLS, LOADED—                       |       |          |       |            |       |
| MEDIUM GRADE.                         |       |          |       |            |       |
| BULK-SMOKELESS.                       |       |          |       |            |       |
| 12 S dra. x 1 oz., 24 gra. x 1        |       |          |       |            |       |
| oz., drop shot                        | ..... | \$1.25   |       |            |       |
| 3 dra. x 1 1/2 oz., 24 gra. x         |       |          |       |            |       |
| 1 1/2 oz. drop shot                   | ..... | 1.35     |       |            |       |
| 3 1/2 dra. x 1 1/2 oz., 26 gra. x     |       |          |       |            |       |
| 1 1/2 oz., drop shot                  | ..... | 1.35     |       |            |       |
| 3 1/2 dra. x 1 1/2 oz., BB shot,      |       |          |       |            |       |
| drop shot                             | ..... | 1.35     |       |            |       |
| 3 1/2 dra. x Buck shot, drop          |       |          |       |            |       |
| shot                                  | ..... | 1.35     |       |            |       |
| 16 2 1/2 dra. x 1/2 oz., 22 gra. x    |       |          |       |            |       |
| 1/2 oz., drop shot                    | ..... | 1.15     |       |            |       |
| 2 1/2 dra. x 1/2 oz., BB shot,        |       |          |       |            |       |
| drop shot                             | ..... | 1.30     |       |            |       |
| 20 2 1/2 dra. x 1/2 oz., 18 gra. x    |       |          |       |            |       |
| 1/2 oz., drop shot                    | ..... | 1.15     |       |            |       |
| HIGH GRADE SMOKELESS—                 |       |          |       |            |       |
| 12 3 1/2 dra. x 1 1/2 oz., 26 gra. x  |       |          |       |            |       |
| 1 1/2 oz., chilled shot               | ..... | 1.40     |       |            |       |
| 3 1/2 dra. x 1 1/2 oz., 28 gra. x     |       |          |       |            |       |
| 1 1/2 oz., chilled shot               | ..... | 1.45     |       |            |       |
| 16 2 1/2 dra. x 1/2 oz., 22 gra. x    |       |          |       |            |       |
| 1/2 oz., chilled shot                 | ..... | 1.30     |       |            |       |
| 20 2 1/2 dra. x 1/2 oz., chilled      |       |          |       |            |       |
| shot                                  | ..... | 1.35     |       |            |       |
| 2 1/2 dra. x 1/2 oz., chilled shot    | ..... | 1.35     |       |            |       |
| Trap Loads                            |       |          |       |            |       |
| 12 S dra. x 1 1/2 oz., 7 1/2 chilled  |       |          |       |            |       |
| 3 1/2 dra. x 1 1/2 oz., 7 1/2 chilled |       |          |       |            |       |
| Black Powder—Loads—                   |       |          |       |            |       |
| 12 3 1/2 dra. x 1 1/2 oz., drop shot  |       |          |       |            |       |
| Caps and Primers—                     |       |          |       |            |       |
| Percussion                            | ..... | .20      |       |            |       |
| Musket Caps                           | ..... | .25      |       |            |       |
| Primers, 100 in box                   | ..... | .35      |       |            |       |
| Primers, 250 in box                   | ..... | .80      |       |            |       |
| Empty Paper Shells—Black pow—         |       |          |       |            |       |
| 12, 16, 20, Ga. per 100               | ..... | 1.50     |       |            |       |
| 10 Ga. per 100                        | ..... | 1.65     |       |            |       |
| MEDIUM GRADE SMOKELESS—               |       |          |       |            |       |
| 12, 16, 20, 28 Ga. per                |       |          |       |            |       |
| 100                                   | ..... | 1.80     |       |            |       |
| 10 Ga. per 100                        | ..... | 2.10     |       |            |       |
| HIGH GRADE SMOKELESS—                 |       |          |       |            |       |
| 12, 16, 20, 28 Ga. per                |       |          |       |            |       |
| 10 Ga. per 100                        | ..... | 2.30     |       |            |       |
| Empty Brass Shells—                   |       |          |       |            |       |
| Best qual. 12, 16, 20                 |       |          |       |            |       |
| 28, Box 25                            | ..... | 2.75     |       |            |       |
| 2nd Qual. 12, 16, 20                  |       |          |       |            |       |
| 28, box 25                            | ..... | 2.10     |       |            |       |
| Wads—                                 |       |          |       |            |       |
| Cardboard, box 250                    | ..... | .30      |       |            |       |
| Black Edge, Reg. box                  |       |          |       |            |       |
| 250                                   | ..... | .50      |       |            |       |
| Black Edge, 1/4 in., 125              |       |          |       |            |       |
| in box                                | ..... | .40      |       |            |       |
| Black Edge, 1/4 in., 250              |       |          |       |            |       |
| in box                                | ..... | .30      |       |            |       |

ADZES (UNHANDLED)—Carpenter's, warranted \$3.50, second grade \$3.50; Railroad, warranted \$3.75, second grade \$3.75; ship, warranted \$4.00, second grade, \$4.00; Lipped Ship, warranted \$5.00, second grade \$3.75.

## ALUMINUM WARE, CAST—

|                     |       |       |  |  |  |
|---------------------|-------|-------|--|--|--|
| Bottles, Hot Water— |       |       |  |  |  |
| Universal           | ..... | 3.50  |  |  |  |
| Griddles—           |       |       |  |  |  |
| Size 7              | ..... | 4.00  |  |  |  |
| Size 8              | ..... | 4.25  |  |  |  |
| Size 9              | ..... | 4.75  |  |  |  |
| Size 10             | ..... | 4.50  |  |  |  |
| Size 12             | ..... | 5.00  |  |  |  |
| Kettles, Berlin—    |       |       |  |  |  |
| 2 1/2 quarts        | ..... | 6.00  |  |  |  |
| 4 quarts            | ..... | 7.00  |  |  |  |
| 5 quarts            | ..... | 8.50  |  |  |  |
| 6 quarts            | ..... | 9.00  |  |  |  |
| Kettles, Maslin—    |       |       |  |  |  |
| 4 quarts            | ..... | 5.50  |  |  |  |
| 6 quarts            | ..... | 6.25  |  |  |  |
| 8 quarts            | ..... | 8.00  |  |  |  |
| 12 quarts           | ..... | 10.50 |  |  |  |
| Kettles, Tea—       |       |       |  |  |  |
| Size 6              | ..... | 7.75  |  |  |  |
| Size 7              | ..... | 8.50  |  |  |  |
| Size 8              | ..... | 9.25  |  |  |  |
| Pans, Lipped Sauce— |       |       |  |  |  |
| 3 quarts            | ..... | 4.50  |  |  |  |
| 3 quarts            | ..... | 5.25  |  |  |  |
| 4 quarts            | ..... | 6.00  |  |  |  |
| Skillets—           |       |       |  |  |  |
| Size 6              | ..... | 4.00  |  |  |  |
| Size 7              | ..... | 4.25  |  |  |  |
| Size 8              | ..... | 4.75  |  |  |  |
| Size 9              | ..... | 5.25  |  |  |  |
| Spoons, Basting—    |       |       |  |  |  |
| 15-inch             | ..... | .30   |  |  |  |
| Spoons, Mixing—     |       |       |  |  |  |
| 18-inch, Slotted    | ..... | .30   |  |  |  |
| Waffle Moulds—      |       |       |  |  |  |
| Size 7, Low         | ..... | 5.50  |  |  |  |
| Size 8, Low         | ..... | 6.25  |  |  |  |
| Size 7, Deep        | ..... | 6.25  |  |  |  |
| Size 8, Deep        | ..... | 7.25  |  |  |  |

ANCHORS—Screws per 100, 3-16, \$4.15; 1/4, \$6.25. Sebeco, 3-16 1/4 in. - 1/4 in., \$1.75 per hundred net; 1/4 x 1/4 in. - 1/4 in., \$1.96 per hundred net.

ANVILS—Vulcan No. 2, 20-lb., \$8.50; No. 3, 30 lb., \$9.50; No. 4, 40-lb., \$11.50; No. 5, 50-lb., \$13.00; No. 6, 60-lb., \$14.50; No. 7, 70-lb., \$16.00; No. 8, 80-lb., \$17.50. Trenton or Columbian—80 to 425 lbs., 35¢ per lb.; 70 to 79 lbs., 35 1/2¢ per lb.; 60 to 69 lbs., 36¢ lb.; 50 to 59 lbs., 37¢ lb. With Clip Horn 2¢ per lb. extra.

ANTIMONY—Slab, 45¢ lb.

APRONS—Carpenters—California Leg, \$2.25; No. 12 Long Brown, \$1.75; No. 2 Short Brown, 75¢.

AUGERS—Greenlee Carpenters' Nut, No. 57.

| Size    | 1/4   | 3/8    | 1/2    | 5/8    | 3/4    | 1      | 1 1/4  |
|---------|-------|--------|--------|--------|--------|--------|--------|
| Each    | ..... | \$1.40 | \$1.40 | \$1.55 | \$1.90 | \$2.15 | \$2.75 |
| Each    | ..... | 3.50   | 4.00   | 4.75   | 7.50   | 13.50  |        |
| 16ths   | ..... | 8-10   | 11-12  | 13     | 14     | 15     | 16     |
| 60 each | ..... | 1.65   | 1.80   | 1.95   | 1.95   | 2.20   | 2.20   |
| 62 each | ..... | 2.00   | 2.15   | 2.35   | 2.35   | 2.60   | 2.60   |
| 16ths   | ..... | 17     | 18     | 19     | 20     | 21     | 22     |
| 60 each | ..... | 2.40   | 2.40   | 2.70   | 2.70   | 3.00   | 3.00   |
| 16ths   | ..... | 23     | 24     | 25     | 26     | 27     | 28     |
| 60 each | ..... | 3.45   | 3.45   | 4.05   | 4.05   | 4.80   | 4.80   |
| 62 each | ..... | 4.15   | 4.15   | 4.85   | 4.85   | 5.75   | 5.75   |
| 16ths   | ..... | 29     | 30     | 31     | 32     |        |        |
| 60 each | ..... | 5.70   | 5.70   | 6.75   | 6.75   |        |        |
| 62 each | ..... | 6.85   | 6.85   | 8.10   | 8.10   |        |        |

ASBESTOS—

Mill board, 80¢ lb.; Cut, 85¢ lb. Paper, 80¢ lb.; Cut, 85¢ lb. Wicking, 1/4-lb. balls, 65¢ each.

## RETAIL SELLING PRICES—Continued.

## L &amp; G ENAMELED WARE

|                 |                          |      |                    |      |      |                       |       |       |
|-----------------|--------------------------|------|--------------------|------|------|-----------------------|-------|-------|
| Biggins, Coffee | 10 M                     | .80  | Kettles, Tea       | 31   | .50  | Pitchers, Molasses    | 601   | .85   |
| 0               | 11                       | .85  | 80                 | 32   | .60  | Pitchers, Water       | 2     | 1.35  |
| 01              | 25                       | .80  | 40                 | 33   | .65  | 8                     | 1.50  |       |
| 00              | 40                       | .45  | 50                 | 34   | .75  | 4                     | 1.65  |       |
| 010             | 120                      | .60  | 60                 | 35   | .90  | Plates, Deep Pie      | 89    | .40   |
| 020             |                          |      | 70                 | 36   | 1.00 | 40                    | .45   |       |
| 080             | 20                       | .50  | 80                 |      |      | Plates, Shallow Pie   | 27    | .30   |
| 040             | 400                      | .60  | 90                 |      |      | 28                    | .35   |       |
| 050             |                          |      |                    |      |      | 29                    | .40   |       |
|                 |                          |      |                    |      |      | 80                    | .45   |       |
| Boilers, Coffee | Cuspidors                | .70  | Ladies, Deep       | 00   | .30  | Plates, Dinner        | 19    | .40   |
| 60              | 10                       | .80  | 100                | 0    | .35  | 20                    | .45   |       |
| 70              | 20                       | .80  | 110                | 11   | .85  | Pots, Fireless Cooker | 1450  | 2.25  |
| 80              | 30                       | 1.00 | 120                | 15   | .85  | 1650                  | 3.00  |       |
| 90              | 100                      | 1.85 | 130                | 20   | .40  | 1850                  | 3.25  |       |
| 100             | 200                      | 1.25 | 101                | 20   | .45  | Pots, Coffee          | 2 1/2 | .70   |
|                 | 240                      | 1.80 | 111                | 20   | .45  | 8                     | .75   |       |
|                 | 300                      | 1.65 | 121                | 30   | .50  | 5                     | .85   |       |
| Boilers, Rice   | Dippers, Cup             | .45  | Measures           | 40   | .40  | 15                    | 1.00  |       |
| 14              | 10                       | .50  | 01                 | 40   | .45  | 25                    | 1.10  |       |
| 16              | 20                       | .50  | 02                 | 45   | .55  | 85                    | 1.25  |       |
| 18              | 11                       | .50  | 03                 | .75  | 1.00 | 45                    | 1.35  |       |
| 20              |                          |      | 04                 | 1.40 | 1.15 | 55                    | 1.50  |       |
| 22              | Dippers, Windsor         | .50  | 05                 | .75  |      | Pots, Tea             | 00    | .75   |
| 24              | 110                      | .55  | 06                 | .75  |      | 01                    | .85   |       |
| 26              | 112                      | .60  | 11                 | .75  |      | 0                     | .95   |       |
| 28              | 114                      |      | Pails, Chamber     | 3.00 |      | 10                    | 1.05  |       |
| 36              |                          |      | 1                  | 2.25 |      | 20                    | 1.15  |       |
|                 | Dippers, Soda            | .60  | 2                  | 2.50 |      | 80                    | 1.25  |       |
|                 | 2                        | .80  | 3                  | 3.00 |      | 40                    | 1.45  |       |
|                 | 4                        | .80  | 4                  |      |      | Pots, Straight Sauce  | 018   | 1.25  |
|                 | Dishes, Soap             | .45  | Pails, Water       | 110  | 1.75 | 020                   | 1.35  |       |
|                 | 50                       | .45  | 112                | 2.00 |      | 022                   | 1.50  |       |
|                 | 60                       | .45  | 114                | 2.25 |      | 024                   | 1.85  |       |
|                 | Fillers, Fruit Jar       | .40  |                    |      |      | 026                   | 2.25  |       |
|                 | 20                       |      | Pans, Bed          | 1    | 4.50 | 028                   | 3.00  |       |
|                 | Flasks, Coffee           | .75  | 1                  | 4.50 |      | 030                   | 3.25  |       |
|                 | 10                       |      | Pans, Douche       | 2    | 3.00 | 032                   | 3.75  |       |
|                 | Funnels, Pieced          | .45  | 2                  | 3.00 |      | Pots, Soup Stock      | 318   | 18.00 |
|                 | 01                       | .50  | Pans, Bread        | 11   | .50  | 324                   | 15.75 |       |
|                 | 02                       | .55  | 12                 | .65  |      | 336                   | 18.00 |       |
|                 | 03                       | .60  | 13                 | .80  |      | 212                   | 6.50  |       |
|                 | 04                       | .80  | Pans, Cake         | 9    | .40  | 218                   | 8.75  |       |
|                 | 05                       | 1.00 | 9                  | .45  |      | 234                   | 11.00 |       |
|                 | 06                       |      | 10                 | .45  |      | 236                   | 18.00 |       |
|                 | Kettles, Convex          | .80  | 69                 | .40  |      | Roasters              | 180   | 3.75  |
|                 | 02                       | .95  | 70                 | .45  |      | 180                   | 4.75  |       |
|                 | 03                       | 1.10 | 200                | .55  |      | Skimmers, Flat        | 10    | .35   |
|                 | 04                       | 1.25 | Pans, Corn Cake    | 706  | .80  | 13                    | .40   |       |
|                 | 05                       | 1.35 | 709                | 1.10 |      | Spoons, Basting       | 10    | .35   |
|                 | 06                       | 1.65 | 712                | 1.25 |      | 13                    | .30   |       |
|                 | 08                       | 2.00 | Pans, Muffin       | 406  | .70  | 14                    | .30   |       |
|                 | 010                      | 2.35 | 409                | .95  |      | 16                    | .35   |       |
|                 | 012                      | 1.50 | 412                | 1.10 |      | 18                    | .40   |       |
|                 | 212                      | 1.85 | Pans, Deep Pudding | 50   | .35  | Steamers              | 7     | 1.75  |
|                 | 214                      | 2.15 | 100                | .40  |      | 8                     | 1.90  |       |
|                 | 216                      | 2.50 | 150                | .45  |      | Steepers, Tea         | 2     | .70   |
|                 | 218                      | 3.00 | 200                | .50  |      | 3                     | .80   |       |
|                 | 220                      | 3.65 | 300                | .55  |      | Tubs, Oval Foot       | 0     | 1.75  |
|                 | 222                      |      | 400                | .60  |      | 0                     | 2.00  |       |
|                 | Kettles, Lipped Preserv- |      | 500                | .70  |      | 1                     | 2.50  |       |
|                 | ing                      | .50  | 600                | .80  |      | 2                     | 3.00  |       |
|                 | 14                       | .55  | 800                | .95  |      | 4                     | 3.75  |       |
|                 | 16                       | .60  | 1000               | 1.05 |      | Turners, Cake         | 13    | .25   |
|                 | 18                       | .70  | 15                 | 2.25 |      | 14                    | .30   |       |
|                 | 20                       | .80  | 80                 | 2.35 |      |                       |       |       |
|                 | 22                       | .90  | 100                | 2.45 |      |                       |       |       |
|                 | 24                       | 1.00 | 140                | 2.55 |      |                       |       |       |
|                 | 26                       | 1.15 | 170                | 2.65 |      |                       |       |       |
|                 | 28                       | 1.35 | 210                | 3.50 |      |                       |       |       |
|                 | 32                       | 1.50 | 300                | 4.50 |      |                       |       |       |
|                 | 36                       | 2.00 | 400                |      |      |                       |       |       |
|                 | 40                       | 2.50 | Pans, Rinsing      | 08   | 1.25 |                       |       |       |
|                 | 50                       | 4.50 | 010                | 1.35 |      |                       |       |       |
|                 | Kettles, Milk            | .75  | 014                | 1.65 |      |                       |       |       |
|                 | 71                       | .95  | 017                | 1.85 |      |                       |       |       |
|                 | 72                       | 1.10 | Pans, Lipped Fry   | 80   | .45  |                       |       |       |
|                 | 73                       | 1.35 |                    |      |      |                       |       |       |
|                 | 74                       |      |                    |      |      |                       |       |       |
|                 | Kettles, Tea             | .75  |                    |      |      |                       |       |       |
|                 | 71                       | .95  |                    |      |      |                       |       |       |
|                 | 72                       | 1.10 |                    |      |      |                       |       |       |
|                 | 73                       | 1.35 |                    |      |      |                       |       |       |
|                 | 74                       |      |                    |      |      |                       |       |       |
|                 | Cups                     | .30  |                    |      |      |                       |       |       |
|                 | 8 (Mug)                  | .50  |                    |      |      |                       |       |       |
|                 | 6                        | .35  |                    |      |      |                       |       |       |
|                 | 8                        | .30  |                    |      |      |                       |       |       |
|                 | 9                        | .30  |                    |      |      |                       |       |       |
|                 | 10                       | .30  |                    |      |      |                       |       |       |

Wicking, 1-lb. lots, \$1.25.  
 Cement, per sack, \$7.25; per lb, 10c.  
 62 each ..... 2.90 2.90 3.25 3.60 3.60  
 AXES—Plumbe's Hunter's handled, 12 oz., \$1.85; 1 lb. \$1.85;  
 1 1/2 lb., \$1.85.  
 Boy Scout—Handled with sheath, \$2.25; without sheath,  
 \$1.75; sheaths, 75c.  
 Double Bit—Handled, \$3.75; unhandled, \$3.00.  
 Single Bit—Handled, warranted, \$3.50; second grade,  
 \$3.25.

## BAGS—WATER—

1/2 gallon ..... 1.00  
 1 gallon ..... 1.50  
 2 1/2 gallon ..... 2.00  
 5 gallon ..... 3.75

BARBITT—Frictionless, 55c lb.; Magnolia, 60c lb.; No. 4,  
 21c lb.; No. 2, 23c lb.; No. 1, 27c lb.; No. A (genuine),

\$1.45 lb.; Challenge, \$1.20 lb.; Special Motor, \$1.00 lb.;  
 Excelsior, 35c lb.; Acme, 85c lb.; XXXX Nickle, \$1.20 lb.  
 BARS—Crow, Pinch Point No. 10, 18c lb.; Wedge No. 15,  
 18c lb.; Lining No. 30, 18c lb.; Digging No. 530, 27c lb.;  
 Tamping No. 25, 16c lb.; Claw No. 20, 18c lb. Ripping or  
 Wrecking, Goose Neck No. 3657—1/4 x 18, 55c each; Goose  
 Neck No. 3659, 1/4 x 24, 85c each; Goose Neck No. 3662,  
 1/4 x 24, \$1.00 each; Straight Chisel No. 14, 1/4 x 15, 85c.  
 BATTERIES DRY CELL—Columbia, No. 6, 50c each; No. 6-S  
 50c each; No. 16, \$1.40 each. Red Devil or Red Label, No.  
 6-D, 50c each. Hot Shot Multiple, No. 1562, \$3.25 each;  
 No. 1662, \$3.75 each. Ever Ready, same price as Columbia.  
 Red Seal same price as Columbia and Ever Ready.  
 BELLS—Alarm—House, 90c each. Call, steel, iron base, 30c  
 each; Call, bell metal, bronze base, \$1.40; Gong, gold bronzed  
 steel, 90c; Gong, polished bell metal, 5-inch, \$2.35 each;  
 6-inch, \$3.25; 7-inch, \$4.75; 8-inch, \$6.25; 10-inch, \$11.50.

## RETAIL SELLING PRICES—Continued.

12-inch, \$21.00. Rotary door, bronze, 85c each; steel, 85c; iron, 85c; copper, 85c.

**BELLS**—Farm—(100 lb.), \$16.00.

**BELLS**—Kentucky Cow—No. 0, \$1.65; 1, \$1.35; 2, \$1.10; 3, 85c; 4, 65c; 5, 60c; 6, 40c.

**BELLS**—Electric—2½-inch, Eclipse Iron Box, 90c each; 3-in. Nonpareil, \$1.00.

**BELL STRAPS**—

Cow—1½ lb., \$1.00; 1¼ lb., \$1.15; 1¼ lb., \$1.35.

**BEVELS**—Sliding T—No. 18, 6-in., \$1.10; 8-in., \$1.35; 10-in., \$1.50. No. 25: 6-in., 70c; 8-in., 75c; 10-in., 85c; 12-in., 90c. No. 1—Odd Jobs, \$1.00.

| BIBBS—Compression—      | ¾-in. | ¾-in. | ¾-in. | 1-in. |
|-------------------------|-------|-------|-------|-------|
| Plain—Rough brass ..... | 1.40  | 1.80  | 2.15  | 2.40  |
| Finished brass .....    | 1.65  | 2.05  | 2.55  | 4.65  |
| Nickel plated .....     | 1.65  | 2.00  | 2.85  | 5.00  |
| Hose—Rough brass .....  | 1.30  | 1.80  | 2.40  | 4.25  |
| Finished brass .....    | 1.40  | 2.25  | 2.75  | 5.10  |
| Nickel plated .....     | 2.00  | 2.40  | 3.00  | ...   |

**BITS**—Auger—

| 16ths   | R. J. | Irwin | Irwin Car | Common |
|---------|-------|-------|-----------|--------|
| 3.....  | .90   | .60   | 1.25      | .30    |
| 4.....  | .75   | .50   | 1.25      | .30    |
| 5.....  | .75   | .50   | 1.25      | .30    |
| 6.....  | .75   | .50   | 1.25      | .35    |
| 7.....  | .75   | .50   | 1.25      | .35    |
| 8.....  | .75   | .55   | 1.25      | .85    |
| 9.....  | .90   | .60   | 1.35      | .40    |
| 10..... | .90   | .65   | 1.50      | .40    |
| 11..... | 1.10  | .75   | 1.65      | .45    |
| 12..... | 1.10  | .75   | 1.85      | .45    |
| 13..... | 1.25  | .85   | 2.00      | .55    |
| 14..... | 1.25  | .90   | 2.10      | .55    |
| 15..... | 1.40  | 1.00  | 2.25      | .65    |
| 16..... | 1.40  | 1.00  | 2.50      | .70    |
| 17..... | 1.75  | 1.25  | ...       | .75    |
| 18..... | 1.75  | 1.25  | ...       | .80    |
| 19..... | 2.00  | 1.35  | ...       | .85    |
| 20..... | 2.25  | 1.50  | ...       | .95    |
| 22..... | 2.25  | 1.50  | ...       | .95    |
| 24..... | 2.50  | 1.60  | ...       | 1.10   |

Bits in sets, common, 6 bits, \$3.00; 8 bits, \$4.00; 18 bits, \$6.50. R. J., 18 bits, \$10.50. Irwin pat., 18 bits, \$8.00. Ship Auger Car Bits same prices as Ship Augers.

Expansive—Clark's small, \$2.25; large, \$3.25; Steers, small, \$3.75; large, \$4.75.

Expansive Bit Cutters—Clark's No. 1, 45c; No. 2, 55c; No. 3, 75c; No. 4, 85c. Steers, No. 1, 75c; No. 2, 80c; No. 3, 85c; No. 4, 90c; No. 5, \$1.25.

**BLOCKS**—Tackle—

| Steel—                | Steel—        |
|-----------------------|---------------|
| Single—Plain Bushed—  | 10-inch ..... |
| Size .....            | Each .....    |
| 8-inch .....          | 85            |
| 4-inch .....          | 1.00          |
| 5-inch .....          | 1.10          |
| 6-inch .....          | 1.30          |
| 8-inch .....          | 2.50          |
| 10-inch .....         | 4.25          |
| Double—Plain Bushed—  | 8-inch .....  |
| 8-inch .....          | 1.50          |
| 4-inch .....          | 1.90          |
| 5-inch .....          | 2.10          |
| 6-inch .....          | 2.40          |
| 8-inch .....          | 4.35          |
| 10-inch .....         | 7.00          |
| Triple—Plain Bushed—  | 8-inch .....  |
| 8-inch .....          | 2.10          |
| 4-inch .....          | 2.60          |
| 5-inch .....          | 2.75          |
| 6-inch .....          | 3.50          |
| 8-inch .....          | 6.50          |
| 10-inch .....         | 9.50          |
| Single—Roller Bushed— | 6-inch .....  |
| 6-inch .....          | 2.25          |
| 4-inch .....          | 3.00          |
| 8-inch .....          | 5.25          |
| 10-inch .....         | 8.50          |
| Double—Roller Bushed— | 4-inch .....  |
| 4-inch .....          | 4.50          |
| 6-inch .....          | 5.50          |
| 8-inch .....          | 9.75          |
| 10-inch .....         | 14.50         |
| Triple—Roller Bushed— | 4-inch .....  |
| 4-inch .....          | 6.25          |
| 6-inch .....          | 7.57          |
| 8-inch .....          | 18.75         |
| Wood—                 | 6-inch .....  |
| 6-inch .....          | 3.50          |
| 8-inch .....          | 5.75          |
| 10-inch .....         | 8.50          |
| Triple—Roller Bushed— | 4-inch .....  |
| 4-inch .....          | 3.75          |
| 5-inch .....          | 4.25          |
| 6-inch .....          | 5.25          |

**BLOWERS**—With Teyere Irons—No. 400 Champion, \$37.50; No. 40, Lancaster, \$25.00; Royal, \$40.00.

**BLOWERS**—Buffalo—No. 300 (with Teyere irons), \$35.00; No. 200 (with Teyere irons), \$24.00; No. 2E Variable Speed, \$44.00.

**BOARDS, IRONING—**

With Table—No. 2, Plain, \$2.50 each; No. 10 Springer, 60x15 in., no sleeve board, \$5.00; No. 20 Springer, 54x13

in., no sleeve board, \$4.75; No. 40 Springer 50x12, in., no sleeve board, \$4.50.

Without Table (skirt Boards)—4-foot, \$1.00 each; 5-foot, \$1.35; 5½-foot, \$1.50; 6-foot, \$1.75.

**BOARDS, STOVE—**

Wood Lined—Size 24x24, \$1.90 each; 24x36, \$2.75; 26x26, \$2.25; 26x32, \$2.70; 28x28, \$2.65; 28x34, \$3.00; 30x30, \$3.00; 30x38, \$3.50; 33x33, \$3.60; 32x42, \$4.25; 36x36, \$4.25.

Paper Lined—Size 18x18, \$1.05 each; 24x24, \$1.15; 26x26, \$1.25; 28x28, \$1.40; 30x30, \$1.65; 32x32, \$2.00; 36x30, \$1.65; 28x32, \$1.85; 30x36, \$2.25.

**BOARDS, WASH—**Brass, \$1.25 each; Toy, Zinc, 25c; Single Zinc, 85c; Double Zinc, \$1.15; Glass, \$1.10; Blue Enamel, \$1.75; Single Zinc, 95c.

**BOLTS**—Common Carriage—

| Size—   | Doz. 100 | 5-16-in. | ¾-in.    | 1-in.    |
|---------|----------|----------|----------|----------|
| 1½..... | 20       | 1.35     | Doz. 100 | Doz. 100 |
| 2.....  | 25       | 1.50     | .40      | 2.55     |
| 2½..... | 25       | 1.65     | .40      | 2.75     |
| 3.....  | 30       | 1.75     | .45      | 3.00     |
| 3½..... | 30       | 1.90     | .50      | 3.25     |
| 4.....  | 30       | 2.05     | .55      | 3.50     |
| 4½..... | 35       | 2.15     | .60      | 3.80     |
| 5.....  | 35       | 2.30     | .65      | 4.05     |
| 5½..... | 40       | 2.45     | .70      | 4.30     |
| 6.....  | 40       | 2.55     | .75      | 4.50     |
| 6½..... | 45       | 2.80     | .80      | 5.25     |
| 7.....  | 50       | 3.15     | .85      | 5.50     |
| 8.....  | 55       | 3.45     | .90      | 6.00     |
| 9.....  | 75       | 4.80     | 1.00     | 6.45     |
| 10..... | 80       | 5.15     | 1.05     | 6.95     |
| 11..... | 85       | 5.55     | 1.10     | 7.40     |
| 12..... | 90       | 5.85     | 1.20     | 7.90     |

**BOLTS**—Expansion—(See Expansion Shields).

| Size—    | Doz. 100 | 5/32" | 5/16" | ¾"   | 5/8" |
|----------|----------|-------|-------|------|------|
| 1.....   | 10       | .50   | 10    | .50  | 10   |
| 1½.....  | 10       | .50   | 10    | .50  | 10   |
| 2.....   | 10       | .50   | 10    | .50  | 10   |
| 2½.....  | 10       | .50   | 10    | .50  | 10   |
| 3.....   | 10       | .55   | 10    | .55  | 10   |
| 3½.....  | 10       | .55   | 10    | .55  | 10   |
| 4.....   | 10       | .60   | 10    | .60  | 10   |
| 4½.....  | 10       | .65   | 10    | .65  | 10   |
| 5.....   | 10       | .70   | 10    | .70  | 10   |
| 5½.....  | 10       | .75   | 10    | .75  | 10   |
| 6.....   | 10       | .80   | 10    | .80  | 10   |
| 6½.....  | 10       | .85   | 10    | .85  | 10   |
| 7.....   | 10       | .90   | 10    | .90  | 10   |
| 7½.....  | 10       | .95   | 10    | .95  | 10   |
| 8.....   | 10       | 1.00  | 10    | 1.00 | 10   |
| 8½.....  | 10       | 1.05  | 10    | 1.05 | 10   |
| 9.....   | 10       | 1.10  | 10    | 1.10 | 10   |
| 9½.....  | 10       | 1.15  | 10    | 1.15 | 10   |
| 10.....  | 10       | 1.20  | 10    | 1.20 | 10   |
| 10½..... | 10       | 1.25  | 10    | 1.25 | 10   |
| 11.....  | 10       | 1.30  | 10    | 1.30 | 10   |
| 11½..... | 10       | 1.35  | 10    | 1.35 | 10   |
| 12.....  | 10       | 1.40  | 10    | 1.40 | 10   |

**Machine, Square Head and Nut—**

| Size—     | Doz. 100 | 5-16-in. | ¾-in.    | 1-in.    |
|-----------|----------|----------|----------|----------|
| 1-1½..... | 30       | 2.05     | Doz. 100 | Doz. 100 |
| 2.....    | 30       | 2.15     | .45      | 2.90     |
| 2½.....   | 35       | 2.25     | .45      | 3.10     |
| 3.....    | 35       | 2.35     | .50      | 3.25     |
| 3½.....   | 35       | 2.45     | .55      | 3.45     |
| 4.....    | 40       | 2.55     | .60      | 3.65     |
| 4½.....   | 45       | 3.15     | .65      | 3.85     |
| 5.....    | 50       | 3.20     | .70      | 4.05     |
| 5½.....   | 50       | 3.30     | .75      | 4.25     |
| 6.....    | 50       | 3.45     | .80      | 4.45     |
| 6½.....   | 55       | 3.60     | .85      | 4.65     |
| 7.....    | 75       | 4.75     | .90      | 5.00     |
| 8.....    | 75       | 5.05     | .95      | 5.20     |
| 9.....    | 85       | 5.45     | 1.05     | 5.65     |
| 10.....   | 110      | 7.30     | 1.10     | 6.00     |
| 11.....   | 115      | 7.75     | 1.15     | 6.35     |
| 12.....   | 125      | 8.20     | 1.20     | 6.70     |

| Size—     | Doz. 100 | 5-16-in. | ¾-in. | 1-in. |
|-----------|----------|----------|-------|-------|
| 1-1½..... | 80       | 5.15     | 1.10  | 7.45  |
| 2.....    | 85       | 5.50     | 1.20  | 8.00  |
| 2½.....   | 90       | 5.90     | 1.30  | 8.50  |
| 3.....    | 95       | 6.30     | 1.35  | 9.05  |
| 3½.....   | 100      | 6.60     | 1.45  | 9.60  |
| 4.....    | 105      | 7.00     | 1.55  | 10.15 |
| 4½.....   | 110      | 7.35     | 1.60  | 10.75 |
| 5.....    | 115      | 7.75     | 1.70  | 11.20 |
| 5½.....   | 120      | 8.15     | 1.75  | 11.75 |
| 6.....    | 130      | 8.50     | 1.85  | 12.30 |
| 6½.....   | 135      | 8.85     | 1.95  | 12.90 |
| 7.....    | 140      | 9.20     | 2.05  | 13.45 |
| 8.....    | 150      | 10.00    | 2.20  | 14.50 |
| 9.....    | 160      | 10.75    | 2.35  | 15.60 |
| 10.....   | 170      | 11.45    | 2.50  | 16.70 |
| 11.....   | 185      | 12.25    | 2.65  | 17.75 |
| 12.....   | 195      | 12.90    | 2.85  | 18.85 |
| 13.....   | 205      | 13.75    | 3.00  | 20.00 |
| 14.....   | 220      | 14.50    | 3.15  | 21.00 |
| 15.....   | 230      | 15.20    | 3.30  | 22.10 |
| 16.....   | 240      | 15.95    | 3.50  | 23.20 |
| 17.....   | 250      | 16.70    | 3.65  | 24.30 |
| 18.....   | 260      | 17.40    | 3.80  | 25.40 |
| 19.....   | 275      | 18.15    | 4.00  | 26.50 |
| 20.....   | 285      | 18.90    | 4.15  | 27.55 |
| 21.....   | 295      | 19.65    | 4.30  | 28.60 |
| 22.....   | 305      | 20.40    | 4.45  | 29.70 |

## RETAIL SELLING PRICES—Continued.

|    |      |       |      |       |      |       |
|----|------|-------|------|-------|------|-------|
| 23 | 3.15 | 21.15 | 4.60 | 30.80 | 6.75 | 44.85 |
| 24 | 3.30 | 21.90 | 4.80 | 31.90 | 7.00 | 46.40 |
| 25 | 3.40 | 22.65 | 4.95 | 33.00 | 7.20 | 48.00 |
| 26 | 3.50 | 23.35 | 5.10 | 34.10 | 7.45 | 49.55 |
| 27 | 3.60 | 24.15 | 5.25 | 35.20 | 7.65 | 51.10 |
| 28 | 3.75 | 24.85 | 5.45 | 36.25 | 7.90 | 52.70 |
| 29 | 3.85 | 25.60 | 5.60 | 37.25 | 8.15 | 54.25 |
| 30 | 3.95 | 26.35 | 5.75 | 38.40 | 8.35 | 55.80 |

## BOLTS—Barrel—

|                            |                            |      |
|----------------------------|----------------------------|------|
| Wrought Steel, Japanned—   | 6-inch                     | .75  |
| 2 1/2-inch                 | 10-inch                    | 1.75 |
| 3-inch                     | Cupboard, Other Finishes—  |      |
| 4-inch                     | 3-inch                     | .75  |
| 5-inch                     | 6-inch                     | 1.00 |
| 6-inch                     | Flush—Angle—All Finishes,  |      |
| Extra Heavy Wrought        | Cast Bronze—               |      |
| Steel, Japanned—           | 2-inch                     | .30  |
| 4-inch                     | 3-inch                     | .35  |
| 5-inch                     | 4-inch                     | .35  |
| 6-inch                     | 6-inch                     | .50  |
| 8-inch                     | Lever—Cast Bronze, All     |      |
| Wrought Steel, Ant. Copper | Finishes—                  |      |
| 2 1/2-inch                 | 3 1/2-inch                 | .85  |
| 3-inch                     | 5-inch                     | 1.05 |
| 4-inch                     | T Head—Wrought Bronze,     |      |
| 5-inch                     | All Finishes—              |      |
| 6-inch                     | 3-inch                     | .35  |
| Cast Iron, Japanned—       | 4-inch                     | .30  |
| 8-inch                     | 5-inch                     | .35  |
| 4-inch                     | 6-inch                     | .45  |
| 5-inch                     | Cast Bronze, All Finishes— |      |
| 6-inch                     | 3-inch                     | .35  |
| 8-inch                     | 4-inch                     | .45  |
| Chain—                     | 5-inch                     | .60  |
| Cast Iron, Japanned—       | Foot—                      |      |
| 6-inch                     | Cast Iron, Japanned—       |      |
| 8-inch                     | 6-inch                     | .35  |
| 10-inch                    | 8-inch                     | .45  |
| Cast Iron, Amber or        | 10-inch                    | .65  |
| Bronzed—                   | Amber or Bronzed—          |      |
| 4-inch                     | 6-inch                     | .40  |
| 6-inch                     | 8-inch                     | .50  |
| 8-inch                     | Other Finishes—            |      |
| Cast Iron, Ant. Copper     | 4-inch                     | .60  |
| or Dull Brass—             | 6-inch                     | .70  |
| 4-inch                     | 8-inch                     | .80  |
| 6-inch                     | Foot Wrought Steel—Cup-    |      |
| 8-inch                     | board, Japanned—           |      |
| Cast Iron, Ant. Brass or   | 3-inch                     | .50  |
| Imt. Bariff—               | 6-inch                     | .75  |
| 4-inch                     | 10-inch                    | 1.75 |
| 6-inch                     | Cupboard, Copper or        |      |
| 8-inch                     | Bronze—                    |      |
| Cupboard, Japanned—        | 3-inch                     | .65  |
| 8-inch                     | 6-inch                     | .85  |

## BOLTS—Toggle—(See Toggle Bolts).

## BOTTLES—Vacuum—

|            |       |
|------------|-------|
| Thermos—   | 2.35  |
| 10         | 3.75  |
| 10Q        | 2.75  |
| 11         | 4.50  |
| 11Q        | 8.25  |
| 14         | 5.00  |
| 14Q        | 8.50  |
| 15 1/2     | 4.00  |
| 15         | 6.00  |
| 15Q        | 4.50  |
| 6          | 6.50  |
| 6Q         |       |
| Universal— |       |
| 21         | 2.75  |
| 22         | 4.50  |
| 61         | 2.50  |
| 62         | 4.00  |
| 71         | 8.50  |
| 72         | 5.00  |
| 91         | 4.00  |
| 92         | 6.00  |
| 81         | 4.50  |
| 82         | 6.50  |
| 592        | 7.25  |
| Ferrosat—  |       |
| 504R       | 10.00 |
| 505R 2-qt. | 14.50 |
| 505N       | 14.50 |

## BOXES—Mitre—

|                            |       |
|----------------------------|-------|
| Gondell—                   | Each  |
| 265 26x4                   | 24.00 |
| 385 25x5                   | 25.50 |
| 806 80x5                   | 27.00 |
| Stanley—                   |       |
| 50 1/2                     | 12.25 |
| 216                        | 26.50 |
| 358                        | 30.00 |
| 460                        | 36.50 |
| Acme—                      |       |
| 72                         | 22.50 |
| Fillers—Thermos and Uni-   |       |
| versal—                    |       |
| 1/2 Pint                   | 1.75  |
| 1 Quart                    | 2.00  |
| 1 Quart                    | 3.25  |
| LUNCH KITS—                |       |
| Thermos—                   |       |
| 892 and 396                | 4.00  |
| 393 and 397                | 4.25  |
| 894 and 398                | 5.00  |
| Universal—                 |       |
| 310                        | 4.00  |
| 410                        | 4.35  |
| 420                        | 4.85  |
| 320                        | 4.50  |
| 4070                       | 5.75  |
| 3070                       | 3.75  |
| Thermos—Food Jars, Fillers |       |
| 600                        | 4.00  |
| 601                        | 5.00  |
| 602                        | 7.00  |
| Thermos—Jugs, Fillers      |       |
| 556                        | 8.25  |
| 557                        | 8.50  |
| Thermos—Cases—             |       |
| 104                        | 6.50  |
| 104Q                       | 9.50  |
| 114                        | 10.00 |
| 114Q                       | 15.00 |
| 130                        | 10.00 |
| 130Q                       | 15.00 |
| 78                         | 21.50 |
| 74                         | 26.00 |
| 75                         | 24.00 |
| New Langdon Imp—           |       |
| 72                         | 23.00 |
| 73                         | 24.00 |
| 74                         | 25.50 |
| 75                         | 27.00 |
| Stearn's Perfection—       |       |
| 20                         | 4.75  |

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| P. S. & W., No. 508, \$1.35 each; 510, \$1.40; 3308, \$2.50; 3310, \$2.75; 3708, \$3.75; 3710, \$3.85; 3712, \$4.00; 4608, \$4.50; 4610, \$4.75; 4612, \$5.00; 5008, \$5.25; 5010, \$5.75; 5012, \$6.00; 5014, \$6.25; 7008, \$5.75; 7010, \$6.00; 7012, \$6.25; 8208, \$7.75; 8210, \$8.00; 8212, \$8.25; Stanley Rachet, No. 921, 8-inch, \$6.25; 10-inch, \$6.50; 12-inch, \$6.75; 14-inch, \$7.00; Stanley Corner, No. 992, 8-inch, \$9.00; 10-inch, \$10.00. No. 982, \$5.75. |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

## BRACKETS—Shelf—

| Japanned— |       | Pair | Copper, Brass, Nickel—Pair |       |      |
|-----------|-------|------|----------------------------|-------|------|
| 8x4       | ..... | .25  | 8x4                        | ..... | .40  |
| 4x5       | ..... | .80  | 4x5                        | ..... | .50  |
| 5x7       | ..... | .40  | 5x7                        | ..... | .70  |
| 6x8       | ..... | .45  | 6x8                        | ..... | .90  |
| 7x9       | ..... | .50  | 7x9                        | ..... | .95  |
| 8x10      | ..... | .60  | 8x10                       | ..... | 1.00 |
| 10x12     | ..... | .75  | 10x12                      | ..... | 1.80 |
| 12x14     | ..... | 1.25 | 12x14                      | ..... | 1.40 |

## BRADS—Wire—

|                   |               |               |
|-------------------|---------------|---------------|
| Bulk per lb.      | 1/2-lb. pkgs. | 1/4-lb. pkgs. |
| 1/2 and 3/4-inch  | .30           | .25           |
| 3/4 to 1 1/2-inch | .25           | .20           |
| 1 1/2 to 2-inch   | .20           | .15           |

BRASS—Sheet—Soft, per lb., 70c; Half Hard, 75c; Sign, 75c; Spring, \$1.05.

BREAD AND CAKE MAKERS—Universal—No. 2, \$2.75 each; No. 4, \$3.50 each; No. 8, \$4.00 each; No. 44, \$3.25 each.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROOMS—House or Parlor—Finest selected, 16-15 in., \$1.50 each; second grade, 14 1/2 in., \$1.35; third grade, 14 in., \$1.10; common, 85c; Warehouse, \$1.25; Railroad or Smelter, \$1.25; Switch, small 65c, large, 90c; Toy or Hearth, 1 sew, 80c; 2 sew, 40c.

## Push or Street

|                    |      |                        |      |
|--------------------|------|------------------------|------|
| Bassine, 14-in.    | 1.25 | Rattan, 6 rows, 12-in. | 1.50 |
| Bassine, 16-in.    | 1.50 | Rattan, 6 rows, 14 in. | 1.60 |
| Steel Wire, 12-in. | 1.00 | Rattan, 6 rows, 16 in. | 1.75 |
| Steel Wire, 14 in. | 1.15 | Rattan, 8 rows, 14 in. | 1.25 |
| Steel Wire, 16-in. | 1.35 | Rattan, 4 rows, 14 in. | 1.40 |
| Steel Wire, 18-in. | 1.60 | Rattan, 16 in.         | 1.75 |

## BRUSHES—

|                        |      |                             |      |
|------------------------|------|-----------------------------|------|
| Casting—               |      | Fibre, 20-inch.....         | 2.50 |
| Oblong.....            | .60  | Fibre, 24-inch.....         | 3.25 |
| Round.....             | .80  |                             |      |
| Counter—               |      | Gear—                       |      |
| Dusting, com.....      | .90  | Handles.....                | .65  |
| Extra quality.....     | 1.20 | Hand or Nail.....           | .10  |
| White bristles.....    | 1.75 | Horse—                      |      |
| Floor—                 |      | Rice-Root, 12 1/2 lb....    | .65  |
| Fibre, 12-inch.....    | 1.25 | Rice-Root, 13 lb.....       | 1.00 |
| Fibre, 14-inch.....    | 1.35 | Rice-Root, 13 1/2 lb....    | 1.05 |
| Fibre, 16-inch.....    | 1.50 | Palmyra Fibre, 12 1/2       |      |
| Hair, 12-inch.....     | 1.65 | lb.....                     | .50  |
| Hair, 14-inch.....     | 1.85 | Palmyra Fibre, 13 lb....    | .75  |
| Hair, 16-inch.....     | 2.10 | Mixed Fibre, 13 lb.....     | .85  |
| Mixed, 12-inch.....    | 1.35 | Ox Fibre, 3 1/2 x9 in....   | .60  |
| Mixed, 14-inch.....    | 1.65 | Ox Fibre, 3 1/2 x10 in....  | .60  |
| Mixed, 16-inch.....    | 1.85 | Ox Fibre, 4 1/2 x11 1/2 in. | .75  |
| Bristles, 14-inch..... | 4.25 | Kalsomine—                  |      |
| Bristles, 16-inch..... | 4.75 | 7-in. single.....           | 2.40 |
| Bristles, 18-inch..... | 5.25 | 8x7 1/2 in blocks.....      | 6.75 |
| Garage—                |      | Marking—(Round)—            |      |
| Fibre, 16-inch.....    | 2.00 | White bristles—             |      |
| Fibre, 18-inch.....    | 2.25 | 1/2 - 3/4 in.....           | .10  |
|                        |      | 1 - 1 1/2 in.....           | .15  |

## Roofing—Knotted—

|                       |      |                         |      |
|-----------------------|------|-------------------------|------|
| 8 knots 14-lb.        | 2.00 | Dauber, iron.           | .30  |
| 4 knots, 18 lb.       | 2.50 | Brush only, 1/2-in.     | .85  |
| Sash—Chisel Point—    |      | Brush only 1 1/4-in.    | .75  |
| 1/2 x1 1/2-in.        | .20  | Combination             | .85  |
| 1/2 x1 1/4-in.        | .25  | Extra bristles          | .50  |
| 1/2 x2-in.            | .80  | Beat 1 1/4-in. bristles | .85  |
| 1 1/2 x1-in.          | .40  | Sink—                   |      |
| Scrub—                |      | Ox Fibre                | .15  |
| Gray Tampico, 5-lb.   | .30  | Split Bamboo            | .05  |
| Gray Tampico, 7-lb.   | .30  | Shaving—Rubber set—     |      |
| Gray Tampico, 9-lb.   | .35  | Ebonized handle         | .55  |
| Ox Fibre, 6-lb.       | .30  | Boxwood, small          | 1.00 |
| Ox Fibre, 8-lb.       | .40  | Boxwood, medium         | 1.10 |
| Ox Fibre, 11-lb.      | .45  | Boxwood, large          | 1.35 |
| White Tampico, 4-lb.  | .20  | White Bone, small       | 1.00 |
| White Tampico, 6-lb.  | .35  | White Bone, medium      | 1.25 |
| White Tampico, 8-lb.  | .35  | Octagon Bone            | 2.00 |
| White Tampico, 10-lb. | .85  | Octag. Bone, polished   | 4.00 |
| White Tampico, 11-lb. | .40  | Stencil—                |      |
| Shoe—                 |      | 1 1/2-in., 2 1/2-lb.    | .35  |
| Dauber, wood          | .20  | 1 1/2-in., 3 1/2-lb.    | .35  |
|                       |      | 1 1/2-in., 5-lb.        | .45  |
|                       |      | 1 1/2-in., 6-lb.        | .55  |



## RETAIL SELLING PRICES—Continued.

### BRUSHES—Continued—

|                      |                       |     |
|----------------------|-----------------------|-----|
| Window—              | Squeeges, 10-in. .... | .30 |
| Gray fibre .....     | Squeeges, 12-in. .... | .35 |
| Black horsehair .... | Squeeges, 14-in. .... | .40 |
| Pope's Eye .....     | Squeeges, 16-in. .... | .50 |

### BUCKETS—(See Galv. Ware)—

**BUTTS—(See Hinges)—**  
**OALKS—Boot—Screw, all sizes, box of 50, 75c; Drive, all sizes, box of 100, 85c; Tote, blunt, side, heel or country pattern, 15c lb.**

|                     |            |              |
|---------------------|------------|--------------|
| <b>CANT HOOKS—</b>  | Maple Hdl. | Hickory Hdl. |
| 2 1/2 x 4 1/2 ..... | 3.00       | 3.65         |
| 2 1/2 x 4 1/2 ..... | 3.25       | 3.75         |

**CAPS—Roofing, Per lb., 20c.**  
**CARBORUNDUM—Grain, per lb., bulk, 50c.**  
**CARRIERS—Timber—No. 425, 4-ft. maple, \$3.75.**

**CARRIERS—Hay—Using Manila rope for steel, wood, cable track, \$12.00 each; using wire cable or manila rope for steel, wood, cable track, \$13.75; Sling, \$22.00; Steel Hay Carrier Track, 35c foot; Steel Hay Carrier Hanging Hooks, 25c each; Rafter Brackets, 15c.**

**CATCHERS—GRASS—No. 9, all duck, \$2.25; 10G, Galv. Bottom, \$2.35; 11 all duck, \$2.75; 12G Galv. Bottom, \$2.75; RRI, \$1.00; Eureka, 85c; 16G, \$1.65; 5G, \$2.00.**

|                        |        |        |
|------------------------|--------|--------|
| <b>CESSPOOLS—BELL—</b> | Hinge. | Loose. |
| 2-inch 6x6 Bell.....   | 1.40   | 1.15   |
| 3-inch 9x9 Bell.....   | 2.00   | 1.80   |
| 4-inch 13x13 Bell..... | 4.75   | 3.75   |

### CHAINS—Tire.

| Tire-Rid-O-Skid |      | Pair       |       |       |
|-----------------|------|------------|-------|-------|
| Size.           |      |            |       |       |
| 3 x 28          | 3.50 | 3 1/2 x 30 | 5.90  | 5.90  |
| 3 x 30          | 3.60 | 3 1/2 x 32 | 6.50  | 6.50  |
| 3 x 32          | 3.70 | 3 1/2 x 34 | 7.25  | 7.25  |
| 3 1/2 x 30      | 3.75 | 4 x 31     | 7.25  | 7.25  |
| 3 1/2 x 32      | 3.95 | 4 x 32     | 7.75  | 7.75  |
| 3 1/2 x 34      | 4.05 | 4 x 33     | 8.25  | 8.25  |
| 4 x 31          | 4.15 | 4 x 34     | 8.75  | 8.75  |
| 4 x 32          | 4.30 | 4 x 35     | 8.75  | 8.75  |
| 4 x 33          | 4.40 | 4 x 36     | 9.50  | 9.50  |
| 4 x 34          | 4.55 | 4 1/2 x 32 | 8.25  | 8.25  |
| 4 x 35          | 4.65 | 4 1/2 x 33 | 8.60  | 8.60  |
| 4 x 36          | 4.80 | 4 1/2 x 34 | 8.75  | 8.75  |
| 4 1/2 x 34      | 4.75 | 4 1/2 x 35 | 9.50  | 9.50  |
| 4 1/2 x 35      | 4.85 | 4 1/2 x 36 | 9.50  | 9.50  |
| 4 1/2 x 36      | 5.20 | 4 1/2 x 37 | 10.25 | 10.25 |
| 4 1/2 x 37      | 5.50 | 5 x 35     | 10.75 | 10.75 |
| 5 x 37          | 6.60 | 5 x 36     | 10.75 | 10.75 |

**CHAIN—New German Straight Link (Coil)—**  
 6-0, 15c ft.; 5-0, 18c; 4-0, 12c; 3-0, 10c; 2-0, 10c; 0, 9c; 1, 8c; 2, 8c.

**Norway Straight Link (coil)—1/4, 35c lb.; 3/8, 35c lb.; 1/2, 30c lb.**  
**Passing Link (coil)—4-0, 18c ft.; 3-0, 11c ft.; 2-0, 10c ft.**  
**Proof Straight Link (coil)—3-16 black, 80c lb.; 1/4, 25c lb.; 5-16, 22c lb.; 3/8, 20c lb.; 1/2, 20c lb.; 3/4, 18c lb.; 1, 18c lb.; 1 1/4, 18c lb.**

**Proof Twisted Link (coil)—3-16 black, 88c lb.; 1/4, 28c lb.; 5-16, 24c lb.; 3/8, 23c lb.; 1/2, 22c lb.**

**B. B. Proof Straight Link (coil)—5-16, 25c lb.; 3/8, 22c lb.; 1/2, 20c lb.; 3/4, 20c lb.; 1, 20c lb.**

**Twisted Machine Coppered (coil)—4-0, 20c ft.; 3-0, 17c ft.; 2-0, 15c ft.; 0, 18c ft.**

**Jack: Iron—No. 20, 7 1/2 c yd.; No. 18, 7 1/2 c; No. 16, 7 1/2 c; No. 14, 7 1/2 c; No. 12, 10c; No. 10, 10c; No. 8, 12 1/2 c; No. 6, 18c.**

**Jack: Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 12 1/2 c; No. 114, 20c; No. 113, 25c; No. 112, 30c; No. 110, 40c.**

**Safety Brass and Nickel Plated—00 and N00, 20c yd.; 0-N0, 20c yd.; 1-N1, 25c yd.; 2-N2, 35c yd.; 3, 40c yd.**  
**Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 4c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 3 1/2 c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft.**

**Sash Chain Fasteners—12, 15c set; 100, 45c set.**

**CHALK—Charpentier's, per piece, 5c. School Crayon, small quantities, 1c each; dustless, 75c gross lots; common, 50c gross lots.**

**CHALK LINE—Yellow, 50-ft. hank, 20c; 100-ft. hank, 35c. Braided white, 20-ft. hanks, size 120, 10c each; 220, 10c; 320, 10c. 50-ft. balls, size 150, 20c each; 250, 20c each; 350, 20c each.**

**CHECKS—Door—All makes. Liquid Checks—A-11, \$7.00; B-12, \$9.50; C-13, \$10.75; D-14, \$12.75; E-15, \$16.85; 6, extra large, \$22.50. For hold open arm, add \$1.25 each.**  
**Screen Door Check—No. 01, \$3.85.**

### CHOPPERS—Meat and Food—

|     |       |        |      |
|-----|-------|--------|------|
| 12  | 5.75  | 8      | 4.50 |
| 22  | 9.75  | 804    | 8.75 |
| 32  | 12.75 |        |      |
|     |       | Rumwin |      |
| 501 | 2.50  | 0 R    | 2.75 |
| 602 | 3.00  | 1 R    | 3.25 |
| 708 | 4.00  | 2 R    | 4.00 |
|     |       | 3 R    | 5.25 |

### CHISELS—

|             | Socket Firmer Bev. Edge | Whites No. 2 | Pocket Bev. Edge | Inside or Outside Bevel |
|-------------|-------------------------|--------------|------------------|-------------------------|
| 1/2 .....   | 1.00                    | 1.30         | 1.20             | 1.85                    |
| 3/4 .....   | 1.05                    | 1.35         | 1.25             | 1.85                    |
| 1 .....     | 1.10                    | 1.40         | 1.30             | 1.85                    |
| 1 1/4 ..... | 1.15                    | 1.45         | 1.35             | 1.40                    |
| 1 1/2 ..... | 1.20                    | 1.50         | 1.40             | 1.50                    |
| 1 3/4 ..... | 1.25                    | 1.55         | 1.45             | 1.65                    |
| 2 .....     | 1.30                    | 1.65         | 1.55             | 1.75                    |
| 1 .....     | 1.35                    | 1.75         | 1.60             | 1.85                    |
| 1 1/4 ..... | 1.45                    | 1.90         | 1.75             | 2.00                    |
| 1 1/2 ..... | 1.50                    | 2.00         | 1.85             | 2.25                    |
| 1 3/4 ..... | 1.65                    | 2.15         | 1.95             | 2.50                    |
| 2 .....     | 1.80                    | 2.30         | 2.10             | 2.75                    |

|             | Bucks No. 4 | Blacksmiths' Cold or Hot Eye |
|-------------|-------------|------------------------------|
| 1 .....     | .90         | .75                          |
| 1 1/4 ..... |             | .85                          |
| 1 1/2 ..... | 1.45        | 1.00                         |
| 1 3/4 ..... |             | 1.25                         |
| 2 .....     | 1.50        | 1.50                         |
|             | 2.00        | 2.50                         |
|             | 2.25        | 3.00                         |

|             | Cold Com. | Cold Special | Cape | Round Nose | Diamond Point |
|-------------|-----------|--------------|------|------------|---------------|
| 1/2 .....   | .20       | .35          | .50  | .50        | .50           |
| 3/4 .....   | .20       | .35          | .50  | .50        | .55           |
| 1 .....     | .20       | .35          | .50  | .55        | .60           |
| 1 1/4 ..... | .25       | .45          | .65  | .65        | .75           |
| 1 1/2 ..... | .35       | .50          | .75  | .70        | .85           |
| 1 3/4 ..... | .50       | .65          | .85  | .90        | 1.00          |
| 2 .....     | .65       | .90          |      |            | 1.25          |
| 1 .....     | .85       | 1.00         |      |            | 1.50          |

**CHURNS—Barrel—No. 0, \$8.75 each; 1, \$10.00; 2, \$11.00; 3, \$12.25; 4, \$15.50; 5, \$18.25.**  
**Improved Cylinder—No. 1, \$5.00; 2, \$6.00; 3, \$7.00; 4, \$8.00.**

**Sturges Steel—No. 1, \$9.00; 2, \$11.00; 3, \$12.50.**  
**Glass Family—Universal, No. 15, \$2.75; 125, \$3.25; 135, \$4.00; 145, \$4.50. Dazey, No. 10, \$1.75; 20, \$2.25; 30, \$2.75; 40, \$3.50. Extra Jars, Dazey, No. 10, 40c each; 20, 65c; 30, 90c; 40, \$1.15.**

**Dazey—Tin, No. 200, 2-gal., \$5.25; 300, 3 gal., \$6.75; 400, 4 gal., \$8.25; 600, 6-gal., \$10.50.**  
**Dash—IX Tin, 2-gal., \$2.25; 3-gal., \$2.50; 4-gal., \$2.75; 5-gal., \$3.00; 6-gal., \$3.25. Dash and handle, 25c extra.**

**CLAMPS—Stearn's Special Joiners'—Opens 1 ft, pair \$4.75; 1 1/2 ft., \$5.25; 2 ft., \$5.50.**  
**Carpenters'—Open 8 ft., \$8.50 pr.; 4 ft., \$9.50; 5 ft., \$11.50; 6 ft., \$17.50; 8 ft., \$22.**

**Carriage Makers'—Common, 2 1/4-inch, 65c each; 8-inch, 85c; 4-inch, \$1.25; 5-inch, \$1.50; 6-inch, \$1.85; 8-inch, \$2.75; 10-inch, \$3.75; 12-inch, \$4.50.**  
**Quilt Frame—No. 1, 10c each; 3, 15c; 32, 10c; 33, 15c.**

### CLEANERS—Window—

|              | Rubber | Wood Floor       |
|--------------|--------|------------------|
| 10-inch..... | .40    | 16-inch..... .60 |
| 12-inch..... | .50    | 18-inch..... .70 |
| 14-inch..... | .55    | 16-inch..... .75 |

**CLIPERS—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.**

**CLIPS—Wire Rope "Bulldog"—3-16 to 3/4 inc., each, 15c; 1/2, 20c; 3/4, 25c; 1, 35c; 1 1/4, 50c; 1 1/2, 55c; 1 3/4, 60c.**

### CLIPPERS—Bolt—

| New Easy—    |       | Extra Cutters— |      |
|--------------|-------|----------------|------|
| No. 0.....   | 4.25  | No. 0.....     | 2.25 |
| No. 1.....   | 5.50  | No. 1.....     | 2.75 |
| No. 2.....   | 7.75  | No. 2.....     | 3.75 |
| No. 3.....   | 10.00 | No. 3.....     | 4.75 |
| O. K.—       |       |                |      |
| 10-inch..... | 2.35  | 14-inch.....   | 3.00 |

**CLOCKS—(Alarm)—Ace, \$3.75 each; America, \$2.10; Automatic, \$6.00; Bingo, \$4.00; Brownie, \$4.50; Circle, \$3.25; Columbia, \$3.75; Ideal, \$3.00; Indian, \$2.10; Iron Clad, \$3.25; Lookout, \$2.50; Prompter, \$3.25; Simplex, \$6.00; Sleepmeter 2, \$4.00; Sleepmeter 3, \$3.25; Startle, \$3.50; Tattoo Jr., \$4.25; Tattoo Int., \$4.25.**

**NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.**

**CLOTH—Emery, Nos. 00 to 2 1/4, 10c straight; Nos. 1 to 3, 15c. Carborundum or Aloxit—Nos. FF-90, 15c straight.**

### CLOTH, WIRE—

| CLOTH, WIRE |         | Hardware Galvanized    |         |
|-------------|---------|------------------------|---------|
| Mesh        | Sq. ft. | Screen                 | Sq. ft. |
| 1 inch..... | .18     | 12 M—Black.....        | .04     |
| ¾ inch..... | .14     | 14 M—Black.....        | .05     |
| ½ inch..... | .14     | 16 M—Black.....        | .06     |
| 2 mesh..... | .10     | 14 M—Bronze.....       | .16     |
| 3 mesh..... | .10     | 14 M—Galvanized.....   | .05     |
| 4 mesh..... | .10     | 16 M—Galvanized.....   | .06     |
| 6 mesh..... | .11     | 14 M—Opal or Galv..... | .05     |
| 8 mesh..... | .12     | 16 M—Opal or Galv..... | .06     |

## RETAIL SELLING PRICES—Continued.

## COAL—Blacksmith—

Catch weight sacks, per 100 lbs. .... \$2.50

## COAL CHUTES—Hercules—

|                   |       |                   |       |
|-------------------|-------|-------------------|-------|
| No. 1, 16x18..... | 18.00 | No. 5, 20x24..... | 17.50 |
| No. 2, 18x20..... | 15.00 | No. 6, 16x18..... | 14.50 |
| No. 3, 20x24..... | 20.00 | No. 7, 20x24..... | 17.50 |
| No. 4, 16x18..... | 11.00 | No. 8, 18x24..... | 28.00 |

## COCKS—

| No.       | Each               | No.                  | Each            |
|-----------|--------------------|----------------------|-----------------|
| Ball 660— | 1/4-inch... 1.50   | Floats 395—5-inch... | .75             |
|           | 3/8-inch... 1.75   |                      | 6-inch... 1.00  |
|           | 1/2-inch... 2.15   |                      | 7-inch... 2.00  |
|           | 3/4-inch... 4.00   |                      | 8-inch... 3.00  |
|           | 1-inch... 6.25     |                      | 10-inch... 5.90 |
| 1285      | 1/4-inch... 2.50   | Gas Hose—            | 3/8-inch... .55 |
|           | 1/2-inch... 2.75   |                      | 1/2-inch... .60 |
|           | 3/4-inch... 3.50   |                      | 3/4-inch... .80 |
|           | 1-inch... 6.25     |                      |                 |
|           | 1 1/4-inch... 9.75 |                      |                 |

Service, Standard—Square or Flat Head—

|            |      |     |        |        |      |
|------------|------|-----|--------|--------|------|
| Each ..... | 3/4" | 1"  | 1 1/4" | 1 1/2" | 2"   |
|            | .80  | .85 | .95    | 1.10   | 1.85 |
|            |      |     |        |        | 2.90 |
|            |      |     |        |        | 4.00 |
|            |      |     |        |        | 7.00 |

COPPER—Sheet, 60c lb.; Bars, round, 70c lb.; Tubing, 75c lb.

## COPPER WARE—Rome Nickel Plated—

|                  |      |               |      |
|------------------|------|---------------|------|
| Tea Kettles..... | Each | 5 pints ..... | 2.50 |
| 8 1/4 inch.....  | 3.00 | 6 pints ..... | 2.75 |
| 9 1/4 inch.....  | 3.25 | Tea Pots..... | Each |
| 10 1/4 inch..... | 3.50 | 2 pints ..... | 1.75 |
| Coffee Pots..... | Each | 3 pints ..... | 2.00 |
| 3 pints .....    | 3.00 | 4 pints ..... | 2.25 |
| 4 pints .....    | 3.25 | 5 pints ..... | 2.50 |

## COPPERS, SOLDERING—Family—

|                            |      |
|----------------------------|------|
| 1 .....                    | 1.65 |
| 2 .....                    | 1.50 |
| Tinners—                   |      |
| 1/2 pound, per pair.....   | .25  |
| 1 pound, per pair.....     | .40  |
| 1 1/2 pound, per pair..... | .60  |
| 2 pound, per pair.....     | .80  |
| 3 to 4 pounds .....        | .75  |

CORD—(Saab)—Samson Spot Braided. Common. \$1.85 per lb.; Silver Lake, \$1.85 per lb.; Waterproof-coil, \$1.85 per lb.; 3-16 inch, \$2.85 per hank; 7-32 inch, \$3.75 per hank; 1/4 inch, \$4.75 per hank; 5-16 inch, \$7.25 per hank; 3/4 inch, \$10.25 per hank.

## CORD, TINNED PICTURE—

No. 0, 10c pkg.; 1, 15c; 2, 15c; 3, 20c; 4, 25c.

## COTTERS—Hammer Lock or Regular Spring.

| Length           | 1-16, 5-64, 3-32 in. | 1/2 in. | 5-32 in. |
|------------------|----------------------|---------|----------|
| 100              | 1000                 | 100     | 1000     |
| 1000             | 1000                 | 1000    | 1000     |
| 1/4-inch.....    | \$ .20               | \$1.25  | \$ .30   |
| 3/8-inch.....    | .25                  | 1.40    | .30      |
| 1/2-inch.....    | .25                  | 1.65    | .35      |
| 3/4-inch.....    | .25                  | 1.80    | .40      |
| 1-inch.....      | .30                  | 2.05    | .45      |
| 1 1/4-inch.....  | .35                  | 2.50    | .50      |
| 1 1/2-inch.....  | .40                  | 2.85    | .60      |
| 2-inch.....      | .45                  | 3.40    | .70      |
| 2 1/2-inch.....  | .50                  | 4.75    |          |
| 3-inch.....      | .55                  |         |          |
| 3 1/2-inch.....  | .60                  |         |          |
| 4-inch.....      | .70                  |         |          |
| 4 1/2-inch.....  | .80                  |         |          |
| 5-inch.....      | .90                  |         |          |
| 5 1/2-inch.....  | 1.00                 |         |          |
| 6-inch.....      | 1.10                 |         |          |
| 6 1/2-inch.....  | 1.25                 |         |          |
| 7-inch.....      | 1.40                 |         |          |
| 7 1/2-inch.....  | 1.50                 |         |          |
| 8-inch.....      | 1.60                 |         |          |
| 8 1/2-inch.....  | 1.75                 |         |          |
| 9-inch.....      | 1.85                 |         |          |
| 9 1/2-inch.....  | 2.00                 |         |          |
| 10-inch.....     | 2.10                 |         |          |
| 10 1/2-inch..... | 2.25                 |         |          |
| 11-inch.....     | 2.40                 |         |          |
| 11 1/2-inch..... | 2.50                 |         |          |
| 12-inch.....     | 2.60                 |         |          |
| 12 1/2-inch..... | 2.75                 |         |          |
| 13-inch.....     | 2.90                 |         |          |
| 13 1/2-inch..... | 3.00                 |         |          |
| 14-inch.....     | 3.10                 |         |          |
| 14 1/2-inch..... | 3.20                 |         |          |
| 15-inch.....     | 3.30                 |         |          |
| 15 1/2-inch..... | 3.40                 |         |          |
| 16-inch.....     | 3.50                 |         |          |
| 16 1/2-inch..... | 3.60                 |         |          |
| 17-inch.....     | 3.70                 |         |          |
| 17 1/2-inch..... | 3.80                 |         |          |
| 18-inch.....     | 3.90                 |         |          |
| 18 1/2-inch..... | 4.00                 |         |          |
| 19-inch.....     | 4.10                 |         |          |
| 19 1/2-inch..... | 4.20                 |         |          |
| 20-inch.....     | 4.30                 |         |          |
| 20 1/2-inch..... | 4.40                 |         |          |
| 21-inch.....     | 4.50                 |         |          |
| 21 1/2-inch..... | 4.60                 |         |          |
| 22-inch.....     | 4.70                 |         |          |
| 22 1/2-inch..... | 4.80                 |         |          |
| 23-inch.....     | 4.90                 |         |          |
| 23 1/2-inch..... | 5.00                 |         |          |

CRAYON—Lumber, 10c; Soapstone, 5c.

## CUTTERS—Pipe—Barnes, No. 1, \$4.00 each; 2, \$5.25; 3, \$8.60; 4, \$16.75; 5, \$26.50.

Saunders—No. 1, \$3.25 each; 2, \$4.75; 3, \$11.25.

Trim—No. 1, \$4.00 each; 2, \$5.25; 3, \$8.60.

DAMPERS—Stove Pipe—No. 3, 20c each; 4, 20c; 5, 25c; 6, 25c; 7, 40c; 8, 60c; 9, 80c; 10, 95c.

DIVIDERS—Wing, No. 1, 35 & 50, 6-in., 85c pr.; 7-in., 90c; 8-in., \$1.00; 10-in., \$1.35. No. 35, 6-inch, 75c pair; 7-inch, 85c; 8-inch, \$1.00; 10-inch, \$1.25; 12-inch, \$1.35; 14-inch, \$2.50.

Excelsior—6-inch, 90c; 8-inch, \$1.25; 10-inch, \$1.65.

## DOLLIES—Timber—

No. 649, 6-inch ..... \$9.00 No. 650, 8-inch ..... \$12.50

## DOORS—Ash Pit—

|            |      |             |      |
|------------|------|-------------|------|
| 8x8 .....  | 2.00 | 10x12 ..... | 2.75 |
| 8x10 ..... | 2.25 | 12x15 ..... | 5.50 |

ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.

## DOORS—Screen, Black—

|                                     |      |
|-------------------------------------|------|
| Common, 3/4-inch, 2-6x6-6 .....     | 3.75 |
| Common, 3/4-inch, 2-8x6-8 .....     | 3.90 |
| Common, 1 1/4-inch, 2-6x6-6 .....   | 4.00 |
| Common, 1 1/4-inch, 2-6x6-8 .....   | 4.40 |
| Common, 1 1/4-inch, 2-10x6-10 ..... | 4.65 |
| Common, 1 1/4-inch, 8x7 .....       | 5.00 |

## DRILLS—

Goodell-Pratt Bench Drills—

| No.                          | Each  | No.                         | Each  |
|------------------------------|-------|-----------------------------|-------|
| 8 .....                      | 7.25  | 87 .....                    | 11.50 |
| 8 1/2 .....                  | 9.50  | 97 .....                    | 12.50 |
| 9 1/2 .....                  | 13.25 | 118 .....                   | 7.25  |
| 10 1/2 .....                 | 23.60 |                             |       |
| 490 1/2 .....                | 17.80 | Yankee—Millers Falls, Hand— |       |
| 1003 .....                   | 13.00 | 1 .....                     | 3.25  |
| 1005 .....                   | 21.50 | 2 .....                     | 4.75  |
| 11 .....                     | 22.00 | 2B .....                    | 4.25  |
| Goodell-Pratt Breast Drills— |       | 3A .....                    | 3.75  |
| 6 .....                      | 5.85  | 5 .....                     | 3.75  |
| 07 .....                     | 5.50  | 98 .....                    | 5.75  |
| 245 .....                    | 5.00  | 105 .....                   | 2.50  |
| 279 .....                    | 13.25 | 306 .....                   | 4.75  |
| Millers Falls (Breast)—      |       | 343 .....                   | 3.00  |
| 12 .....                     | 6.50  | 1980 .....                  | 6.00  |
| 12 A .....                   | 6.25  |                             |       |

Drill Presses—Millers Falls

|          |       |           |       |
|----------|-------|-----------|-------|
| 20 ..... | 11.00 | 23 .....  | 7.50  |
| 21 ..... | 15.00 | 210 ..... | 15.00 |
| 22 ..... | 5.00  |           |       |

Hand Drills—

| No.         | Each | No.        | Each  |
|-------------|------|------------|-------|
| 4 .....     | 3.10 | 445 .....  | 7.00  |
| 4 1/2 ..... | 2.55 | 455 .....  | 8.00  |
| 5 .....     | 5.00 | 548 .....  | 10.50 |
| 5 1/2 ..... | 5.00 | 550 .....  | 10.50 |
| 49 .....    | 2.00 | 555 .....  | 12.25 |
| 52 .....    | 2.75 | 1430 ..... | 8.75  |
| 53 .....    | 3.80 | 1445 ..... | 7.00  |
| 54 .....    | 3.65 | 1455 ..... | 8.00  |
| 154 .....   | 5.00 | 1530 ..... | 5.50  |
| 259 .....   | 6.00 | 1540 ..... | 8.50  |
| 329 .....   | 3.10 | 1545 ..... | 10.25 |
| 385 .....   | 7.25 | 1550 ..... | 10.50 |
| 379 .....   | 3.80 | 1555 ..... | 12.25 |

Chain Drills—Goodell-Pratt

|           |      |            |      |
|-----------|------|------------|------|
| 307 ..... | 4.50 | 318 .....  | 6.60 |
| 316 ..... | 4.50 | 1500 ..... | 4.50 |
| 317 ..... | 5.50 |            |      |

Yankee Automatic

|          |      |          |      |
|----------|------|----------|------|
| 41 ..... | 3.00 | 44 ..... | 8.50 |
| 42 ..... | 2.25 | 50 ..... | 4.50 |

Yankee Chucks and Drill Points

| No.       | Set. | No.       | Set. |
|-----------|------|-----------|------|
| 300 ..... | 1.00 | 305 ..... | .50  |
| 301 ..... | 1.00 |           |      |

Yankee Drill Points

Set of 3, 75c; each 10c.

Bits, Wood (Syracuse Pattern)

| Thirtyseconds— | Each | No.      | Each |
|----------------|------|----------|------|
| 2 .....        | .25  | 12 ..... | .50  |
| 3 .....        | .25  | 13 ..... | .55  |
| 4 .....        | .25  | 14 ..... | .60  |
| 5 .....        | .25  | 15 ..... | .65  |
| 6 .....        | .25  | 16 ..... | .70  |
| 7 .....        | .25  | 17 ..... | .75  |
| 8 .....        | .25  | 18 ..... | .85  |
| 9 .....        | .25  | 19 ..... | .90  |
| 10 .....       | .25  | 20 ..... | .95  |
| 11 .....       | .25  | 24 ..... | 1.25 |

Bit Stock Twist Drills for metal or wood—

|             |     |             |      |
|-------------|-----|-------------|------|
| 1-16 .....  | .15 | 15-32 ..... | .80  |
| 3-32 .....  | .20 | 1/4 .....   | .90  |
| 1/2 .....   | .23 | 17-32 ..... | 1.00 |
| 5-32 .....  | .25 | 9-16 .....  | 1.10 |
| 3-16 .....  | .30 | 19-32 ..... | 1.30 |
| 7-32 .....  | .35 | 1/2 .....   | 1.30 |
| 1/2 .....   | .40 | 11-16 ..... | 1.40 |
| 9-32 .....  | .45 | 3/4 .....   | 1.60 |
| 5-16 .....  | .55 | 13-16 ..... | 1.80 |
| 11-32 ..... | .60 | 1/2 .....   | 2.00 |
| 3/4 .....   | .65 | 15-16 ..... | 2.20 |
| 13-32 ..... | .70 | 1 .....     | 2.40 |
| 7-16 .....  | .75 |             |      |

Straight Shank Carbon steel, Short Set—

|             |     |             |      |
|-------------|-----|-------------|------|
| 1-32 .....  | .15 | 7-32 .....  | .25  |
| 3-64 .....  | .15 | 15-64 ..... | .25  |
| 1-16 .....  | .15 | 1/4 .....   | .80  |
| 5-64 .....  | .15 | 9-32 .....  | .35  |
| 3-32 .....  | .15 | 5-16 .....  | .40  |
| 7-64 .....  | .15 | 11-32 ..... | .45  |
| 1/2 .....   | .15 | 3/4 .....   | .50  |
| 9-64 .....  | .15 | 13-32 ..... | .60  |
| 5-32 .....  | .15 | 7-16 .....  | .70  |
| 11-64 ..... | .20 | 15-32 ..... | .85  |
| 3-16 .....  | .20 | 1/2 .....   | 1.00 |
| 13-64 ..... | .20 |             |      |

Straight Shank, Wire Gauge Carbon Steel—

|                |     |                |     |
|----------------|-----|----------------|-----|
| 1 to 5 .....   | .25 | 36 to 40 ..... | .16 |
| 6 to 10 .....  | .22 | 41 to 45 ..... | .16 |
| 11 to 15 ..... | .20 | 46 to 50 ..... | .15 |
| 16 to 20 ..... | .20 | 51 to 55 ..... | .15 |
| 21 to 25 ..... | .20 | 56 to 60 ..... | .15 |
| 26 to 30 ..... | .16 | 61 to 80 ..... | .15 |
| 31 to 35 ..... | .16 |                |     |

# HARDWARE WORLD

## RETAIL SELLING PRICES—Continued.

213

### ELECTRICAL APPLIANCES—

|                                                               |                     |
|---------------------------------------------------------------|---------------------|
| Universal Goods—                                              |                     |
| Dishes, Chafing—                                              | E9437 .....17.50    |
| E921 .....15.75                                               | E9439 .....19.00    |
| E940 .....25.00                                               | E9635 .....14.00    |
| E9850 .....21.50                                              | E9637 .....15.00    |
| Grills—                                                       | E9639 .....16.50    |
| E982 .....11.50                                               | E9646 .....20.00    |
| E984 .....13.50                                               | E9649 .....22.50    |
| Heaters, Immersion—                                           | E9676 .....11.50    |
| E970 .....6.50                                                | Ranges, Table—      |
| Irons, Curling—                                               | E9841 .....22.50    |
| E9901 .....6.75                                               | Stoves—             |
| E99011 .....7.50                                              | E998 .....10.00     |
| Irons, Pressing—                                              | E1997 .....10.00    |
| E901 .....8.50                                                | E9960 .....9.00     |
| E902 .....7.50                                                | Toasters—           |
| E905 .....7.50                                                | E945 .....8.00      |
| E9023 .....6.75                                               | E946 .....7.50      |
| E9035 .....7.50                                               | Urns, Coffee—       |
| E9051 .....7.50                                               | E916 .....20.00     |
| E9081 .....8.50                                               | E919 .....21.50     |
| Irons, Waffle—                                                | E9136 .....17.00    |
| E930 .....18.00                                               | E9146 .....22.50    |
| Pads, Heating—                                                | E9149 .....25.00    |
| E9940 .....12.50                                              | E9166 .....27.50    |
| Percolators—                                                  | E9169 .....30.00    |
| E9025 .....18.50                                              | E9176 .....18.50    |
| E9027 .....14.00                                              | E9179 .....20.00    |
| E9029 .....15.00                                              | E9166044 .....50.25 |
| E9435 .....16.00                                              | E9169044 .....52.75 |
| Hot Point Goods—                                              |                     |
| Chafing Dishes—No. 20501, \$12.00 each; 20502, \$19.00;       |                     |
| 20503, \$22.00.                                               |                     |
| Coffee Percolators—No. 20610, \$11.00 each; 20611,            |                     |
| \$11.00; 20620, \$13.50; 20621, \$13.75; 20622, \$18.75;      |                     |
| 20650, \$18.75; 20651, \$25.00; 20652, \$28.50.               |                     |
| Grills—20101, \$10.00 each; 20103, \$13.50; 20104,            |                     |
| \$11.50.                                                      |                     |
| Percolator Sets—41484—\$47.75; 41486, \$38.00; 41585,         |                     |
| \$45.75.                                                      |                     |
| Curling Irons—112L1, \$7.25; 112L2, \$6.25.                   |                     |
| Heaters—No. 30501, \$21.00; 30502, \$28.50; 30503,            |                     |
| \$38.50; 30603, \$30.00; 30604, \$42.00.                      |                     |
| Heating Pads—50142, \$8.00; 50151, \$9.75;                    |                     |
| Immersion Heaters—50201, \$6.25; 50202, \$7.50; 50203,        |                     |
| \$8.50.                                                       |                     |
| Irons—No. 11203, \$6.25; 11205, \$7.25; 11206, \$7.25;        |                     |
| 11307, \$9.50; 11308, \$9.50; 11310, \$11.00; 11312, \$16.00; |                     |
| 11315, \$17.50.                                               |                     |
| Ovenette—No. 40701, \$8.50.                                   |                     |
| Stoves—No. 20301, \$6.50; 20302, \$7.00; 40101, \$9.00;       |                     |
| 40102, \$10.25; 40103, \$14.25; 40104, \$16.50; 40105,        |                     |
| \$19.50; 40106, \$7.50.                                       |                     |
| Toaster—No. 114T5, \$7.25; 114T5½, \$6.75; 115T1,             |                     |
| \$7.25.                                                       |                     |
| Vacuum Cleaners—No. 60102, \$37.50 each; 60103, \$42.00.      |                     |
| Attachments, \$10.00.                                         |                     |

### ELECTRICAL SUNDRIES—

|                                                  |      |      |
|--------------------------------------------------|------|------|
| Attachment Plugs, No. 903, Benjamin.....         | Each | .80  |
| No. 500, Bryant.....                             |      | .20  |
| Bells, 2½-inch Eclipse, Iron Box.....            |      | .85  |
| 8-inch Eclipse, Iron Box.....                    |      | .85  |
| Buzzers, Iron Box.....                           |      | .75  |
| Watch Case.....                                  |      | .75  |
| Oleats, 2 and 3 wire, unglazed.....              | Pair | .06  |
| Clusters, No. 92, Benjamin, 2-light.....         | Each | 1.15 |
| No. 93, Benjamin, 3-light.....                   |      | 1.75 |
| No. 94, Benjamin, 4-light.....                   |      | 1.75 |
| Porcelain Rings for Clusters.....                | Foot | .10  |
| Cord, No. 18, Green and Yellow Twisted Lamp..... |      | .06  |
| No. 18, Heater, Twisted.....                     |      | .10  |
| Fuses, 6, 10, 15, 20, 25, 30 amp.....            | Each | .10  |
| Globes, 6x3¼, R. I. Ball.....                    |      | .60  |
| 8x3¼ or 4, Ball.....                             |      | 1.25 |
| Knobs, No. 5¼, solid.....                        |      | .08½ |
| No. 5½, split.....                               |      | .05  |
| Lamp Guards, Style A—16 C. P.....                |      | .80  |
| Style H—16 C. P.....                             |      | .85  |
| Style H—32 C. P.....                             |      | .45  |
| Loxon, 40 watt (guard only).....                 |      | .65  |
| Loxon, 60 watt (guard only).....                 |      | .70  |
| Key for Loxon Guards.....                        |      | .10  |
| Loom, 7-32 (250 feet in coil).....               | Foot | .10  |
| ¾ (250 feet in coil).....                        |      | .11  |
| Receptacles, No. 226, Porcelain Cleat.....       | Each | .25  |
| No. 195, Freeman Key, brass.....                 |      | .65  |
| No. 188, Freeman Key, brass.....                 |      | .75  |
| Rosettes, No. 819, Cleat.....                    |      | .15  |
| No. 333, Concealed.....                          |      | .25  |
| Switches, No. 400, Common Snap.....              |      | .50  |
| No. 403, Indicating Snap.....                    |      | .50  |
| No. 459, 8-way Snap.....                         |      | .85  |
| No. 4401, Single Pole Push.....                  |      | .60  |
| No. 4408, 8-way Push.....                        |      | .75  |
| No. 707, Single Pole, 1-way Baby Knife.....      |      | .40  |

|                                                                 |                                                  |        |
|-----------------------------------------------------------------|--------------------------------------------------|--------|
| No. 708, Single Pole, 2-way Baby Knife.....                     |                                                  | .60    |
| No. 709, Double Pole, 1-way Baby Knife.....                     |                                                  | .65    |
| No. 710, Double Pole, 2-way Baby Knife.....                     |                                                  | .85    |
| Sockets, ¼-inch and Pendant Cap Key BB.....                     |                                                  | .45    |
| Pull Chain.....                                                 |                                                  | .85    |
| Shades, 8-inch Tin Cone.....                                    |                                                  | .55    |
| 10-inch Tin Cone.....                                           |                                                  | .60    |
| 8-inch Flat Tin.....                                            |                                                  | .50    |
| 10-inch Flat Tin.....                                           |                                                  | .75    |
| Shade Holders, 2¼-inch P. & A., BB.....                         |                                                  | .15    |
| 3¼-inch P. & A., BB.....                                        |                                                  | .25    |
| Tubes, Porcelain, 5-16x3.....                                   |                                                  | .02½   |
| 5-16x4.....                                                     |                                                  | .04½   |
| 5-16x5.....                                                     |                                                  | .06    |
| 5-16x6.....                                                     |                                                  | .07    |
| Tape, Durafix Friction, ¼-lb. rolls.....                        |                                                  | .85    |
| Stickite Friction, ¼-lb. rolls.....                             |                                                  | .85    |
| Paraweld Rubber, ½-lb. rolls.....                               |                                                  | .85    |
| Wire, No. 10, S. B. Solid R. C.....                             | Foot                                             | .05½   |
| No. 12, S. B. Solid R. C.....                                   |                                                  | .04    |
| No. 14, S. B. Solid R. C.....                                   |                                                  | .08    |
| No. 18, Single Bell.....                                        | Lb.                                              | .90    |
| No. 20, Twisted Bell.....                                       |                                                  | .90    |
| No. 18, Black R. O. Fixture.....                                | 100 Feet                                         | 1.40   |
| EMERY—Per lb., 25c.                                             |                                                  |        |
| Stones—See Stones.                                              |                                                  |        |
| Cloth—See Cloth.                                                |                                                  |        |
| Wheels—See Wheels.                                              |                                                  |        |
| EXPANSION SHIELDS—                                              |                                                  |        |
| Star Machine Bolt Type—¼ in., \$4.50 per hundred; 5-16,         |                                                  |        |
| \$5.50; ¾, \$6.50; 7-16, \$8.00; 1, \$9.00; 1½, \$12.00; 2,     |                                                  |        |
| \$18.00; ¾, \$30.00; 1-inch, \$37.50.                           |                                                  |        |
| Sebeco Lag Screw Type—3-16 in., \$2.65 per hundred; ¼,          |                                                  |        |
| \$2.96; 5-16, \$3.31; ¾, \$4.21; 7-16, \$5.59; 1, \$6.08; 1½,   |                                                  |        |
| \$4.76; ¾, \$12.58; 1, \$16.79; 1-inch, \$20.98.                |                                                  |        |
| FASTENERS—Caseament, common brass plated, 80c; Sash             |                                                  |        |
| common brass plated, 15c, two for 25c.                          |                                                  |        |
| FAUCETS—Cork Lined—                                             |                                                  |        |
| 8-inch, each.....                                               |                                                  | \$ .20 |
| 7-inch, each.....                                               |                                                  | \$ .15 |
| 9-inch, each.....                                               |                                                  | .25    |
| FELT—Deadening—¾ lb. size, roll \$4.50; 1-lb., \$5.65; 1½-      |                                                  |        |
| lb., \$8.50; 2-lb., \$10.00.                                    |                                                  |        |
| FIBRE WARE—                                                     |                                                  |        |
| Funnels—                                                        |                                                  |        |
| Each.....                                                       |                                                  |        |
| 1 quart.....                                                    | 2.50                                             |        |
| ½ gallon.....                                                   | 8.00                                             |        |
| 2 quart.....                                                    | 8.75                                             |        |
| 1 gallon.....                                                   | 8.75                                             |        |
| Keelers—                                                        |                                                  |        |
| 45 lbs.....                                                     | 2.25                                             |        |
| 60 lbs.....                                                     | 2.50                                             |        |
| 80 lbs.....                                                     | 2.75                                             |        |
| 95 lbs.....                                                     | 3.75                                             |        |
| Lunch Boxes—                                                    |                                                  |        |
| Small.....                                                      | .25                                              |        |
| Larger.....                                                     | .80                                              |        |
| Largest.....                                                    | .85                                              |        |
| Folding.....                                                    | .40                                              |        |
| Measures—                                                       |                                                  |        |
| 1 pint.....                                                     | 2.25                                             |        |
| Figures and Letters (STEEL)—                                    |                                                  |        |
| Figures.....                                                    | Set                                              | Each   |
| 1 inch.....                                                     | 1.25                                             | .20    |
| ¾ inch.....                                                     | 1.50                                             | .25    |
| 8-16 inch.....                                                  | 1.50                                             | .25    |
| ¾ inch.....                                                     | 2.00                                             | .80    |
| 1 inch.....                                                     | 2.50                                             | .80    |
| 5-16 inch.....                                                  | 2.50                                             | .60    |
| ¾ inch.....                                                     | 3.00                                             | .60    |
| 1 inch.....                                                     | 4.50                                             | .85    |
| ¾ inch.....                                                     | 19.25                                            | ...    |
| 1 inch.....                                                     | 29.00                                            | ...    |
| Letters.....                                                    | Set                                              | Each   |
| ¾ inch.....                                                     | 3.75                                             | .20    |
| 1 inch.....                                                     | 4.50                                             | .25    |
| 8-16 inch.....                                                  | 6.00                                             | .40    |
| ¾ inch.....                                                     | 7.50                                             | .40    |
| 1 inch.....                                                     | 9.50                                             | .60    |
| ¾ inch.....                                                     | 16.50                                            | .85    |
| 1 inch.....                                                     | 16.50                                            | .85    |
| FILES—Band saw, slim, 4 inches long, 20c each; 5, 20c; 6,       |                                                  |        |
| 25c; 8, 35c; 10, 50c. Knife, bastard, 4, 35c; 5, 40c; 6,        |                                                  |        |
| 45c; 8, 55c; 10, 65c. Regular Taper, 3-8¼, 15c; 4, 15c;         |                                                  |        |
| 4½, 15c; 5, 20c; 6, 25c; 8, 35c; 10, 55c. Slim                  |                                                  |        |
| Taper, 3-8¼, 15c; 4, 15c; 4½, 15c; 5, 20c; 6, 25c; 8,           |                                                  |        |
| 25c; 8, 30c; 10, 40c. Warding, bastard, 4, 30c; 5, 30c; 6,      |                                                  |        |
| 40c; 8, 40c. Flat, bastard, 4, 25c; 5, 25c; 6, 30c; 8, 35c;     |                                                  |        |
| 10, 50c; 12, 65c; 14, 85c; 16, \$1.20. Half Round, bastard,     |                                                  |        |
| 8-4, 30c; 5, 35c; 6, 40c; 8, 45c; 10, 60c; 12, 75c; 14, \$1.00; |                                                  |        |
| 16, \$1.30. Mill Bastard, 3-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, |                                                  |        |
| 35c; 12, 45c; 14, 70c; 16, 95c. Round Bastard, 3-4, 20c;        |                                                  |        |
| 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 70c; 16, 95c.     |                                                  |        |
| Square Bastard, 3-4, 25c; 5, 30c; 6, 30c; 8, 35c; 10, 50c;      |                                                  |        |
| 12, 65c; 14, 90c; 16, \$1.20.                                   |                                                  |        |
| FIXTURES—Grindstone—Auto—01, \$2.00; 02, \$2.50; 15,            |                                                  |        |
| \$1.25; 17, \$1.35; 19, \$1.50; 21, \$1.75. Am. Heavy; 17,      |                                                  |        |
| \$1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra         |                                                  |        |
| Cranks, 25c.                                                    |                                                  |        |
| FLASHLIGHTS—Eveready Daylens—                                   |                                                  |        |
| Tubular Nos.....                                                | 2602 2604 2612 2616 2619 2627 2628               |        |
| Complete ea.....                                                | \$1.35 \$1.70 \$2.00 \$2.00 \$2.25 \$1.85 \$1.10 |        |
| Case & Bulb, ea.....                                            | 1.15 1.85 1.50 1.65 1.75 .85 .75                 |        |
| Tubular Nos.....                                                | 2630 2631 2632 2633 2634 2638 2659               |        |
| Complete, ea.....                                               | \$1.55 \$1.85 \$2.25 \$2.25 \$2.85 \$3.10 \$3.25 |        |
| Case & Bulb, ea.....                                            | 1.05 1.50 1.75 2.25 2.00 2.75 2.75               |        |
| Pocket Nos.....                                                 | 6954 6961 6962 6971 6972 6991 6992               |        |
| Complete, ea.....                                               | \$1.25 \$1.00 \$1.15 \$1.00 \$1.25 \$1.25 \$1.50 |        |
| Case & Bulb, ea.....                                            | .95 .70 .85 .70 .85 .95 1.10                     |        |
| Tubular Battery Nos.....                                        | 705 706 790 791                                  |        |
| Battery only, each.....                                         | \$ .50 \$ .25 \$ .35 \$ .80                      |        |
| Pocket Battery Nos.....                                         | 700 708 750 751 792 798                          |        |
| Battery only, each.....                                         | \$ .30 \$ .40 \$ .30 \$ .40 \$ .30 \$ .45        |        |

## RETAIL SELLING PRICES—Continued.

## FLASHLIGHTS—Continued—

|                     |                                                  | Kwiklites |  |  |  |  |  |  |
|---------------------|--------------------------------------------------|-----------|--|--|--|--|--|--|
| Tubular Nos.        | 5220 5221 5222 5229 5231 5240 5240B              |           |  |  |  |  |  |  |
| Complete, ea.       | \$1.35 \$1.70 \$2.00 \$2.00 \$2.25 \$1.55 \$1.70 |           |  |  |  |  |  |  |
| Case & Bulb ea.     | 1.15 1.35 1.50 1.65 1.75 1.25 1.40               |           |  |  |  |  |  |  |
| Tubular Nos.        | 6241 6241B 6249 6249B 6248 6248B 6251            |           |  |  |  |  |  |  |
| Complete, ea.       | \$1.85 \$2.00 \$2.35 \$2.55 \$2.25 \$2.45 \$2.75 |           |  |  |  |  |  |  |
| Case & Bulb, ea.    | 1.50 1.65 2.00 2.20 1.75 1.95 2.25               |           |  |  |  |  |  |  |
| Pocket Nos.         | 2472 2573 2475 2475B 2577 2577B 2579             |           |  |  |  |  |  |  |
| Complete, ea.       | 1.00 1.25 1.35 1.85 1.50 1.65 1.90               |           |  |  |  |  |  |  |
| Case & Bulb, ea.    | .70 .85 .95 1.05 1.10 1.25 1.50                  |           |  |  |  |  |  |  |
| Watch Chain Nos.    | 6289 6289B Watch Chain Bat'y No. 1204            |           |  |  |  |  |  |  |
| Complete, each      | \$1.00 \$1.10 Battery only, each                 |           |  |  |  |  |  |  |
| Case and Bulb, each | .75 .85                                          |           |  |  |  |  |  |  |
| Battery only,       |                                                  |           |  |  |  |  |  |  |

|      |                                                         |  |
|------|---------------------------------------------------------|--|
| Nos. | 1202 1203 1206 1207 1271 1301 1308 1309                 |  |
| Each | \$0.30 \$0.35 \$0.80 \$0.30 \$0.30 \$0.50 \$0.40 \$0.40 |  |

FLATTERS—Blacksmith—2-in., \$1.25; 2½-in., \$1.65; 3-in., \$2.00; 3½-in., \$3.00.

FORGES—No. 150 Chicago, \$15.00; No. 151 Chicago, \$17.50; Buffalo—No. 810 Steel Ball Bearing Rivet, \$38.00; No. 722, \$38.00; No. 742H, \$40.00.

FORKS—Hay—Nellie, 94 single harpoon, \$6.25; 95 double harpoon, \$3.85; 96 double harpoon, \$7.75; 97 double harpoon, \$4.25; 98 double harpoon, \$7.85. Grapple, No. 99 (4 tines), \$15.50; No. 100 (6 tines), \$18.00. Jackson Patterns, 4 ft., \$19.00; 4½ ft., \$19.75; 5 ft., \$23.00.

## FREEZERS—Arctic—

| Qts.           | Each. |    |       |
|----------------|-------|----|-------|
| 1              | 4.00  | 2  | 5.65  |
| 2              | 4.60  | 3  | 6.75  |
| 3              | 5.55  | 4  | 8.25  |
| 4              | 6.80  | 6  | 10.45 |
| 6              | 8.60  | 8  | 12.60 |
| 8              | 11.10 | 10 | 18.00 |
| Toy            | 4.00  | 12 | 21.55 |
| White Mountain |       | 15 | 25.60 |
| 1              | 4.85  | 20 | 32.30 |

FROES—Special—Each, 12-in., \$2.00; 14-in., \$2.25; 16-in., \$2.50. Common—Each, 12-in., \$1.75; 14-in., \$1.85; 16-in., \$2.00.

## GARBAGE CANS—(See Cans)—

GATES—Molasses and Oil—  
Perfection—½-inch, 95c each; ¾-inch, \$1.15; 1-inch, \$1.35; 1¼-inch, \$1.50; 1½-inch, \$1.85; 2-inch, \$2.50.  
Stebbin's Pattern—1-inch, 35c each; 1½-inch, 40c; 1¾-inch, 45c; 1½-inch, 50c; 1 13-16 inch, 60c.  
Lock Fast—½-inch, \$1.15 each; ¾-inch, \$1.35; 1-inch, \$1.50; 1¼-inch, \$1.85; 1½-inch, \$2.25.

## GAUGES—BUTT—Stanley—

| No.              | Each | No. | Each |
|------------------|------|-----|------|
| 98               | 1.65 | 77  | 1.65 |
| 94               | 1.85 | 71  | 1.15 |
| 95               | 1.75 | 90  | .85  |
| 95½              | 1.85 | 91  | 1.65 |
| Marking—Stanley— |      | 92  | 2.35 |
| 61               | .25  | 97  | 1.00 |
| 64               | .50  | 98  | 1.90 |
| 65               | 1.00 |     |      |

Enterprise, Self Measuring—No. 61, Faucet, \$6.00; 97, Pump, \$14.50.

Altitude Gauges, \$5.35.  
Steam Gauges, 4½-in. face I O, \$5.35.  
Thermometer, Straight, \$1.50.  
Thermometer, Angle, \$1.75.

## GLASS—Window—

| 8B Grade—       | Large Lots | Small Lots |
|-----------------|------------|------------|
| Single Strength | 70%        | 70%        |

|                              |                          |           |
|------------------------------|--------------------------|-----------|
| Double Strength              | 75%                      | 65%       |
| Extras for Putting In Glass— |                          | Per light |
| First 3 Brackets             |                          | .50       |
| Second 3 Brackets            |                          | .75       |
| Third 3 Brackets             |                          | 1.00      |
| Larger Lights                | \$1.00 per hour, per man |           |

## GLASSES—

| Ground Level— |     | Proved Level— |     |
|---------------|-----|---------------|-----|
| 1%            | .50 | 1%            | .15 |
| 2%            | .60 | 2%            | .15 |
| 2½%           | .65 | 2½%           | .15 |
| 3%            | .70 | 3%            | .20 |
| 3½%           | .75 | 3½%           | .20 |

## GLASSES, GAUGE—Standard—

|    | %   | ¾%  | %    | ¾%  | %    |
|----|-----|-----|------|-----|------|
| 6  | .25 |     |      |     |      |
| 8  | .35 |     |      |     |      |
| 10 | .35 | .25 | .80  | .55 | .75  |
| 12 | .35 | .30 | .85  | .60 | .90  |
| 14 |     | .35 | .45  | .70 | 1.05 |
| 16 |     | .40 | .50  | .85 | 1.25 |
| 18 |     | .45 | .55  | .95 | 1.35 |
| 20 |     | .65 | .80  |     |      |
| 22 |     | .70 | .90  |     |      |
| 24 |     | .80 | 1.00 |     |      |

GLOBES, LANTERN—Cold Blast—Plain, 20c each; Bullseye, 30c; 2 Plain, 25c; 2 Bullseye, 40c; 2 Ruby, 55c.

Railroad—Clear, 20c each; Green or Red, 30c.  
Tubular—Clear, 10c each; Plain, 25c; 3-0 Ruby, 50c; 4-0 Bullseye, 40c; 5-0 Wizard, 25c; 6-0, 25c each.

## GLUE—Dry—

| No. or Brand | Lb. |
|--------------|-----|
| AAA          | .60 |
| B            | .70 |
| OX           | .45 |
| D            | .35 |
| GX           | .50 |
| LXX          | .45 |

## Imperial Liquid—

|               |       |       |       |       |       |       |        |
|---------------|-------|-------|-------|-------|-------|-------|--------|
| Size          | 1 Oz. | ¼ Pt. | ½ Pt. | ¾ Pt. | 1 Pt. | 1 Qt. | 1 Gal. |
| List, Doz.    | 1.06  | 1.80  | 2.80  | 4.50  | 7.00  | 11.25 | 54.00  |
| Sug. Ret. Ea. | .20   | .30   | .30   | .50   | .85   | 1.50  | 4.50   |

## Le Page's Liquid—

|               |       |       |       |       |       |       |       |
|---------------|-------|-------|-------|-------|-------|-------|-------|
| Size          | 1 Oz. | 2 Oz. | ¼ Pt. | ½ Pt. | ¾ Pt. | 1 Pt. | 1 Qt. |
| List, doz.    | 1.60  | 1.65  | 1.80  | 2.80  | 4.50  | 7.00  | 11.25 |
| Sug. Ret. Ea. | .20   | .20   | .30   | .30   | .50   | .85   | 1.50  |

## GOUGES—Bucks, Firmer—

| Size, inches    | ¾     | ¾     | ¾     | ¾     | ¾     | ¾     |
|-----------------|-------|-------|-------|-------|-------|-------|
| List, Dos.      | 7.75  | 8.25  | 8.75  | 9.80  | 10.10 | 11.10 |
| Sug. Ret., Ea.  | 1.00  | 1.10  | 1.20  | 1.25  | 1.35  | 1.50  |
| Size, inches    | 1     | 1½    | 1½    | 1½    | 1½    | 1½    |
| List, Dos.      | 11.65 | 12.05 | 14.50 | 16.00 | 17.95 |       |
| Sug. Ret., Ea.  | 1.60  | 1.75  | 2.00  | 2.25  | 2.50  |       |
| Bucks, Turning— |       |       |       |       |       |       |
| Size, inches    | ¾     | ¾     | ¾     | ¾     | ¾     | ¾     |
| List, Dos.      | 4.45  | 4.80  | 5.30  | 5.65  | 6.45  | 7.30  |
| Sug. Ret., Ea.  | .60   | .65   | .75   | .80   | .90   | 1.00  |
| Size, inches    | 1     | 1½    | 1½    | 1½    | 1½    | 1½    |
| List, Dos.      | 8.05  | 10.15 | 12.95 | 15.05 | 18.25 |       |
| Sug. Ret., Ea.  | 1.15  | 1.40  | 1.75  | 2.00  | 2.50  |       |

## P. S. &amp; W. Firmer—

|            |      |         |      |
|------------|------|---------|------|
| 160—¼ inch | 1.50 | 1 inch  | 2.10 |
| ¾ inch     | 1.50 | 1½ inch | 2.25 |
| 1 inch     | 1.65 | 2 inch  | 2.50 |
| 1½ inch    | 1.70 | 2½ inch | 2.75 |
| 2 inch     | 1.80 | 3 inch  | 2.85 |
| 2½ inch    | 2.00 |         |      |

## GALVANIZED WARE

| Boilers, Coffee |      | Cans, Ash              |      | (Top faucet)    |      | (Puritan)         |      | Water Pots or Sprinklers |      |
|-----------------|------|------------------------|------|-----------------|------|-------------------|------|--------------------------|------|
| 1½ quarts       | .90  | 10 gals.               | 4.80 | 5 gals.         | 2.50 | 14 quarts         | 8.00 | 4 quarts                 | 1.10 |
| 2 quarts        | 1.10 | 16 gals.               | 5.75 |                 |      | 10 quarts         | 1.35 | 6 quarts                 | 1.35 |
| 4 quarts        | 1.35 | 20 gals.               | 6.75 | Oil Cans        |      | 12 quarts         | 1.40 | 8 quarts                 | 1.50 |
| 4 quarts        | 1.90 | 28 gals.               | 7.75 | 1 gal.          | .70  |                   |      | 10 quarts                | 1.75 |
| 6 quarts        | 2.15 |                        |      | 2 gals.         | 1.15 | Stock Pails       |      | 12 quarts                | 2.00 |
| 8 quarts        | 2.60 | Cans, Garbage          |      | 5 gals.         | 2.50 | 14 quarts         | 1.10 | 16 quarts                | 2.50 |
| 10 quarts       | 3.00 | 5% dia. in lots 8 doz. |      |                 |      | 16 quarts         | 1.25 |                          |      |
| 12 quarts       | 3.40 | Smooth, Pall Handle    |      |                 |      | 18 quarts         | 1.40 | Foot Tubs (oval)         |      |
|                 |      | 2 gals.                | 1.15 | (Double seamed) |      | 20 quarts         | 1.60 | 16-inch                  | .95  |
| Boilers, Wash   |      | 5 gals.                | 1.50 | 5 gals.         | 2.00 |                   |      | 17-inch                  | 1.00 |
| 18              | 2.40 | 6 gals.                | 1.85 | (Side faucet)   |      |                   |      | 18-inch                  | 1.20 |
| 21              | 2.75 | 8 gals.                | 2.00 | 5 gals.         | 2.50 | Water Pails       |      | 20-inch                  | 1.40 |
| 23              | 3.85 | 10 gals.               | 2.50 | 1 quart         | .30  | 8 quarts          | .60  | 21-inch                  | 1.75 |
|                 |      | 16 gals.               | 3.00 |                 |      | 10 quarts         | .65  |                          |      |
| Bowls, Wash     |      |                        |      | Coal Hods       |      | 12 quarts         | .75  | Wash Tubs                |      |
| 11 inch diam.   | .80  | Corrugated,            |      | 16 inch         | 1.00 | 14 quarts         | .85  | 18-inch                  | 1.50 |
| 18-inch diam.   | .40  | Side Handles           |      | 17 inch         | 1.20 | 16 quarts         | .95  | 20-inch                  | 2.00 |
|                 |      | 15 gals.               | 6.25 | Camp Kettles    |      | 12 quarts         | 1.05 | 22-inch                  | 2.25 |
| Buckets, Fire   |      | 16 gals.               | 6.75 | 1 gal.          | .40  |                   |      | 24-inch                  | 2.50 |
| 12 quarts       | .90  | 21 gals.               | 7.25 | 1½ gals.        | .55  | (Extra quality)   |      |                          |      |
| 14 quarts       | 1.00 | Gasoline Cans          |      | 2 gals.         | .70  | Refrigerator Pans |      |                          |      |
| 14 quarts       | 1.25 | (1 P & B, 1)           |      | 3 gals.         | .90  | 12-inch           | .80  |                          |      |
| Buckets, Well   |      | 5 gals.                | 3.00 | 4 gals.         | 1.05 | 14-inch           | .95  | (Extra heavy)            |      |
| 10 quarts       | .90  | 1 gal.                 | .85  | Cement Pails    |      | 16-inch           | 1.15 | 20-inch                  | 3.25 |
| 12 quarts       | 1.00 | (Side faucet)          |      | 14 quarts       | 2.25 |                   |      | 22-inch                  | 3.85 |
| 14 quarts       | 1.10 | 5 gals.                | 2.50 |                 |      |                   |      | 24-inch                  | 3.60 |

## RETAIL SELLING PRICES—Continued.

## GRATES—

|                        |              |       |
|------------------------|--------------|-------|
| Air Tight Heater—      | 24 inch..... | 8.75  |
| 16 inch.....           | 27 inch..... | 10.00 |
| 18 inch.....           | 30 inch..... | 11.00 |
| 20 inch.....           |              |       |
| Basket Fire Place—Cast | Low Back—    |       |
| Iron—Fancy Back—       | 16 inch..... | 6.75  |
| 20 inch.....           | 18 inch..... | 7.00  |
| 24 inch.....           | 20 inch..... | 7.25  |
| 27 inch.....           | 22 inch..... | 7.50  |
| Straight Back—         | 24 inch..... | 8.25  |
| 20 inch.....           | 27 inch..... | 9.00  |

GRAPHITE—Flake, per lb., 80c.

## GRINDSTONES—

|                                                                                      |      |               |      |
|--------------------------------------------------------------------------------------|------|---------------|------|
| Loose—                                                                               | Owt. | 19 inch.....  | 1.50 |
| 15 to 40 lbs.....                                                                    | 6.50 |               |      |
| 40 to 200 lbs.....                                                                   | 6.50 | Mounted—Hand— |      |
| Over 200 lbs.....                                                                    | 7.00 | 7 inch.....   | 8.00 |
| Fixtures and Axis—                                                                   |      | 8 inch.....   | 3.25 |
| 15 inch.....                                                                         | 1.25 | 10 inch.....  | 4.00 |
| 17 inch.....                                                                         | 1.40 | 12 inch.....  | 4.50 |
| Pedal Mounts—Prices range from \$9.75 to \$20.25, according to material and quality. |      |               |      |

## HACKSAWS—

|                        |            |               |           |
|------------------------|------------|---------------|-----------|
| Lenox, Power—          | 17" ¾..... | 2.80          |           |
| Lgth. Wdth. Lt. Heavy. | 17" 1..... | 8.25          | 4.15      |
| 8-16.....              | 90         |               |           |
| 10" ¾.....             | 1.15       | Hand, Lenox—  |           |
| 10" ¾.....             | 1.85       | Length.....   | Each Dos. |
| 10" 1.....             | 2.45       | 8-inch.....   | .10 .75   |
| 12" ¾.....             | 1.85       | 9-inch.....   | .10 .85   |
| 12" ¾.....             | 1.60       | 10-inch.....  | .10 1.00  |
| 12" 1.....             | 2.80       | 11-inch.....  | .10 1.10  |
| 12" 1.....             | 2.95       | 12-inch.....  | .15 1.20  |
| 14" ¾.....             | 1.70       | Hand, Victor— |           |
| 14" ¾.....             | 1.90       | 8-inch.....   | .10 .85   |
| 14" 1.....             | 2.65       | 9-inch.....   | .10 .95   |
| 16" ¾.....             | 2.15       | 10-inch.....  | .15 1.10  |
| 16" 1.....             | 3.05       | 12-inch.....  | .15 1.25  |

HACK SAW FRAMES—M. F.—4B, 75c; 6, \$2.50; 9, \$1.85; 15, \$2.75; 77, \$1.00; 78, \$1.50; 1027, \$2.50; 69, \$3.80; 69B, \$2.65; 14, \$3.50; 4 Milford Adj., \$3.75; 7 Milford Adj., \$1.65; 36½ Diaston, \$1.50; 40 Extension, 75c.

HAMMERS—V & B Vanadium, No. 41½, \$2.75 each; Nail Hammers, No. 11½, \$2.25; Ball Pein, No. 2, \$2.00.

HAMMERS—Maydole Carpenter's Nail—No. 1, \$2.25 each; 1½, \$2.10; 2, \$2.00; 11, \$2.25; 11½, \$2.10; 12, \$2.00; 12½, \$1.85; 13, \$1.75; 14, \$1.65; 200, \$3.00; 611½, \$3.15; 710, \$2.75; 711, \$2.25; 711½, \$2.10; 712, \$2.00; 811½, \$2.85.

Maydole Chipping—No. 100, \$1.90 each; 101, \$1.75; 102, \$1.55; 103, \$1.40. Maydole Cross Pein—No. 174, \$1.50. Maydole Machinist Ball Pein—\$75, \$2.50; \$76, \$2.40; \$77, \$2.25; \$78, \$2.15; \$79, \$2.10; \$70, \$3.00; \$70½, \$2.65; \$71, \$2.85; \$72, \$2.10; \$73, \$2.00; \$74, \$1.85; \$75, \$1.65; \$76, \$1.50; \$77, \$1.40; \$78, \$1.35.

## HAMMERS—

|                           |                           |      |
|---------------------------|---------------------------|------|
| Plumb's Carpenter's Nail— | 1871.....                 | 1.50 |
| K1.....                   | 1872.....                 | 1.50 |
| TO 1½.....                | 1873.....                 | 1.65 |
| A 11.....                 | 1874.....                 | 1.75 |
| A 11½.....                | 1875.....                 | 1.85 |
| A 12.....                 | 1876.....                 | 2.00 |
| O 11½.....                | 1877.....                 | 2.25 |
| O 12.....                 | 1879.....                 | 2.50 |
| P 80.....                 | Plumb's Riveting—         |      |
| P 81.....                 | 220.....                  | 1.25 |
| P 82.....                 | 221.....                  | 1.25 |
| P 83.....                 | 222.....                  | 1.25 |
| P 84.....                 | 228.....                  | 1.50 |
| P 85.....                 | 251.....                  | 1.40 |
| P 86.....                 | 252.....                  | 1.50 |
| P 87.....                 | 253.....                  | 1.60 |
| P 88.....                 | 254.....                  | 1.70 |
| Plumb's Engineer's—       | Plumb's Brick—            |      |
| 261.....                  | 461.....                  | 2.25 |
| 262.....                  | 462.....                  | 1.75 |
| 263.....                  | 3154.....                 | 1.15 |
| 264.....                  | 3155.....                 | 1.50 |
| Plumb's Machinist's Ball  | Plumb's Prospector's Pick |      |
| Pein—                     | 470.....                  | 2.75 |
| 18.....                   | 471.....                  | 2.85 |
| 1870.....                 |                           |      |

HANDLES—Adze, extra select, \$1.00; second growth, \$1.00. Axe—Single or double bit, Boys' No. 1, 60c; Boys' extra select, 60c; Turned No. 1, 60c; extra select hickory, 85c; second growth, \$1.00. Chisel—Hickory, 10c; Leather Tip, 15c. Hammer and Hatchet—Second growth hickory, 13 inch, 29c; 14 inch, 35c; 18 inch, 80c. Peavey Handles—

|                                                                                                                                                                       |                 |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------|
| Hickory, Maple.                                                                                                                                                       | Hickory, Maple. |
| 2¼x4.....                                                                                                                                                             | 2¼x4½.....      |
| 2¼x4½.....                                                                                                                                                            | 2¼x5.....       |
| 2¼x4½.....                                                                                                                                                            | 2¼x5½.....      |
| 2¼x5.....                                                                                                                                                             | 3x5.....        |
| 2¼x5½.....                                                                                                                                                            |                 |
| Pick—36-inch Drift, Select, 50c; Extra Select, 60c; Railroad No. 1, 50c; No. 2, 60c; Select, 70c; Extra Select, 90c. Sledge—36-inch, Select, 60c; Second Growth, 75c. |                 |

Saw, Hand—Diasion, No. 7, 50c; No. D8, 85c; No. 12, \$1.35. Crosscut, Diasion, No. 112, \$1.00; No. 113, \$1.25; No. 114, \$1.50. Simonds Reversible Guard, per pair, \$1.60. Simonds No. 6, 1.60; Atkins No. 24, \$1.60. One Man Cross Cut, No. 218, 45c; Supplementary, 80c. Auger M. F. No. 1, \$1.00; No. 2, \$1.00; No. 3, \$1.50; No. 4, \$2.75; No. 5, \$3.75; No. 6 Com., 15c; Pecks Adj., 50c; Fratts Hatchet, \$4.75.

## HANGERS, BARN DOOR—

|                    |                       |      |
|--------------------|-----------------------|------|
| Flat Track—        | 43—Richards.....      | 1.85 |
| No and Brand.....  | 248—Richards.....     | 1.90 |
| 3—Myers.....       | Round Track—          |      |
| 4—Myers.....       | 5—Wilbern.....        | 2.75 |
| 25—Lanes.....      | 462-2—Richards.....   | 1.90 |
| 34—Richards.....   | Trolley Track—        |      |
| 37-1—Richards..... | 20—Richards.....      | 3.40 |
| 38-1—Richards..... | 20½ B—Richards.....   | 4.50 |
| 38-2—Richards..... | 24-2—Richards.....    | 3.75 |
| 42-3—Richards..... | 27½ B 1—Richards..... | 6.25 |
| 42-4—Richards..... | 120—Richards.....     | 8.50 |
| 42-5—Richards..... | 150—Richards.....     | 9.75 |
| 42-6—Richards..... |                       |      |

## HANGERS, HOUSE DOOR—

|                   |       |                       |      |
|-------------------|-------|-----------------------|------|
| No. or Brand..... | Set.  | No. or Brand.....     | Set. |
| 01—Johns.....     | 8.35  | 15—Frisco.....        | 6.50 |
| 1—Johns.....      | 6.60  | 0105—Lanes.....       | 4.85 |
| 5 D—Prouty.....   | 4.85  | 0105 A—Lanes.....     | 4.65 |
| 5 D—Prouty.....   | 9.75  | 0105 NT—Lanes.....    | 3.75 |
| 011—Richards..... | 2.75  | 105 A—Lanes.....      | 9.45 |
| 11—Richards.....  | 7.50  | 105—Lanes.....        | 9.75 |
| 012—Richards..... | 8.75  | 105 NT—Lanes.....     | 7.75 |
| 12—Richards.....  | 13.50 | 140-1—Richards, pair. | 3.50 |
| 015—Frisco.....   | 8.35  |                       |      |

HATCHETS—Underhill Star, No. 10, Chicago Pat., \$3.10; No. 5, Boston Pat., \$3.00; No. 15 St. Paul Pat., \$3.25.

Sayre—Boston, No. 30, \$3.00; Chicago No. 40, \$3.25.

Flooring—1 Plumb, \$2.50; White, \$3.00.

Broad—1 Plumb, \$2.50; 2, \$2.75; 3, \$3.00; 4, \$3.25; 5, \$3.50; 6, \$4.00.

Bench—(single or double bevel)—8 White, \$2.75; 7, \$2.85; 6, \$3.00; 5, \$3.10; 4, \$3.50.

Claw—1 Plumb, \$2.00; 2, \$2.25; 3, \$2.50.

Shingling—1 Plumb, \$1.90; 2, \$2.00; 3, \$2.10.

Half—1 Plumb, \$1.85; 2, \$1.95.

Barrel or Fruit Box—Sayre 400, \$3.00; Sayre 401, \$2.75.

HEADS—MOP—Cotton—No. 9, 45c each; 13, 60c; 15, 75c; 18, 85c. Linen—No. 012, 75c each; 015, \$1.00; 018, \$1.15; 020, \$1.25.

HINGES AND BUTTS (Screws included)—

Hinges—

No. 900 Lt. Strap Hinges.

No. 904 Lt. Tee Hinges—

Pair

3-inch..... 30 | 3-inch..... | 30 |

4-inch..... 35 | 4-inch..... | 35 |

5-inch..... 35 | 5-inch..... | 35 |

6-inch..... 30 | 6-inch..... | 30 |

No. 985 Cor. Strap Hinges—

Pair

4-inch..... 35 | 4-inch..... | 40 |

5-inch..... 35 | 5-inch..... | 50 |

6-inch..... 45 | 6-inch..... | 60 |

8-inch..... 85 | 8-inch..... | 85 |

10-inch..... 85 | 10-inch..... | 135 |

12-inch..... 135 | 12-inch..... | 165 |

Double-acting, Surface, Comp. type—

HINGES—FLOOR—

Set

Bommer, Jap..... 1.85 | Copper, Brass (tile |  |

Copper, Brass..... 2.00 | or concrete)..... | 5.25 |

Sanded, N. P..... 2.25 | Brass, Sanded, N. P. 6.50 |  |

Oh'go, Copper, Brass 4.25  | Rixon, 7..... | 12.00 |

Sanded, N. P..... 4.75 | 10..... | 16.50 |

Copper, Brass (large) 5.00  | 15..... | 18.75 |

Sanded, N. P..... 5.75 | 20..... | 33.00 |

Corbin, Jap..... 1.85 | 25..... | 38.00 |

Copper, Brass..... 1.90 | 30..... | 50.00 |

Sanded, N. P..... 2.10 | 40..... | 75.00 |

Katz, Copper, Brass..... 2.00 | Standard, R. EA, 450. 7.00 |  |

Brass, sanded..... 2.25 | SHA, E, 450..... | 8.50 |

Copper, Brass (large) 4.85  | R, EA, 452..... | 12.00 |

Brass, Sanded, N. P 6.00  |  |  |

BUTTS—

Butts—No. 888.

Pr. Ds. Pr.

¾-inch..... .10 | .70 |  |

1-inch..... .10 | .80 |  |

1¼-inch..... .10 | .95 |  |

1½-inch..... .10 | 1.10 |  |

1¾-inch..... .10 | 1.10 |  |

2-inch..... .15 | 1.15 |  |

2¼-inch..... .15 | 1.85 |  |

2½-inch..... .30 | 1.60 |  |

3-inch..... .30 | 1.65 |  |

3½-inch..... .35 | 2.25 |  |

4-inch..... .35 | 2.25 |  |

4½-inch..... .35 | 2.25 |  |

No. 840

1½-inch..... .15 | 1.85 |  |

1¾-inch..... .15 | 1.60 |  |

Digitized by Google



## RETAIL SELLING PRICES—Continued.

## BUTTS—Continued—

|            |      |         |      |
|------------|------|---------|------|
| 4½x4½-inch | .95  | 4-inch  | 1.00 |
| 5x5-inch   | 1.15 | 4½-inch | 1.85 |

## No. 241 F&amp;D2

|            |      |
|------------|------|
| 2½x2½-inch | .50  |
| 3x3-inch   | .55  |
| 3½x3½-inch | .60  |
| 4x4-inch   | .75  |
| 4½x4½-inch | 1.10 |
| 5x5-inch   | 1.85 |
| 5½x5½-inch | 1.85 |
| 6x6-inch   | 2.80 |

## No. 241 SF2

|            |      |
|------------|------|
| 2½x2½-inch | .60  |
| 3x3-inch   | .65  |
| 3½x3½-inch | .65  |
| 4x4-inch   | .80  |
| 4½x4½-inch | 1.15 |
| 5x5-inch   | 1.40 |
| 5½x5½-inch | 1.95 |

## No. 160 F&amp;D2

|         |      |
|---------|------|
| 2½-inch | .55  |
| 3-inch  | .70  |
| 3½-inch | .75  |
| 4-inch  | .95  |
| 4½-inch | 1.25 |

## 241 H&amp;N

|            |      |
|------------|------|
| 2½x2½-inch | .65  |
| 3x3-inch   | .70  |
| 3½x3½-inch | .75  |
| 4x4-inch   | .85  |
| 4½x4½-inch | 1.15 |
| 5x5-inch   | 1.75 |
| 5½x5½-inch | 2.00 |
| 6x6-inch   | 3.50 |

## 160 N

|         |      |
|---------|------|
| 2½-inch | .65  |
| 3-inch  | .80  |
| 3½-inch | .85  |
| 4-inch  | 1.05 |
| 4½-inch | 1.40 |

## 160 SF2

|         |      |
|---------|------|
| 2½-inch | .65  |
| 3-inch  | .75  |
| 3½-inch | .85  |
| 4-inch  | 1.00 |

## 165 F&amp;D2

|         |     |
|---------|-----|
| 1½-inch | .50 |
| 2-inch  | .55 |
| 2½-inch | .60 |
| 3-inch  | .75 |
| 3½-inch | .80 |

HOLLOW WARE (Cast Iron)—Dutch Ovens, 10-inch, \$4.00; 11-inch, \$4.75; 12-inch, \$5.50; 13-inch, \$6.50.

Griddles—No. 17, \$1.25 each; 18, \$1.35; 19, \$1.65; 20, \$2.00; 010, \$1.95; 012, \$2.25; 014, \$3.00.

Skillets—Regular 5-inch, \$1.00 each; 8-inch, \$1.25; 10-inch, \$1.50; 11½x2½-inch, \$2.15; 12-inch, \$2.60; 13-inch, \$3.15; Waffle Irons—Size pan, 6½-inch, \$2.50; 7½-inch, \$2.75; 8-inch, \$3.25; deep round frame, 6½-inch, \$3.25; 7½-inch, \$3.50; 8½-inch, \$4.50; deep square frame, 6½x6½-inch, \$3.75; Twin, 11x12, \$6.00; Hotel, 19x12, \$12.00.

Skillets or Spiders—One piece. 8-inch diameter, \$1.10; 9, \$1.25; 10, \$1.50. Seamless, 8, 40c; 9, 45c; 10, 60c.

## HOLLOW WARE, STEEL—

Fry Pans, 6 inch, 35c each; 8, 35c; 9, 40c; 10, 45c; 11, 55c; 12, 60c.

Griddles—Handled top, 9 inch, \$1.00; 10, \$1.15; 11, \$1.30. Bailed top, 11 inch, 50c; 12, 60c; 13 70c.

Skillets or Spiders—One piece, 8-inch diameter, \$1.00; 9, \$1.25; 10, \$1.50. Seamless, 8, 40c; 9, 45c; 10, 60c.

## HOOKS AND EYES—(Price per dozen)—

| No.       | Screw Hooks |       | Screw Eyes |       |
|-----------|-------------|-------|------------|-------|
|           | Steel       | Brass | Steel      | Brass |
| 0         | .60         | ...   | .45        | ...   |
| 1         | .50         | ...   | .40        | ...   |
| 2         | .45         | ...   | .35        | ...   |
| 3         | .40         | ...   | .30        | ...   |
| 4 or 104  | .80         | ...   | .25        | ...   |
| 5 or 105  | .25         | ...   | .20        | .75   |
| 6 or 106  | .15         | .75   | .15        | .60   |
| 7 or 107  | .15         | .60   | .15        | .45   |
| 8 or 108  | .15         | .45   | .10        | .40   |
| 9 or 109  | .10         | .35   | .10        | .35   |
| 10 or 110 | .10         | .30   | .10        | .30   |
| 11 or 111 | .10         | .25   | .10        | .25   |
| 12 or 112 | .10         | .20   | .10        | .20   |
| 13 or 113 | .10         | .15   | .10        | .15   |
| 14 or 114 | .10         | .10   | .10        | .10   |

## Gate Hooks and Eyes—

|                 |     |     |      |      |      |      |      |
|-----------------|-----|-----|------|------|------|------|------|
| Size            | 1½  | 2   | 2½   | 3    | 3½   | 4    | 6    |
| No. 40, steel   | .20 | .35 | .30  | .40  | .45  | .50  | .85  |
| No. 1040, brass | .75 | .90 | 1.10 | 1.50 | 1.75 | 2.00 | 3.50 |

Gross lots, 35% off list.

|                         |      |                          |     |
|-------------------------|------|--------------------------|-----|
| Ceiling—                | Ea.  | Wire, tinned             | .25 |
| 2½-inch cast iron       | .45  | Wire, nickel plated      | .35 |
| 2½-inch cast iron       | 1.50 | Clothes Line—            | Ea. |
| 2½-inch, other finishes | 1.60 | Malleable iron, Jap...   | .10 |
| Cast, coppered          | .40  | Malleable iron, Galv...  | .15 |
| Wire, coppered          | .30  | Grass—                   | Ea. |
| Wire, Japanned          | .30  | 14-in., 16-in., 18-in... | .05 |
| Wire, tinned            | .35  | Bronzed                  | .65 |
| Wire, nickel plated     | .45  | 12-in. enameled, green   | .60 |
| Wire, brass plated      | .45  | 12-in. enameled, black   | .75 |
| Coat and Hat—           | Ea.  | Finest quality steel...  | .90 |
| Double, cast, heavy     | .60  | Forged tool steel....    | .60 |
| Single, cast            | .40  | Hammock—                 | Ea. |
| Medium, cast            | .90  | To screw                 | .15 |
| Heavy, cast             | 1.25 | With plate               | .15 |
| Cast, nickel plated     | 1.25 | Hay Fork—                | Ea. |
| Cast, copper finish     | .95  | ¾-inch pl. wr'ght steel  | .80 |
| Cast, brass finish      | 1.00 | ¾-inch pl. wr'ght steel  | .45 |
| Cast bronze, all fin... | 4.75 | ¾-inch galvanized        | .15 |
| Porcelain, solid        | 2.00 | ¾-inch galvanized        | .15 |
| Wire, Japanned          | .20  | 7-16-inch galvanized..   | .20 |
|                         |      | ¾-inch galvanized        | .35 |

HOSE, GARDEN—Coupled, in 50 foot lengths—5 ply, ½-in., 17c per foot; 5 ply, ¾-in., 21c; 6 ply, ½-in., 20c; 6 ply, ¾-in., 25c; 7 ply, ½-in., 25c; 7 ply, ¾-in., 31c; Tested, 5 ply, ½-in., 20c; Tested, 5 ply, ¾-in., 25c.

Reel, not coupled—Goodrich Ribbed, ½-in., 80c per foot; ¾-in., 40c; Second Quality, ½-in., 28c; ¾-in., 35c; Third Quality, ½-in., 22c; ¾-in., 26c.

HOSE COUPLINGS—Com. Size ¾, each 80c; ¾, 80c; 1, 45c.

## IRON—Bars, Small Lots (Outting Extra).

|                                |              |
|--------------------------------|--------------|
| Common Bar                     | .06 lb. Base |
| Angle Iron, ¾-inch             | .10          |
| Angle Iron, 3-16-inch          | .08          |
| Angle Iron, ¼-inch and heavier | .07%         |
| Rd., sq. and sq. twisted—      |              |
| ¼-inch and smaller             | 7.50 Base    |
| 5-16 inch                      | 7.00         |
| ¾ to 2½-inch                   | 6.50         |
| 3-inch and larger              | 7.50         |
| Flats, all sizes               | 6.50         |

## IRONS—

|                           |                |                |      |
|---------------------------|----------------|----------------|------|
| Plane, Stanley or Bailey— | 2½-inch Single | .90            |      |
| 1½-inch—Block             | .45            | 1½-inch Double | 1.05 |
| 1½-inch Single            | .65            | 2-inch Double  | 1.80 |
| 2-inch Single             | .70            | 2½-inch Double | 1.80 |
| 2½-inch Single            | .75            | 2½-inch Double | 1.85 |
| 2½-inch Single            | .85            | 2½-inch Double | 1.45 |

## IRONS—Sad. Common, 16c lb.

Mrs. Potts—No. 50, \$2.65 set; No. 55, polished iron, \$3.00 set; No. 550, 12 lbs., \$2.70 set. Sensible Laundry—No. 25, \$3.00 set; Asbestos Laundry, No. 70, \$3.25 set; G. Pressing, 15c lb.; T Tailors' Goosa, 15c lb.; N Gasoline, \$5.25 each.

## LACING—Belt—

| Rawhide, Cut               |     |                         |     |
|----------------------------|-----|-------------------------|-----|
| Size ¼, per ft. . . . .    | .04 | 8, coil                 | .80 |
| Size 5-16, per ft. . . . . | .05 | O M, 1 M, 2 M, 3 M, spl | .80 |
| Size ¾, per ft. . . . .    | .06 |                         |     |
| Size ½, per ft. . . . .    | .08 | Hooks Doz.              |     |
| Size ¾, per ft. . . . .    | .10 | 10                      | .05 |
| Size ¾, per ft. . . . .    | .12 | 9                       | .05 |
| Wire                       |     | 8                       | .05 |
| 0 and 1, coil. . . . .     | .65 | 7                       | .10 |
| 2, coil . . . . .          | .65 | 6                       | .10 |

LADDERS—Extension, No. 1, 45c foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

## LANTERNS—Dietz Tubular.

|                          |      |                         |      |
|--------------------------|------|-------------------------|------|
| Hot Blast Lanterns       |      | No. 2 Wizard Tin Lan-   |      |
| Little Star Tin Lanterns | .90  | terns                   | 1.45 |
| Hy-Lor Tin Lanterns      | .90  | Same, Brass Fount and   |      |
| Victor Tin Lanterns      | .95  | Top                     | 2.00 |
| Monarch Tin Lanterns     | .95  | No. 2 Large Fount Wis-  |      |
| O. K. Tin Lanterns       | 1.00 | ard Lanterns            | 1.65 |
| No. 2 Royal Tin Lants    | 1.10 | Same, Brass Fount and   |      |
| Cold Blast Lanterns      |      | Top                     | 2.10 |
| Junior Tin Lanterns      | 1.00 | Dash and Wagon Lanterns |      |
| Junior Brass Lanterns    | 1.75 | Buckeye Dash Lant'ns    | 1.25 |
| Junior Brass Nickel-     |      | Junior Wagon Lant'ns    | 1.75 |
| plated Lanterns          | 2.00 | Roadster Wagon Lan-     |      |
| No. 2 Crescent Tin Lan-  |      | terns                   | 1.75 |
| terns                    | 1.25 | Driving Lanterns        |      |
| No. 2 Blizzard Tin Lan-  |      | Eureka Driving, plain   |      |
| terns                    | 1.45 | lens                    | 2.00 |
| Same, Brass Fount and    |      | Same, with optical lens | 2.35 |
| Top                      | 2.00 | Octo Driving, pl'n lens | 4.00 |
| No. 2 Large Fount Bliz-  |      | Same, optical lens      | 4.75 |
| zard Lanterns            | 1.65 | Union Driving, plain    |      |
| Little Wizard Tin Lan-   |      | lens                    | 4.50 |
| terns                    | 1.10 | Same, with optical lens | 5.00 |

|                                                                                                                                                                                                    |                           |                                                                             |                     |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------|-----------------------------------------------------------------------------|---------------------|
| <b>Mill Lanterns</b>                                                                                                                                                                               |                           |                                                                             | Lanterns ..... 2.75 |
| Watchman's Mill Lan-<br>terns, enamel, fin. .... 2.25                                                                                                                                              |                           | No. 60 Beacon Wall<br>Lanterns ..... 8.75                                   |                     |
| Underwriter's Mill Lan-<br>terns ..... 2.50                                                                                                                                                        |                           | Street and Hanging Lanterns<br>Pioneer Street Lan-<br>terns, Tin ..... 7.25 |                     |
| No. 3 Blizzard Mill Lan-<br>terns ..... 3.50                                                                                                                                                       |                           | Same, Brass Founts. .... 9.25                                               |                     |
| Fire Dept. Lanterns<br>King Fire Dept. Tin<br>enamel finish ..... 4.75                                                                                                                             |                           | Same, all Brass ..... 12.00                                                 |                     |
| Same, Nickel-plated on<br>Tin ..... 5.25                                                                                                                                                           |                           | Pioneer Hanging Lan-<br>terns, tin ..... 7.75                               |                     |
| Same, all Brass ..... 6.00                                                                                                                                                                         |                           | Same, Brass Founts. .... 10.75                                              |                     |
| Same, Nickel-plated on<br>Brass ..... 6.50                                                                                                                                                         |                           | Imperial Platform Lan-<br>terns ..... 12.50                                 |                     |
| No. 2 Wizard Fire Dept.<br>Brass Founts with<br>enamel finish ..... 5.00                                                                                                                           |                           | No. 1 Climax Platform<br>Lanterns ..... 5.00                                |                     |
| Same, all Brass ..... 6.50                                                                                                                                                                         |                           | No. 2 Climax Platform<br>Lanterns ..... 5.25                                |                     |
| Same, Brass, Nickel-<br>plated ..... 7.00                                                                                                                                                          |                           | Nos. 1 and 2 Climax<br>Nested ..... 10.50                                   |                     |
| Wall Lanterns<br>No. 15 Wall Lanterns 2.50                                                                                                                                                         |                           | Unclassified Lanterns<br>Police Flash Lanterns 1.50                         |                     |
| No. 25 Wall Lanterns 2.75                                                                                                                                                                          |                           | Traffic Signal Lant'ns 4.00                                                 |                     |
| No. 30 Beacon Wall                                                                                                                                                                                 |                           | No. 12 Display Stand<br>and Assortment .. \$24.50                           |                     |
| <b>LEAD</b> —Bar, 30c lb.; Calking (100 lbs), 20c lb.; Pig (100<br>lbs.), 20c lb.; Sheet (full), 30c lb.; Wool, 35c lb.                                                                            |                           |                                                                             |                     |
| <b>LEVELS</b> —No. 36, 12-inch, \$3.35; 18-inch, \$4.00; 24-inch,<br>\$4.75. No. 37, 12-inch, \$4.50; 18-inch, \$5.25; 24-inch,<br>\$6.25.                                                         |                           |                                                                             |                     |
| Marx Aluminum—12-inch, \$3.75; 18-inch, \$4.50; 24-inch,<br>5.50; 28, \$6.25.                                                                                                                      |                           |                                                                             |                     |
| No. 95, 24-inch, \$8.00; 26-inch, \$8.25; 28-inch, \$8.50;<br>30-inch, \$9.00. No. 96, 24-inch, \$10.00; 28-inch, \$10.50;<br>30-inch, \$11.00.                                                    |                           |                                                                             |                     |
| Special Nos.—No. 0, \$2.00; 15, 24 and 26-inch, \$4.75; 15,<br>28 and 30-inch, \$5.00; 25, \$5.50. 34, \$1.85; 4524, \$5.00;<br>4424, \$6.50; 45 1/4, \$5.25; 90, \$3.75; 93, \$5.00; 108, \$1.00. |                           |                                                                             |                     |
| <b>LINES, CLOTHES</b> —Cotton, Braided—No. 350, 65c each; No.<br>450, 45c each.                                                                                                                    |                           |                                                                             |                     |
| Cotton, Twisted—No. 140, 50c each; 150, 55c.                                                                                                                                                       |                           |                                                                             |                     |
| Wire, Twisted—50 foot, 20 gauge, 85c each; 75 foot, 20<br>gauge, 45c; 100 foot, 20 gauge, 55c; 50 foot, 18 gauge, 50c;<br>75 foot, 18 gauge, 65c; 100 foot, 18 gauge, 75c.                         |                           |                                                                             |                     |
| Wire, Solid—100 foot, 9 gauge, 80c each.                                                                                                                                                           |                           |                                                                             |                     |
| <b>LOOKS</b> —Rim—Steel, 75c set; Cast, 60c set.                                                                                                                                                   |                           |                                                                             |                     |
| <b>MANILA ROPE</b> —8-16-inch to 1/4-inch, 50c per lb; 1/2-inch<br>and larger, 45c.                                                                                                                |                           |                                                                             |                     |
| <b>MATS, DOOR</b> —Cocoa Fibre, Fine, 14x24, \$2.00; 16x27, \$2.25;<br>18x30, \$2.75.                                                                                                              |                           |                                                                             |                     |
| Cocoa Fibre, Medium—16x27, \$8.25; 18x30, \$4.25; 20x33,<br>\$5.00; 22x36, \$6.25.                                                                                                                 |                           |                                                                             |                     |
| Flexible Galvanized Steel—16x24, \$1.50; 18x30, \$2.00;<br>22x36, \$3.00; 26x48, \$4.75.                                                                                                           |                           |                                                                             |                     |
| Steel Matting in Rolls—Per sq. ft., 55c.                                                                                                                                                           |                           |                                                                             |                     |
| <b>MATTOCKS</b> —                                                                                                                                                                                  |                           |                                                                             | Each.               |
| Short Cutter, Standard, 5 1/2 lbs. .... 1.75                                                                                                                                                       |                           |                                                                             |                     |
| Long Cutter, Standard, 6 lbs. .... 1.75                                                                                                                                                            |                           |                                                                             |                     |
| Pick, Standard, 6 lb. .... 1.75                                                                                                                                                                    |                           |                                                                             |                     |
| Handled, D E 3 ..... 1.00                                                                                                                                                                          |                           |                                                                             |                     |
| Handled, C E 3 1/2 ..... 1.50                                                                                                                                                                      |                           |                                                                             |                     |
| Handled S Q 3 1/2 ..... 1.25                                                                                                                                                                       |                           |                                                                             |                     |
| <b>MAULS</b> —Post—10-lb., \$1.50 each; 18-lb., \$1.75; 16-lb., \$3.25;<br>18-lb., \$2.50; 20-lb., \$2.75.                                                                                         |                           |                                                                             |                     |
| Ship or Top—30c lb.                                                                                                                                                                                |                           |                                                                             |                     |
| Wood Choppers—Adze or Round Eye, 30c lb.                                                                                                                                                           |                           |                                                                             |                     |
| <b>MILLS</b> —Older—                                                                                                                                                                               |                           |                                                                             |                     |
| Junior ..... 42.00                                                                                                                                                                                 |                           | Senior ..... 65.00                                                          |                     |
| Medium ..... 48.00                                                                                                                                                                                 |                           | Force Feed ..... 30.00                                                      |                     |
| <b>MOPS</b> —Handled—                                                                                                                                                                              |                           |                                                                             |                     |
| Brown Daisy                                                                                                                                                                                        | O-Cedar                   | Cotton                                                                      |                     |
| 6 ..... 1.00                                                                                                                                                                                       | 4 ..... 1.00              | 120 ..... .80                                                               |                     |
| 8 ..... 1.15                                                                                                                                                                                       | 8 ..... 1.50              | 140 ..... .90                                                               |                     |
| 7BD ..... 1.25                                                                                                                                                                                     | 10B ..... 1.25            | 180 ..... 1.00                                                              |                     |
| 9BD ..... 1.50                                                                                                                                                                                     | 11B ..... 1.25            | 220 ..... 1.25                                                              |                     |
| <b>MOP STICKS</b> —No. 2, 25c each; No. 7, 85c each; No. 13, 35c<br>each; No. 70 or Janitor's, 75c each.                                                                                           |                           |                                                                             |                     |
| <b>MOWERS</b> —                                                                                                                                                                                    |                           |                                                                             |                     |
| Great American—                                                                                                                                                                                    | 16-inch ..... 9.50        |                                                                             |                     |
| 15-inch ..... 18.50                                                                                                                                                                                | Pennsylvania—             |                                                                             |                     |
| 17-inch ..... 20.00                                                                                                                                                                                | 14-inch ..... 17.00       |                                                                             |                     |
| 19-inch ..... 22.00                                                                                                                                                                                | 16-inch ..... 19.00       |                                                                             |                     |
| Common—                                                                                                                                                                                            | 17-inch ..... 26.00       |                                                                             |                     |
| 12-inch ..... 8.50                                                                                                                                                                                 | 19-inch ..... 29.00       |                                                                             |                     |
| 14-inch ..... 9.00                                                                                                                                                                                 | 21-inch ..... 32.50       |                                                                             |                     |
| <b>NAILS</b> —Base per keg, \$5.75; 50 to 99 lbs. (one kind) add<br>75c per 100 lbs. to keg price.                                                                                                 |                           |                                                                             |                     |
| Small Lots: (Bright Fine, Blued Fine, Common, Casing,<br>Finishing, Bright Box).                                                                                                                   |                           |                                                                             |                     |
| 2d and 3d ..... .09                                                                                                                                                                                | 1 to 9 lbs. 10 to 49 lbs. |                                                                             |                     |
| 4d to 60d ..... .08                                                                                                                                                                                |                           |                                                                             |                     |
| Special. Keg. 1 to 9 lbs. 10 to 49 lbs.                                                                                                                                                            |                           |                                                                             |                     |
| Plaster Board ..... 12.50                                                                                                                                                                          | .14                       | .13                                                                         |                     |
| Cement O Box ..... .10                                                                                                                                                                             | .10                       | .09                                                                         |                     |
| Galvanized Felt ..... .17                                                                                                                                                                          | .17                       | .16                                                                         |                     |
| Galvanized Boat ..... .18                                                                                                                                                                          | .18                       | .17                                                                         |                     |
| Roof (barbed) ..... .10                                                                                                                                                                            | .10                       | .09                                                                         |                     |
| Galvanized, 3 and 8 ..... .14                                                                                                                                                                      | .14                       | .13                                                                         |                     |
| Galvanized, 4 to 30 ..... .18                                                                                                                                                                      | .18                       | .12                                                                         |                     |
| Galvanizing: Add for 1-inch and smaller, \$3.25 per 100                                                                                                                                            |                           |                                                                             |                     |

|                                                                                                                                                                            |                              |                              |  |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------|------------------------------|--|
| lbs.; for larger, \$3.75 per 100 lbs.; for casing nails, \$3.00<br>per 100 lbs.                                                                                            |                              |                              |  |
| Fine Blue 2&3 ..... .10                                                                                                                                                    | Galv. Felt ..... .20         |                              |  |
| Fine Bright, 2&3 ..... .10                                                                                                                                                 | Galv. Bolt ..... .15         |                              |  |
| Common 2&3d ..... .10                                                                                                                                                      | Clout—                       |                              |  |
| Common 4&5d ..... .09                                                                                                                                                      | Bulk, lb. .... .30           |                              |  |
| Common 6&7d ..... .08                                                                                                                                                      | 1/2 lb. Papers, each... .20  |                              |  |
| Common 8 to 60d ..... .08                                                                                                                                                  | Cigar Box—                   |                              |  |
| Casing 2&3d ..... .09                                                                                                                                                      | Bulk, lb. .... .30           |                              |  |
| Casing 4&5d ..... .09                                                                                                                                                      | 1 lb. Papers, ea. .... .35   |                              |  |
| Casing 6 to 20d ..... .09                                                                                                                                                  | 1/4 lb. .... .20             |                              |  |
| Finishing 2&3d ..... .12                                                                                                                                                   | 1/2 lb. .... .15             |                              |  |
| Finishing 4&5d ..... .10                                                                                                                                                   | Horseshoe—                   |                              |  |
| Finishing 6 to 20d ..... .09                                                                                                                                               | Capewell No. 5, lb. .... .35 |                              |  |
| Smooth Box 4 to 6d ..... .09                                                                                                                                               | 6-11 ..... .30               |                              |  |
| Smooth Box 8 to 20d ..... .09                                                                                                                                              | Northwestern No. 5, ... .35  |                              |  |
| Barb Box 4 to 5d ..... .09                                                                                                                                                 | 6-11 ..... .30               |                              |  |
| Barb Box 6d ..... .09                                                                                                                                                      | Union No. 5 ..... .30        |                              |  |
| Barb Box 8 to 20d ..... .09                                                                                                                                                | 6-11 ..... .25               |                              |  |
| Barb Roof, 1/2 to 1/4 ..... .15                                                                                                                                            | Trunk—                       |                              |  |
| Barb Roof 1 to 1 1/2 ..... .15                                                                                                                                             | Bulk, per lb. .... .30       |                              |  |
| Plaster Board ..... .15                                                                                                                                                    | 1-lb. Papers, ea. .... .40   |                              |  |
| O. C. Box ..... .15                                                                                                                                                        | 1/2 lb. .... .25             |                              |  |
| Cut Casing 6d and 8d. .... .11                                                                                                                                             | 1/4 lb. .... .15             |                              |  |
| <b>NETTING, POULTRY</b> —Hexagon, Galvanized after Weaving—                                                                                                                |                              |                              |  |
| 2-inch, 20-gauge—List roll, 12 in., \$2.14; 18 in., \$3.08;                                                                                                                |                              |                              |  |
| 24 in., \$3.92; 30 in., \$4.68; 36 in., \$5.35; 48 in., \$7.13;                                                                                                            |                              |                              |  |
| 60 in., \$8.91; 72 in., \$10.69.                                                                                                                                           |                              |                              |  |
| Sell Full Roll—12 in., \$2.40; 18 in., \$3.45; 24 in., \$4.40; 30<br>in., \$5.25; 36 in., \$6.00; 48 in., \$8.00; 60 in., \$10.00; 72<br>in., \$12.00.                     |                              |                              |  |
| Sell Cut (lin. ft.)—12 in., 2c; 18 in., 3c; 24 in., 4c; 30 in.,<br>5c; 36 in., 6c; 48 in., 7 1/2c; 60 in., 9c; 72 in., 10 1/2c.                                            |                              |                              |  |
| 1 1/2-inch, 20-gauge—List Roll, 12 in., \$3.15; 18 in., \$4.53;<br>24 in., \$5.78; 30 in., \$6.90; 36 in., \$7.88; 48 in., \$10.50;<br>60 in., \$13.13; 72 in., \$15.75.   |                              |                              |  |
| Sell Full Roll—12 in., \$3.55; 18 in., \$5.10; 24 in., \$6.50;<br>30 in., \$7.75; 36 in., \$8.85; 48 in., \$11.80; 60 in., \$14.75;<br>72 in., \$16.75.                    |                              |                              |  |
| Sell Cut (lin. ft.)—12 in., 3c; 18 in., 4 1/2c; 24 in., 6c;<br>30 in., 7c; 36 in., 8c; 48 in., 10 1/2c; 60 in., 13c; 72 in., 16c.                                          |                              |                              |  |
| 1-inch, 20-gauge—List Roll, 12 in., \$4.95; 18 in., \$7.12;<br>24 in., \$9.08; 30 in., \$10.83; 36 in., \$12.38; 48 in., \$16.50;<br>60 in., \$20.64; 72 in., \$24.75.     |                              |                              |  |
| Sell Full Roll—12 in., \$5.55; 18 in., \$8.00; 24 in., \$10.20;<br>30 in., \$12.20; 36 in., \$13.90; 48 in., \$18.55; 60 in., \$23.25;<br>72 in., \$27.85.                 |                              |                              |  |
| Sell Cut (lin. ft.)—12 in., 5c; 18 in., 7c; 24 in., 9c; 30 in.,<br>11c; 36 in., 12c; 48 in., 16 1/2c; 60 in., 21c; 72 in., 25c.                                            |                              |                              |  |
| 1/2-inch, 20-gauge—List Roll, 12 in., \$8.55; 18 in., \$12.30;<br>24 in., \$15.68; 30 in., \$18.71; 36 in., \$21.38; 48 in., \$28.50;<br>60 in., \$35.63; 72 in., \$42.75. |                              |                              |  |
| Sell Full Roll—12 in., \$9.60; 18 in., \$13.85; 24 in., \$17.65;<br>30 in., \$21.05; 36 in., \$24.00; 48 in., \$32.00; 60 in., \$40.10;<br>72 in., \$48.10.                |                              |                              |  |
| Sell Cut (lin. ft.)—12 in., 8 1/2c; 18 in., 12 1/2c; 24 in., 16c;<br>30 in., 19c; 36 in., 21c; 48 in., 29c; 60 in., 36c; 72 in., 43c.                                      |                              |                              |  |
| <b>NIPPERS, CUTTING</b> —                                                                                                                                                  |                              |                              |  |
| Krauter's—                                                                                                                                                                 |                              | 12-inch ..... 2.00           |  |
| 5-inch ..... 1.25                                                                                                                                                          |                              | 14-inch ..... 2.45           |  |
| 6-inch ..... 1.50                                                                                                                                                          |                              | Utica                        |  |
| 7-inch ..... 1.75                                                                                                                                                          |                              | Compound, 5 1/4-inch.. 2.25  |  |
| 8-inch ..... 2.00                                                                                                                                                          |                              | Compound, 7 1/4-inch.. 2.75  |  |
| Nettleton's—                                                                                                                                                               |                              | Compound, 9-inch ..... 3.25  |  |
| 6-inch ..... 1.45                                                                                                                                                          |                              | Common, 5-inch ..... 1.25    |  |
| 8-inch ..... 1.60                                                                                                                                                          |                              | Common, 6-inch ..... 1.50    |  |
| 10-inch ..... 1.85                                                                                                                                                         |                              | Jeweler's 8 1/4-inch... 1.65 |  |
| 12-inch ..... 2.00                                                                                                                                                         |                              | Jeweler's 4 1/2-inch... 1.75 |  |
| <b>NIPPLES</b> —See Pipe Fittings—                                                                                                                                         |                              |                              |  |
| <b>NUTS</b> —Cold Punched U. S. S. Hexagon, Tapped—Size 1/4, 60c<br>lb; 5-16, 55c; 3/8, 45c; 7-16, 40c; 1/2, 30c; 9-16, 30c; 5/8,<br>25c; 3/4, 25c; 1, 25c.                |                              |                              |  |
| Hot Pressed U. S. S. Square, Tapped—1/4, 30c lb; 5-16,<br>30c; 3/8, 25c; 7-16, 20c; 1/2, 20c; 5/8, 20c; 3/4, 15c; 1, 15c;<br>1, 15c.                                       |                              |                              |  |
| Wing, Tapped, U. S. S.—8-16, 20c doz; 1/4, 25c; 5-16,<br>30c; 3/8, 35c; 7-16, 45c; 1/2, 60c; 5/8, \$1.20.                                                                  |                              |                              |  |
| <b>OAKUM</b> —Plumbers, 20c lb.; Navy, 30c lb.; Best Unspun,<br>35c lb.                                                                                                    |                              |                              |  |
| <b>OAR LOCKS</b> —2-in., per pair, 45c; 2 1/4-in., per pair, 75c;<br>2 1/2-in., per pair, 85c.                                                                             |                              |                              |  |
| <b>OIL</b> —8-in-1, 1-oz. bottle, 20c each; 8-oz., 85c; 8-oz., 65c; 3 1/2-<br>oz. can, 85c. Household Lubricant, 4-oz. can, 15c each; 8-<br>oz., can, 25c.                 |                              |                              |  |
| <b>OILERS</b> —                                                                                                                                                            |                              |                              |  |
| Copperized Steel—                                                                                                                                                          |                              | 3 ..... 2.25                 |  |
| 13 ..... .40                                                                                                                                                               |                              | Felloe—                      |  |
| 14 ..... .45                                                                                                                                                               |                              | 0 ..... 1.75                 |  |
| 14B ..... .55                                                                                                                                                              |                              | 3 ..... 1.85                 |  |
| 15A ..... .60                                                                                                                                                              |                              | 5 ..... 2.00                 |  |
| 16 ..... .65                                                                                                                                                               |                              | 6 ..... 2.15                 |  |
| Cannon Pump—Brass—                                                                                                                                                         |                              | Zinc, Chase's—               |  |
| 11 ..... 2.50                                                                                                                                                              |                              | 00 ..... .10                 |  |
| 12 ..... 2.75                                                                                                                                                              |                              | 0 ..... .15                  |  |
| 13 ..... 3.25                                                                                                                                                              |                              | 1 ..... .20                  |  |
| Cannon Pump—Tin—                                                                                                                                                           |                              | 2 ..... .25                  |  |
| 1 ..... 1.50                                                                                                                                                               |                              | 3 ..... .30                  |  |
| 2 ..... 1.75                                                                                                                                                               |                              | 4 ..... .35                  |  |
| 2 1/4 ..... 2.00                                                                                                                                                           |                              | 5 ..... .45                  |  |

## RETAIL SELLING PRICES—Continued.

## OPENERS (OAN)—

| No. | Each. | No. | Each. |
|-----|-------|-----|-------|
| 4   | .10   | 140 | .15   |
| 16  | .15   | 840 | .30   |
| 100 | .30   |     |       |

## OVENS, PORTABLE—Boss—

| No.             | Each. | No.    | Each. |
|-----------------|-------|--------|-------|
| 012             | 5.25  | 550    | 5.50  |
| 055             | 5.75  | 700    | 5.50  |
| 0200            | 5.25  | 750    | 6.50  |
| 450             | 5.50  | 755    | 6.75  |
| Perfection—     |       | 17 G.  | 8.75  |
| 121 G.          | 6.25  | 122 G. | 7.50  |
| Pinney & Boyle— |       | 88     | 3.25  |
| 13              | 3.00  | 87     | 3.75  |
| 17              | 3.50  | 87 G.  | 3.85  |

PACKING—Sheet Rubber—Standard, 80c lb.; Rainbow, 90c; Italian Hemp, Common, 45c; Square Flax, braided, 75c; Piston Spiral Steam, High Pressure, \$2.25; Steam or Water, Low Pressure, \$1.25.

PADS—Sweat—No. 63 N12, Red Edge, \$1.25; No. 145 A 12, Blue and White striped, \$1.75.

## PADLOCKS—Corbin—

| No.        | Each. | No.       | Each. |
|------------|-------|-----------|-------|
| 958        | .35   | 1903      | .60   |
| 2802 1/4   | .45   | 9902      | .85   |
| 2822 1/4   | .65   | 9902 N C. | .75   |
| 2869       | 1.25  | 21090     | 1.00  |
| 2879       | 2.10  | Yale—     |       |
| 2880       | 2.85  | 223       | .90   |
| 2881       | 8.00  | 225       | 1.10  |
| 2883       | 4.50  | 453 J.    | .45   |
| Miller—    |       | 453 X.    | .45   |
| 1          | 1.85  | 563       | 1.80  |
| 016        | .35   | 565       | 2.25  |
| 18         | .40   | 585       | 2.00  |
| 18 B.      | .40   | 685       | 1.90  |
| 19         | .40   | 645 J.    | .75   |
| 21         | .50   | 808       | 2.25  |
| 75         | .55   | 805       | 2.25  |
| 76         | .85   | 805 1/2   | 2.50  |
| 78         | 1.00  | 813       | 2.50  |
| 96         | .55   | 815       | 2.50  |
| 96C        | .75   | 823       | 2.75  |
| 121        | .55   | 833       | 3.00  |
| 5441       | 1.15  | 843       | 3.85  |
| Slaymaker— |       | 853       | 3.65  |
| 1903       | .75   | 8454      | 3.00  |

## PAINT SUNDRIES—

| Alcohol—(Denatured)— | Gal. |
|----------------------|------|
| 1 gallon             | 1.65 |
| 5 gallon             | 1.45 |

## Alum—

|                             |     |
|-----------------------------|-----|
| Pwd, less than 100 lbs. lb. | .17 |
|-----------------------------|-----|

## Benzine—

|                       |     |
|-----------------------|-----|
| New cans, casd, gal.  | .60 |
| Old cans, uncad, gal. | .40 |

## Coal Tar—

|        |     |
|--------|-----|
| 5-Gal. | .50 |
| 1-Gal. | .65 |

## Creosote—

|      |     |
|------|-----|
| Gal. | .85 |
|------|-----|

## Distillate—

|            |     |
|------------|-----|
| Light, gal | .40 |
|------------|-----|

## Glue—

|                |     |
|----------------|-----|
| No. 2 Gelatine | .50 |
| Chicago White  | .50 |

## Kalsomine, White—

|                      |         |
|----------------------|---------|
| Bbls, 280 lbs.       | .08     |
| Kegs, 100 lbs.       | .09     |
| 4 25-lb. pkgs. bulk  | .09 1/2 |
| 25 lbs., bulk        | .09 1/2 |
| Less 25 lbs.         | .11     |
| 100 lbs. 5-lb. pkgs. | .10     |
| Less 100 lbs. pkgs.  | .11     |

## Lamp Black—Bear Brand—

|            |     |
|------------|-----|
| 1-lb. pkg. | .40 |
| 1/2-lb.    | .25 |
| 1/4-lb.    | .15 |

## Linseed Oil, Boiled—

|       |               |
|-------|---------------|
| 5's   | Gal. 2.55     |
| 1's   | Gal. 2.70     |
| 1/2's | 1/2-Gal. 1.45 |
| 1/4's | Qt. .75       |
| 1/8's | Pt. .40       |

## Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.

## Oil—

|       |           |
|-------|-----------|
| Floor | Gal. .75  |
| Gloss | Gal. 1.50 |

|                 |      |
|-----------------|------|
| Lard, No. 1     | 1.80 |
| Lin-O-Oil       | .90  |
| Neatafoot No. 1 | 3.40 |
| Neutral         | .60  |
| Paraffine       | .70  |

## Paint, Dry Colors—

|                   |     |
|-------------------|-----|
| Umber             | .11 |
| Chrome Green, Med | .20 |
| Graphite          | .06 |
| Princess Metallic | .06 |
| Sienna            | .11 |
| Venetian Red      | .05 |
| Yellow Ochre      | .05 |

## Painters' Petroleum—

|        |     |
|--------|-----|
| 1-Gal. | .40 |
|--------|-----|

## Paints, Ready Mixed—1st grade, white—

|           |               |
|-----------|---------------|
| Gals.     | Gal. 4.40     |
| 1/2 gals. | 1/2-Gal. 2.30 |
| Quarts    | Qt. 1.25      |
| Pints     | Pt. .70       |
| 1/2-pints | 1/2-Pt. .40   |

## 1st Grade, Colors—

|                            |               |
|----------------------------|---------------|
| Gals.                      | Gal. 4.35     |
| 1/2 gals.                  | 1/2-Gal. 2.25 |
| Quarts                     | Qt. 1.20      |
| Pints                      | Pt. .65       |
| 1/2-pints                  | 1/2-Pt. .35   |
| 3d Grade, White or Colors— |               |
| Gals.                      | Gal. 2.90     |
| 1/2 gals.                  | 1/2-Gal. 1.60 |
| Quarts                     | Qt. .95       |

## Inside Floor—

|           |               |
|-----------|---------------|
| Gals.     | Gal. 2.90     |
| 1/2 gals. | 1/2-Gal. 1.60 |
| Quarts    | Qt. .95       |
| Porch—    |               |
| Gals.     | Gal. 4.25     |
| 1/2 gals. | 1/2-Gal. 2.25 |
| Quarts    | Qt. 1.20      |

## Plaster Paris—

|                |     |
|----------------|-----|
| Less sack, lb. | .08 |
|----------------|-----|

## Putty, Bladder—

|                    |         |
|--------------------|---------|
| Less than 100 lbs. | .07 1/2 |
|--------------------|---------|

## Putty, Bulk—

|            |         |
|------------|---------|
| 1-lb. Cans | Lb. .15 |
|------------|---------|

|             |         |                           |         |
|-------------|---------|---------------------------|---------|
| 2-lb. Cans  | .12 1/2 | 100 lbs. 5-lb. pkgs.      | .09 1/2 |
| 8-lb. Cans  | .09 1/2 | Less 100 lbs. 5-lb. pkgs. | .10     |
| 5-lb. Cans  | .09     |                           |         |
| 10-lb. Cans | .08 1/2 |                           |         |
| 25-lb. Cans | .08     |                           |         |
| 85 lb. Cans | .06 1/2 |                           |         |

## Rosin—

|     |     |       |               |
|-----|-----|-------|---------------|
| Lb. | .14 | 5's   | Gal. 2.40     |
|     |     | 1's   | Gal. 2.65     |
|     |     | 1/2's | 1/2-Gal. 1.40 |
|     |     | 1/4's | Qt. .75       |
|     |     | 1/8's | Pt. .40       |

Tints, Kalsomine—Lb. .09

Kegs, 100 lbs. .10

100-lb. bulk .11

25-lb. bulk .10 1/2

Less 25 lbs. .12

## PANS—Acme Frying—

|              |     |             |     |
|--------------|-----|-------------|-----|
| No. 00, each | .30 | No. 4, each | .50 |
| No. 0, each  | .30 | No. 5, each | .60 |
| No. 1, each  | .35 | No. 6, each | .75 |
| No. 2, each  | .40 | No. 7, each | .85 |
| No. 3, each  | .45 |             |     |

PAPER—ASBESTOS—1-16 and under, full roll, per lb., 18c; cut, per lb., 25c; over 1-16, full roll per lb., 14c, cut, per lb., 25c; Asbestos Millboard, 80c per lb.

## BUILDING—

|            | P & B | Imitation P & B |
|------------|-------|-----------------|
| No. 1—500  | 8.75  | 2.50            |
| No. 1—1000 | 7.35  | 4.75            |
| No. 2—500  | 5.25  | 4.00            |
| No. 2—1000 | 10.25 | 2.50            |
| No. 3—500  | 7.00  | 5.50            |
| No. 3—1000 | 13.75 | 10.00           |

Red Resin—17-lb., \$1.50; 20-lb., \$1.75; 25-lb., \$2.25; 30-lb., \$2.75.

Black Glazed—No. 1, 500 sq. ft. roll, \$1.75; 1000 sq. ft. roll \$3.00; No. 2, 500 sq. ft. roll, \$2.50; 1000 sq. ft. roll, \$4.50; No. 3, 500 sq. ft. roll, \$3.25; 1000 sq. ft. roll, \$6.00

FELT—Asphalt saturated, per lb., 6c; Deadening, per lb., 8c.

INSULATING—No. 8, per roll, \$2.00; No. 10, per roll, \$3.00.

| ROOFING—(Per square)— | 1-Ply | 2-Ply | 3-Ply |
|-----------------------|-------|-------|-------|
| Aztec Smooth          | 3.25  | 3.75  | 4.25  |
| Aztec Sanded          | 2.75  | 3.25  | 3.75  |
| Cronolite             | 3.00  | 3.50  | 4.25  |
| Asbestos              | 4.50  | 4.75  | 5.25  |
| Malthoid              | 3.85  | 4.75  | 5.75  |
| Ruberoid              | 3.85  | 4.00  | 5.75  |
| Pioneer—Flaxine       | 3.75  | 4.25  | 4.75  |
| Pioneer—Sanded        | 3.25  | 3.75  | 4.25  |
| Security Sanded       | 1.85  | 2.15  | 2.60  |
| Standard              | 3.50  | 3.25  | 3.75  |

## SAND AND EMERY—(Per quire of sheets)—

|             | 0   | 1/4 | 1    | 1 1/2 | 2    | 2 1/2 | 3    |
|-------------|-----|-----|------|-------|------|-------|------|
| Carborundum | .80 | .95 | 1.10 | 1.30  | 1.50 | 1.75  | ...  |
| B. & A.     | .45 | .50 | .55  | .60   | .75  | .85   | .95  |
| Aztec       | .40 | .45 | .50  | .60   | .65  | .70   | .80  |
| Aloxite     | .80 | .85 | .90  | 1.00  | 1.10 | 1.20  | 1.45 |

SHEATHING—Red or gray—20-lb., 95c per roll; 25-lb., \$1.15; 30-lb., \$1.35.

## PEAVIES—

|               | Socket. | Maple. | Hickory.      | Socket. | Maple. | Hickory. |
|---------------|---------|--------|---------------|---------|--------|----------|
| 2 1/4 x 4     | 3.40    | 4.75   | 2 1/4 x 4 1/2 | 3.85    | 4.60   |          |
| 2 1/4 x 4 1/2 | 8.65    | 4.85   | 2 1/4 x 5     | 4.00    | 4.65   |          |
| 2 1/4 x 4 1/2 | 3.75    | 5.00   | 2 1/4 x 5 1/2 | 4.25    | 5.00   |          |
| 2 1/4 x 5     | 3.85    | 5.00   | 8 x 5         | 4.25    | 5.25   |          |
| 2 1/4 x 5 1/2 | 4.00    | 5.25   |               |         |        |          |

## PERCOLATORS, COFFEE—Universal—

| No. | Each. | No. | Each. |
|-----|-------|-----|-------|
| 44  | 5.00  | 74  | 6.50  |
| 46  | 5.50  | 76  | 7.00  |
| 48  | 6.25  | 79  | 7.75  |
| 52  | 5.25  | 714 | 8.50  |
| 54  | 5.50  | 464 | 6.75  |
| 56  | 6.00  | 466 | 7.25  |
| 58  | 6.75  | 469 | 8.00  |
| 64  | 6.00  | 474 | 7.25  |
| 66  | 6.50  | 476 | 7.75  |
| 69  | 7.25  | 479 | 8.50  |
| 614 | 8.00  |     |       |

Percolator Tops, 10c each.

PICKS—Drifting, 8-lb. \$1.35 each; 4, \$1.50; 4 1/2, \$1.65; 5, \$1.75; 5 1/2, \$1.85; 6, \$2.00. Railroad—5-lb., \$1.50 each; 6, \$1.65; 6 1/2, \$1.65; 7-8, \$1.75. Contractors—8-9 lbs., \$2.25.

PINS—Clothes—C—Common, 5c doz.; US—Spring, 15c; H—Hoyt's Spring, 10c.

**RETAIL SELLING PRICES—Continued.**

| PIPE—<br>Size | Standard Black           |                           | Galvanized               |                           | Cutting and       |       |
|---------------|--------------------------|---------------------------|--------------------------|---------------------------|-------------------|-------|
|               | Out<br>Length<br>Pr. Ft. | Full<br>Length<br>Pr. 100 | Out<br>Length<br>Pr. Ft. | Full<br>Length<br>Pr. 100 | Threading<br>Each | Each  |
| ¾-inch.....   | .06                      | 5.25                      | .08                      | 7.75                      | .08 ½             | .072  |
| ¾-inch.....   | .07                      | 5.70                      | .09                      | 8.50                      | .08 ½             | .072  |
| ¾-inch.....   | .07                      | 5.70                      | .09                      | 8.50                      | .08 ½             | .072  |
| ¾-inch.....   | .09                      | 7.50                      | .11                      | 10.00                     | .08 ½             | .072  |
| ¾-inch.....   | .11                      | 9.75                      | .14                      | 12.50                     | .08 ½             | .072  |
| 1-inch.....   | .16                      | 14.20                     | .20                      | 18.75                     | .08 ½             | .072  |
| 1 ¼-inch..... | .22                      | 19.20                     | .27                      | 25.20                     | .04               | .09 ½ |
| 1 ½-inch..... | .27                      | 23.00                     | .35                      | 30.00                     | .06               | .12   |
| 2-inch.....   | .35                      | 30.80                     | .45                      | 40.40                     | .08 ½             | .16 ½ |

PIPE—Gas and Water (black)—¾ inch, 6c foot; ¾ inch, 7c; ¾ inch, 7c; ¾ inch, 9c; ¾ inch, 11c; 1 inch, 10c; 1 ¼ inch, 22c; 1 ½ inch, 27c; 2 inch, 35c.  
Galvanized—¾ inch, 8c foot; ¾ inch, 9c; ¾ inch, 9c; ¾ inch, 11c; ¾ inch, 14c; 1 inch, 20c; 1 ¼ inch, 27c; 1 ½ inch, 35c; 2 inch, 45c.

PIPE, STOVE—Nested, full joints—Size, 3-inch, 30c joint; 4-inch, 30c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c; 8-inch, Japan, 35c; 4-inch, 40c; 5-inch, 45c; 3-inch Galvanized, 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c.  
Half Joints—Size, 5-inch, 15c joint; 6-inch, 20c.  
Taper Joints—Size, 6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c joint.

**PIPE FITTINGS—Price, each.**

|                         | 1/4       | 3/8       | 1/2       | 3/4       | 1         | 1 1/4     | 1 1/2     | 2         |
|-------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|                         | Blk. Gal. | Blk. Gal. | Blk. Gal. | Blk. Gal. | Blk. Gal. | Blk. Gal. | Blk. Gal. | Blk. Gal. |
| Bushings.....           | .07       | .15       | .07       | .15       | .07       | .15       | .10       | .15       |
| Caps.....               | .08       | .10       | .08       | .10       | .10       | .15       | .15       | .20       |
| Couplings.....          | .06       | .15       | .10       | .15       | .15       | .20       | .20       | .35       |
| Couplings, E and L..... | .10       | .15       | .15       | .25       | .20       | .30       | .25       | .40       |
| Crosses.....            | .15       | .20       | .15       | .25       | .30       | .40       | .40       | .60       |
| Elbows, 90 degrees..... | .10       | .12       | .12       | .18       | .15       | .20       | .15       | .20       |
| Elbows, 45 degrees..... | .05       | .10       | .08       | .15       | .15       | .20       | .30       | .30       |
| Elbows, street.....     | .10       | .12       | .15       | .15       | .20       | .25       | .28       | .45       |
| Floor Flanges.....      | ..        | ..        | ..        | .40       | ..        | .45       | ..        | ..        |
| Lock Nuts.....          | .10       | .15       | .10       | .15       | .15       | .30       | .15       | .30       |
| Plugs.....              | .10       | ..        | .10       | ..        | .10       | ..        | .10       | ..        |
| Reducers.....           | .15       | .15       | .15       | .15       | .15       | .30       | .20       | .30       |
| Close Return Bends..... | ..        | .30       | ..        | .35       | ..        | .40       | ..        | ..        |
| Med. Return Bends.....  | ..        | .30       | ..        | .40       | ..        | .45       | ..        | ..        |
| Open Return Bends.....  | ..        | .30       | ..        | .40       | ..        | .50       | ..        | ..        |
| Tees.....               | .15       | .15       | .20       | .25       | .30       | .30       | .20       | .30       |
| Unions.....             | .25       | .40       | .30       | .40       | .30       | .45       | .40       | .55       |

|                         | 1         | 1 1/4     | 1 1/2     | 2         |
|-------------------------|-----------|-----------|-----------|-----------|
|                         | Blk. Gal. | Blk. Gal. | Blk. Gal. | Blk. Gal. |
| Bushings.....           | .10       | .20       | .15       | .25       |
| Caps.....               | .20       | .30       | .30       | .50       |
| Couplings.....          | .20       | .40       | .35       | .50       |
| Couplings, E and L..... | .30       | .45       | .40       | .70       |
| Crosses.....            | .60       | 1.00      | .70       | 1.10      |
| Elbows, 90 degrees..... | .25       | .40       | .35       | .60       |
| Elbows, 45 degrees..... | .35       | .45       | .60       | .75       |
| Elbows, street.....     | .30       | .50       | .45       | .70       |
| Floor Flanges.....      | .50       | ..        | .65       | ..        |
| Lock Nuts.....          | .25       | .30       | .45       | .35       |
| Plugs.....              | .15       | ..        | .20       | ..        |
| Reducers.....           | .30       | .45       | .30       | .55       |
| Close Return Bends..... | .75       | ..        | .95       | ..        |
| Med. Return Bends.....  | .80       | ..        | 1.05      | ..        |
| Open Return Bends.....  | .90       | ..        | 1.15      | ..        |
| Tees.....               | .30       | .45       | .45       | .75       |
| Unions.....             | .45       | .70       | .65       | .90       |

**NIPPLES—Right Hand—**

|                        | 3/4  | 1    | 1 1/4 | 1 1/2 | 2    |
|------------------------|------|------|-------|-------|------|
|                        | Blk. | Gal. | Blk.  | Gal.  | Blk. |
| Up to:                 | ..   | ..   | ..    | ..    | ..   |
| 2-inch black.....      | .05  | .10  | .10   | .15   | .20  |
| 2-inch galvanized..... | .10  | .10  | .15   | .15   | .20  |
| 4-inch black.....      | .10  | .10  | .15   | .15   | .20  |
| 4-inch galvanized..... | .15  | .15  | .20   | .25   | .30  |
| 5-inch black.....      | .10  | .15  | .20   | .15   | .20  |
| 5-inch galvanized..... | .20  | .20  | .25   | .30   | .35  |
| 6-inch black.....      | .15  | .15  | .20   | .20   | .20  |
| 6-inch galvanized..... | .25  | .20  | .25   | .35   | .50  |

**PIPE FITTINGS (STOVE)—Caps, No. C 15, 50c each; O 16, 60c each.**

Collars, No. 013, 014, 12 ½c; 25, 25 ½c; 26, 10c ea.; 27, 15c ea. Cylinders, No. 54 (1508), 85c each; 64 (1608), \$1.05 each; 65 (1612), \$1.15 each; 75, \$1.25 each.  
Dampers, No. 3, 4, 15c each; 5, 6, 20c each; 7, 40c each.  
Elbows—No. 3 Corg., 20c; 4, 25c; 5, 30c; 6, 35c; 7, 40c; 3 Adj. 4 Pc, 30c; 4 Adj. 4 Pc, 35c; 5 Adj. 4 Pc, 35c; 6 Adj. 4 Pc, 40c; 8-inch Adj. Galvd, 35c; 4-inch Adj. Galvd, 40c; 5-inch Adj. Galvd, 45c; 6-inch Adj. Galvd, 50c; 3 Corg. Jap, 35c; 4, 40c.  
Flue Stops, Nos. 1 and 36, 15c each; 3, 15c each; 30, 15c each; 40, 20c each.  
Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

**PISTOLS—Automatic—Colts', .25 Cal., \$22.00 each; .35 Cal. nickel, \$27.00; .32 Cal. \$27.00; .38 Cal. pocket, \$50; .45 Cal. military, \$42.00.**

Smith & Wesson—.35 Cal., \$31.50; Savage, .32 Cal., \$27.00; .380, \$28.00.

**PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., \$1.25; 25-lb., \$2.50; 50-lb., \$4.50; ½-bbl., \$9.00; bbl., \$13.50.**

**PLANES—Block-Bailey—No. 9 ½, \$3.25; 9 ¾, \$4.00; 15, \$3.50; 16, \$3.65; 17, 4.15; 18, \$4.00; 19, 4.15.**  
Block, Stanley—No. 60, \$3.65 each; 60 ½, \$3.35; 61, \$3.25; 65, \$4.25; 100, 80c; 101, 65c; 102, \$1.25; 103, \$1.65; 110, \$1.65; 120, \$2.35; 130, \$2.40; 131, \$3.85; 203, \$2.00; 220, \$2.40.

Iron, Bailey—No. 2, \$5.35 each; 3, \$5.60; 4, \$6.15; 4 ½, \$7.00; 5, \$7.00; 5 ½, \$8.00; 6, \$9.10; 7, \$10.50; 8, \$12.50; 20, \$5.75; 30, \$6.00; 40, \$6.65; 4 ½ C, 7.65; 50, \$7.65; 5 ½ C, \$8.60; 60, \$9.75; 70, \$11.25; 80, \$13.25.

Iron, Stanley—No. 602, \$6.15 each; 603, \$6.65; 604, \$7.25; 604 ½, \$8.40; 605, \$8.40; 605 ½, \$9.00; 606, \$10.50; 607, \$12.00; 608, \$14.25; 602C, \$5.50; 603C, \$7.00; 604C, \$7.75; 604 ½ C, \$9.00; 605C, \$9.00; 605 ½ C, \$9.75; 606C, \$11.50; 607C, \$13.00; 608C, \$15.75.

All Wood—Plain, No. 3W, \$1.10; 15W, \$1.25; 21W, \$2.25; 27W, \$2.50; 029W, \$2.65. Razee, No. 5W, \$2.25; 17W, \$1.50; 23W, \$2.65; 29W, \$3.00.

Wood Bottom, Bailey—No. 22, \$4.00 each; 23, \$4.00; 24, \$4.25; 26, \$4.50; 27, \$5.00; 28, \$5.65; 29, \$5.65; 30, \$6.15; 31, \$6.15; 32, \$6.15; 35, \$5.00; 36, \$5.60.

Rabbit—No. 10, \$9.00 each; 10 ½, \$7.50; 75, \$1.10; 78, \$4.65; 90, \$5.50; 92, \$5.50; 93, \$6.65; 98, \$2.65; 99, \$2.65; 140, \$4.15; 190, \$4.15; 191, \$4.00; 192, 3.65.

**PLATES—GAS, HOT—**

Griswold—No. 601, \$3.50 each; 602, \$6.00; 603, \$9.75; 702, \$8.00; 702N, \$9.75; 703, \$11.75; 703N, \$13.75; 722, \$9.50; 722N, \$10.75; 723, \$12.75; 723N, \$14.75; 1001, \$1.60; 1002, \$3.75; 1003, \$6.00.

**PLIERS—Klein's Side Cutting—Bernard's No. 102, 4 ½-inch, \$1.85; 5 ½, \$2.25; 7 ½, \$2.75.** No. 201 or 312, 6-inch, \$3.00; 6, \$3.25; 7, \$3.50; 8, \$4.25; 9, \$5.00.

**PLUGS—Spark—\$1.00 each.**

**PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, \$2.75 each; 9-inch, \$3.25; 12-inch, \$3.75; 18-inch, \$4.75; 24-inch, \$5.50; No. 37, 18-inch, \$6.25; 24-inch, \$7.25; 37G, 9-inch, \$4.50; 12-inch, \$5.25; 18-inch, \$6.25; 24-inch, \$7.25; No. 38 ½, 95c; No. 39 ½, \$1.25; No. 34V, 6-inch, \$2.25; 8-inch, \$2.75.**

Wood, Stanley or Disston—No. 00, \$1.75; 0, \$2.00; 2, \$2.65; 3, \$3.50; 13, \$4.25; 25, \$5.25; 30, \$4.00; 35, \$3.75; 45 ½, \$5.75; 90, \$5.00; 93, \$5.50; 95, \$8.75; 98, \$4.50; 101, \$3.25; 102, \$1.00; 104, \$1.25; 012, \$2.25; 6018, \$3.00; 6024, \$3.50; 6512, \$2.25; 6518, \$2.85; 6524, \$3.25.

Pocket, Stanley—No. 31, 2 ½-inch, 50c each; 3-inch, 55c; 3 ½-inch, 75c; 4-inch, 85c; 40, 20c; 41, 25c; 44, 50c; 600, \$1.50.

Extra Level Glasses—No. 1, 1 ¼ to 2-inch, 10c; 2 ½-inch, 10c; 3-inch, 15c; 3 ½-inch, 15c; 6L, 65c; 6P, 40c; 7L, \$1.00; 7P, \$1.00.

**POKERS, STOVE—**

No. 120, Straight, 20-inch, 15c each; 126, Straight, 26-inch 20c; 200, Bent, 20-inch, 15c; 250, Bent, 26-inch, 20c.

**POINTS AND CHUCKS—**

|                           |     |              |      |
|---------------------------|-----|--------------|------|
| For 80 and 81.....        | .75 | 8-inch.....  | .95  |
| For 85.....               | .80 | 10-inch..... | 1.10 |
| Nos. 11 and 15, 2-in..... | .55 | No. 75.....  | 8.25 |
| 8-inch.....               | .60 | No. 60.....  | 1.00 |
| 4-inch.....               | .65 | No. 80.....  | .85  |
| 5-inch.....               | .75 | No. 81.....  | .95  |
| 6-inch.....               | .85 |              |      |

**POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., \$1.00.**

**POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., \$1.00.**  
Calol, ½ pt. 30c each; 1 pint, 45c; 1 quart, 65c; ½ gallon, \$1.15; 1 gallon, \$2.00; 5 gallons, \$7.50.

Liquid Veneer, 4 ounce, 30c each; 12 ounce, 60c; 1 quart, \$1.25.

O-Cedar—4 ounce, 30c each; 12 ounce, 60c; quart, \$1.25; ½ gallon, \$2.00; gallon, \$3.75.

Johnson's Prepared Wax, 5 ounce, 85c each; 1 pound, 75c; 2 pounds, \$1.40; 5 pounds, \$3.00.

**METAL—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart, \$1.25.**

**SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C S Satinola, 10c; 2 C S Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P S Satinola, 10c; 10 P, Satinola, 15c.**

Stove—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 20c; 10 E, Enameline, 15c.

Paint, No. 5, Black Silk, 15c each; 10, Black Silk, 30c; 20, Black Silk, \$1.50; 01, Black Eagle, 40c; 95 Black Eagle, \$1.65; 4 E, Enameline, 10c; 6 E, Enameline, 15c; 75 Black Jack, 15c; 1, Rising Sun, 15c.

**POTS—Fire.**

| Gasoline, C & L.    |       |               |      |
|---------------------|-------|---------------|------|
| 1.....              | 23.25 | 8 Quart.....  | 1.50 |
| 5.....              | 21.25 | 10 Quart..... | 1.75 |
| 21.....             | 18.00 | 12 Quart..... | 1.90 |
| 71.....             | 23.25 | 16 Quart..... | 2.25 |
| 72.....             | 21.25 | Tin—          |      |
| 221.....            | 28.75 | 4 Quart.....  | .85  |
| Watering Galvanized |       | 6 Quart.....  | 1.00 |
| 4 Quart.....        | 1.10  | 8 Quart.....  | 1.25 |
| 6 Quart.....        | 1.25  | 10 Quart..... | 1.60 |

## RETAIL SELLING PRICES—Continued.

|                                                                                                                     |  |                                                                                                                                                                                                                                                                                                                                                                                                      |  |                          |  |
|---------------------------------------------------------------------------------------------------------------------|--|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|--------------------------|--|
| PULLERS—Nail—Rex, \$2.00 each; Rex, Jr., \$1.75; Red Devil, \$2.75; Morrill's, \$2.75; Little Giant, \$2.75.        |  | TD—Octagon Brl....27.50                                                                                                                                                                                                                                                                                                                                                                              |  | TD—Round Brl 56.75       |  |
| PULLEYS—Brass Screw, No. 350, ½ inch, 20c each; ¾, 25c; 1, 30c; 1½, 40c; 2, 50c. No. 370, ¾ inch, 40c each, 1, 60c. |  | 14 A TD—Standard..56.00                                                                                                                                                                                                                                                                                                                                                                              |  | 1890 TD—Oct. Fancy 57.50 |  |
| Brass Side—No. 1150, ½ inch, 25c each; ¾, 30c. No. 1170, ½ inch, 40c each; ¾, 45c.                                  |  | TD—Carbine.....56.00                                                                                                                                                                                                                                                                                                                                                                                 |  | TD—Oct. Plain. 80.00     |  |
| Clothes Line—No. 500, 35c each.                                                                                     |  | 16 A TD—Standard..42.50                                                                                                                                                                                                                                                                                                                                                                              |  | 1892 SF—Round Brl 87.50  |  |
| 660, 20c; 670, 20c; 1610, 2 inch, 25c; 2½, 35c; 1660, 25c; 1670, 30c; 6350G, 35c; 6500G, 55c.                       |  | Savage—                                                                                                                                                                                                                                                                                                                                                                                              |  | SF—Oct. Brl... 88.50     |  |
| Hay Fork, No. 1267, 60c each; 692, 60c; 796, 75c; 46, \$1; 1651, \$1.75.                                            |  | 1899 250-3000.....61.50                                                                                                                                                                                                                                                                                                                                                                              |  | TD—Oct. Brl... 45.75     |  |
| PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, \$1.00; No. 9, 95c; No. 105, 90c; No. 109, 90c.                 |  | 1899 TD, Feath'wt.. 56.50                                                                                                                                                                                                                                                                                                                                                                            |  | SF—Carbine... 82.00      |  |
| PUMPS—P. S.—1, \$3.75; 2, \$4.25; 3, \$4.80; 4, \$5.50.                                                             |  | 1899 SF.....46.00                                                                                                                                                                                                                                                                                                                                                                                    |  | 1894 SF—Round Brl 85.00  |  |
| PUTTY—Per lb., 15c.                                                                                                 |  | 1904 TD, Single shot 9.75                                                                                                                                                                                                                                                                                                                                                                            |  | SF—Oct. Brl... 42.00     |  |
| RAIL (HOUSE DOOR)—Prouty—                                                                                           |  | 1914 TD, Hammerless 28.50                                                                                                                                                                                                                                                                                                                                                                            |  | SF—Carbine... 35.50      |  |
| No. 5.....foot, \$ .18                                                                                              |  | Stevens—                                                                                                                                                                                                                                                                                                                                                                                             |  | TD—Oct. Brl... 54.50     |  |
| Richards-Wilcox                                                                                                     |  | Little Scout.....5.75                                                                                                                                                                                                                                                                                                                                                                                |  | 1895 SF.....47.00        |  |
| 9.....foot, \$ .15                                                                                                  |  | Crack Shot.....7.25                                                                                                                                                                                                                                                                                                                                                                                  |  | 1895—Govt. Model.. 50.50 |  |
| 132, 0132.....60                                                                                                    |  | Marksman.....9.50                                                                                                                                                                                                                                                                                                                                                                                    |  | 1895 TD.....59.25        |  |
| RASPS—Flat Wood, 8-inch, 60c each; 10, 80c; 12, \$1.05; 14, \$1.45; 16, \$1.85.                                     |  | Favorite.....11.00                                                                                                                                                                                                                                                                                                                                                                                   |  | 1902 TD—22.....10.00     |  |
| Half Round Wood, 8, 65c; 10, 85c; 12, \$1.15; 14, \$1.50; 16, \$2.                                                  |  | 70 TD, 22.....17.25                                                                                                                                                                                                                                                                                                                                                                                  |  | 1903 TD—Plain.....42.50  |  |
| Half Round Cab., 8, 80c; 10, \$1.05; 12, \$1.40; 14, \$1.80.                                                        |  | 1919, 22.....23.50                                                                                                                                                                                                                                                                                                                                                                                   |  | TD—Fancy.....69.00       |  |
| Horse, Hellers Plain, 12, 65c; 14, 80c; 16, \$1.05.                                                                 |  | Winchester—                                                                                                                                                                                                                                                                                                                                                                                          |  | 1904—TD—22.....10.00     |  |
| Horse, Hellers Flanged, 14, \$1.05; 16, \$1.50.                                                                     |  | 1886 SF—Round Brl 48.00                                                                                                                                                                                                                                                                                                                                                                              |  | 1906 TD.....27.50        |  |
| RAZORS (SAFETY)—                                                                                                    |  | RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 9S, 10c box.                                                                                                                                                                                                                                                                                                                                   |  | 1907 TD.....58.00        |  |
| Eveready                                                                                                            |  | Copper—With Burrs—                                                                                                                                                                                                                                                                                                                                                                                   |  |                          |  |
| No. 700, each.....\$1.00                                                                                            |  | Size.                                                                                                                                                                                                                                                                                                                                                                                                |  |                          |  |
| 2, each.....8.00                                                                                                    |  | 7—St'r Lgths.....50                                                                                                                                                                                                                                                                                                                                                                                  |  |                          |  |
| 800, each.....1.00                                                                                                  |  | 8.....50                                                                                                                                                                                                                                                                                                                                                                                             |  |                          |  |
| 900, each.....1.00                                                                                                  |  | 9.....50                                                                                                                                                                                                                                                                                                                                                                                             |  |                          |  |
| 1000, each.....1.00                                                                                                 |  | 10.....50                                                                                                                                                                                                                                                                                                                                                                                            |  |                          |  |
| Gillette                                                                                                            |  | 11.....50                                                                                                                                                                                                                                                                                                                                                                                            |  |                          |  |
| 400, each.....7.50                                                                                                  |  | 12.....50                                                                                                                                                                                                                                                                                                                                                                                            |  |                          |  |
| 460, each.....5.00                                                                                                  |  | Copper Iron, with Burrs—08 Aast., 25c ¼-lb. box; 010, 80c.                                                                                                                                                                                                                                                                                                                                           |  |                          |  |
| 480, each.....5.00                                                                                                  |  | RIVETS—Tinnars—Black, all sizes (in kegs), 20c lb. Tinned.                                                                                                                                                                                                                                                                                                                                           |  |                          |  |
| 470, each.....5.00                                                                                                  |  | 3, 3½ (in kegs), 80c lb.; 4, 5, 80c; 6, 7, 8, 35c; 10, 85c.                                                                                                                                                                                                                                                                                                                                          |  |                          |  |
| 501 B, each.....6.00                                                                                                |  | ROOFING—(See Paper)—                                                                                                                                                                                                                                                                                                                                                                                 |  |                          |  |
| 12 X B Blades, pkg 1.00                                                                                             |  | ROPE—Cotton, Thread—8-16, \$1.10; ¼ to 5-16, \$1.10 lb.; ¾ to ¾, \$1.10; ¾ to 1, \$1.15.                                                                                                                                                                                                                                                                                                             |  |                          |  |
| 1, set.....5.00                                                                                                     |  | Manila—Base, 35c. lb.                                                                                                                                                                                                                                                                                                                                                                                |  |                          |  |
| 15, set.....6.00                                                                                                    |  | Sisal—Base, 80c lb.                                                                                                                                                                                                                                                                                                                                                                                  |  |                          |  |
| 25, set.....6.50                                                                                                    |  | RULES, Boxwood—Lufkin-Stanley—No. 171(86), 60c each;                                                                                                                                                                                                                                                                                                                                                 |  |                          |  |
| 251, set.....5.00                                                                                                   |  | 372 (36½), 85c; 378 (3), \$1.50; 386 (32), 90c; 388 (32½), \$1.30; 488 (57), 80c; 651 (68), 35c; 702 (18), 55c; 751 (61), 40c; 752 (70), 50c; 761 (63), 50c; 762B (7), \$1.40; 771 (84), 85c; 780 (62½), \$1.00; 781 (62), \$1.00; 861A (53½), \$1.00; 862C (83½), \$1.50; 871 (52), 95c; 881 (54), \$1.15; 981 (60), \$1.40; 3851 (66½), 80c; 3851Y (66), 80c; 3861 (66½), 90c; 3881 (66½), \$2.00. |  |                          |  |
| REELS—Hose: No. 1 Wire, \$1.25 each; No. 60, Wood, \$2.25.                                                          |  | Rules, Steel—B 85, Blacksmith's, \$1.00 each; 1085, Blacksmith's, 85c; 041 Pocket, 20c; 4141, 4641, Zig-Zag, \$1.15; 4142, 4642, Zig-Zag, \$1.85; 4143, 4643, Zig-Zag, \$2.75; 4144, 4644, Zig-Zag, \$3.75.                                                                                                                                                                                          |  |                          |  |
| REGISTERS—                                                                                                          |  | RULES, ZIG ZAG—Lufkin-Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 65c; 8516 (08), 75c; 8518 (08), \$1.00; 8523 (408F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8613 (108), 45c; 8615 (105) 70c; 8616 (106), 85c; 8624 (854 F), 60c; 8626 (856 F), 85c.                                                                              |  |                          |  |
| Jap 6x 8.....1.80                                                                                                   |  | Aluminoid, Zig Zag—4 ft., \$1.75; 5 ft., \$2.00; 6 ft., \$2.25.                                                                                                                                                                                                                                                                                                                                      |  |                          |  |
| Jap 8x10.....1.90                                                                                                   |  | SAWS—One Man—Cross-cut—                                                                                                                                                                                                                                                                                                                                                                              |  |                          |  |
| Jap 10x12.....2.75                                                                                                  |  | Disston                                                                                                                                                                                                                                                                                                                                                                                              |  |                          |  |
| Jap 10x14.....3.65                                                                                                  |  | Chinook                                                                                                                                                                                                                                                                                                                                                                                              |  |                          |  |
| Jap 12x14.....5.00                                                                                                  |  | Chinook                                                                                                                                                                                                                                                                                                                                                                                              |  |                          |  |
| REGISTER FACES—                                                                                                     |  | 3 ft.....4.00                                                                                                                                                                                                                                                                                                                                                                                        |  | 5½ ft.....7.70           |  |
| Jap 6x 8.....1.15                                                                                                   |  | 4 ft.....4.60                                                                                                                                                                                                                                                                                                                                                                                        |  | 6 ft.....8.65            |  |
| Jap 8x10.....1.25                                                                                                   |  | 5 ft.....5.25                                                                                                                                                                                                                                                                                                                                                                                        |  | 6½ ft.....10.75          |  |
| Jap 10x12.....2.00                                                                                                  |  | 6 ft.....5.75                                                                                                                                                                                                                                                                                                                                                                                        |  | 7 ft.....10.90           |  |
| Jap 10x14.....2.55                                                                                                  |  | 7 ft.....6.50                                                                                                                                                                                                                                                                                                                                                                                        |  | 7½ ft.....12.00          |  |
| Jap 12x14.....3.25                                                                                                  |  | Simonds Falling same price as Royal Chinook Cross Out.                                                                                                                                                                                                                                                                                                                                               |  | 17.60                    |  |
| REVOLVERS—                                                                                                          |  | SAWS—Hand—                                                                                                                                                                                                                                                                                                                                                                                           |  |                          |  |
| Colts, Model                                                                                                        |  | 12 Disston or 69 Atkins.                                                                                                                                                                                                                                                                                                                                                                             |  |                          |  |
| Police Positive.....84.00                                                                                           |  | 20 inch.....4.15                                                                                                                                                                                                                                                                                                                                                                                     |  |                          |  |
| Police Positive Special 85.50                                                                                       |  | 22 inch.....4.65                                                                                                                                                                                                                                                                                                                                                                                     |  |                          |  |
| Police Positive Target 86.00                                                                                        |  | 24 inch.....5.00                                                                                                                                                                                                                                                                                                                                                                                     |  |                          |  |
| Army Special.....88.00                                                                                              |  | 26 inch.....5.25                                                                                                                                                                                                                                                                                                                                                                                     |  |                          |  |
| New Service.....89.00                                                                                               |  | 28 inch.....5.75                                                                                                                                                                                                                                                                                                                                                                                     |  |                          |  |
| Single Action.....86.75                                                                                             |  | 30 inch.....6.00                                                                                                                                                                                                                                                                                                                                                                                     |  |                          |  |
| Harrington & Richardson                                                                                             |  | D8 Disston, or 51 Atkins                                                                                                                                                                                                                                                                                                                                                                             |  |                          |  |
| 208, 223.....10.50                                                                                                  |  | 18 inch.....3.00                                                                                                                                                                                                                                                                                                                                                                                     |  |                          |  |
| 203 B, 223B.....11.00                                                                                               |  | 20 inch.....3.25                                                                                                                                                                                                                                                                                                                                                                                     |  |                          |  |
| 204, 224.....10.75                                                                                                  |  | 22 inch.....3.65                                                                                                                                                                                                                                                                                                                                                                                     |  |                          |  |
| 204 B, 224 B.....11.25                                                                                              |  | 24 inch.....3.85                                                                                                                                                                                                                                                                                                                                                                                     |  |                          |  |
| 263, 278.....11.50                                                                                                  |  | 26 inch.....4.00                                                                                                                                                                                                                                                                                                                                                                                     |  |                          |  |
| 263 B, 278 B.....12.00                                                                                              |  | 28 inch.....4.65                                                                                                                                                                                                                                                                                                                                                                                     |  |                          |  |
| 264, 274.....12.00                                                                                                  |  | 30 inch.....5.00                                                                                                                                                                                                                                                                                                                                                                                     |  |                          |  |
| 264 B, 274 B.....12.50                                                                                              |  | Simonds Hand and Cross-cut                                                                                                                                                                                                                                                                                                                                                                           |  |                          |  |
| Iver Johnson—                                                                                                       |  | SAWS—Miscellaneous—                                                                                                                                                                                                                                                                                                                                                                                  |  |                          |  |
| 300, 303, 323.....16.50                                                                                             |  | Back                                                                                                                                                                                                                                                                                                                                                                                                 |  |                          |  |
| 300 B, 303 B.....16.75                                                                                              |  | 12-inch.....2.50                                                                                                                                                                                                                                                                                                                                                                                     |  |                          |  |
| 804.....16.75                                                                                                       |  | 14-inch.....2.85                                                                                                                                                                                                                                                                                                                                                                                     |  |                          |  |
| RIFLES—No. and Model—                                                                                               |  | 16-inch.....3.25                                                                                                                                                                                                                                                                                                                                                                                     |  |                          |  |
| Daisy Air—                                                                                                          |  | 22 inch.....4.00                                                                                                                                                                                                                                                                                                                                                                                     |  |                          |  |
| 25.....5.25                                                                                                         |  | 24 inch.....4.25                                                                                                                                                                                                                                                                                                                                                                                     |  |                          |  |
| 40.....5.25                                                                                                         |  | 26 inch.....4.75                                                                                                                                                                                                                                                                                                                                                                                     |  |                          |  |
| 3.....8.00                                                                                                          |  | 28-inch.....5.50                                                                                                                                                                                                                                                                                                                                                                                     |  |                          |  |
| 80.....2.85                                                                                                         |  | Butcher No. 10                                                                                                                                                                                                                                                                                                                                                                                       |  |                          |  |
| 11.....2.85                                                                                                         |  | 16-inch.....1.80                                                                                                                                                                                                                                                                                                                                                                                     |  |                          |  |
| 12.....2.00                                                                                                         |  | 18-inch.....1.90                                                                                                                                                                                                                                                                                                                                                                                     |  |                          |  |
| King Air—                                                                                                           |  | 20-inch.....2.00                                                                                                                                                                                                                                                                                                                                                                                     |  |                          |  |
| 4.....2.25                                                                                                          |  | 22-inch.....2.15                                                                                                                                                                                                                                                                                                                                                                                     |  |                          |  |
| 5.....2.65                                                                                                          |  |                                                                                                                                                                                                                                                                                                                                                                                                      |  |                          |  |
| 21.....1.85                                                                                                         |  |                                                                                                                                                                                                                                                                                                                                                                                                      |  |                          |  |
| 22.....1.50                                                                                                         |  |                                                                                                                                                                                                                                                                                                                                                                                                      |  |                          |  |



## RETAIL SELLING PRICES—Continued.

## SAWS—MISCELLANEOUS—Continued—

|                                  |                           |      |
|----------------------------------|---------------------------|------|
| Nest, Complete                   | No. 50 California, 14-in. | 1.40 |
| No. 8.....                       | No. 51 California, 12-in. | 1.80 |
| Pruning                          | No. 51 California, 14-in. | 1.90 |
| No. 50 California, 12 in.        | Disston, No. 9, 14-inch.  | 8.00 |
| Buck                             | Disston, No. 10, 14-inch  | 3.25 |
| Com Sgl Brace V tooth.....       |                           | 1.50 |
| Com Dbbl Brace Tuttle tooth..... |                           | 2.50 |
| Com Dbbl Brace V tooth.....      |                           | 2.25 |
| No. 150 Special.....             |                           | 1.75 |

**SAW CLAMPS**—No. 3, \$2.00; 0, \$1.85. Perfection, No. 1W, \$2.25; No. 8W, \$2.75; No. 2W, \$3.25. No. 11, with Guide, \$3.25; Bishop's No. 750, 85c; Stearns' No. 105, \$2.75; No. 200, \$1.75; N88, \$2.25; No. 3, Disston, \$4.50.

## SAW SETS—

|                    |                    |      |
|--------------------|--------------------|------|
| 201 G. & P.....    | X Out—             |      |
| Spec. Morrill..... | Morrill No. 8..... | 1.35 |
| 105 Morrill.....   | Baker No. 8.....   | 2.85 |
| 1 Morrill.....     | Colonial.....      | 1.35 |
| 10.....            | 7 Taintor.....     | 1.75 |
| 77.....            | 28 Triumph.....    | 1.65 |
|                    | Hammer.....        | .85  |
|                    | Lever.....         | .25  |

## SAW TOOLS—

|                          |                       |      |
|--------------------------|-----------------------|------|
| Olipper Outfit.....      | Morin No. 3 1/2.....  | 4.60 |
| Morin Raker Gauge—       | Morin No. 3.....      | 2.00 |
| No. 1.....               | Setting Tool Disston— |      |
| No. 6.....               | No. 100.....          | .80  |
| No. 9.....               | No. 4 Setting Blocks— |      |
| Atkins Raker Swage..     | No. 4 Blocks, Morin.. | 2.00 |
| 5-M Tooth Gauge.....     | Swages No. 0 Disst..  | 4.75 |
| Jointers Pikes Perf...   | Swages, Whittings.... | 1.00 |
| Jointers No. 7 Sterns .. | Atkins, Rex.....      | 1.00 |
| Morin No. 3.....         | Atkins, Excelsior.... | .85  |

**SCALES**—Family, testing without scoop, \$5.00; with scoop, \$8.50; Peddlers', glass sash, \$4.50; glass sash with chains, \$4.75; brass dial, \$5.00; brass dial with chains, \$5.25. Spring Balance, No. 50, 30c each; 51, 55c; family, \$5.75; No. 202, \$6.50.

**SCISSORS**—Cast, No. 10, 50c each; No. 44, 7 1/4 inch, 50c; 8 1/4 inch, 55c; No. 240, 4 inch, 35c; 4 1/4 inch, 30c; No. 255, 4 inch, 30c; 4 1/4 inch, 35c; 5 inch, 35c; 5 1/4 inch, 40c; 6 inch, 45c; No. 320, 70c; No. 350, 65c.

Wise—No. 14 B H, \$1.85; 54 1/2, \$1.20; 55, \$1.25; 55 1/2, \$1.30; 56, \$1.40; 56 1/2, \$1.50; 57, \$1.60; 154 1/2, \$1.45; 155, \$1.50; 155 1/2, \$1.55; 156, \$1.60; 156 1/2, \$1.70; 157, \$1.85; 364, \$1.55; 364 1/2, \$1.60; 365, \$1.65; 366, \$1.85; 463, \$1.40; 463 1/2, \$1.45; 464, \$1.50; 573, \$1.85; 573 1/2, \$2.10; 574 1/2, \$2.30; 663, \$1.85; 663 1/2, \$2.10; 664, \$2.30; 763, \$1.80; 763 1/2, \$1.40; 764, \$1.45; 764 1/2, \$1.50; 765, \$1.55; 765 1/2, \$1.60; 766, \$1.75; 773, \$1.45; 773 1/2, \$1.50; 774, \$1.55; 814, \$1.55; 814 1/2, \$1.60; 815, \$1.65; 815 1/2, \$1.70; 816, \$1.85.

**SCOOPS**—Common Hollow Back—No. 2, \$2.35 each; 3, \$2.35; 4, \$2.50; 5, \$2.60; 6, \$2.65; 7, \$2.75; 8, \$2.85; 9, \$2.90; 10, \$3.00; 12, \$3.15. Potato, No. 1, \$2.50.

**SORENS—Adjustable—Window—Wabash, Wood Frame, 15x 83, 80c; 18x33, 90c; 24x33, \$1.15; 30x33, \$1.45; 24x37, \$1.25; 28x37, \$1.50.**

**Sherwood, Steel Frame—18x33, \$1.10; 24x33, \$1.25; 24x 37, \$1.35; 30x37, \$1.65.**

## SCREWS—Cap and Set—

Machine—Brass, Flat or Round Head—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

| Size.   | 1/4-in.   | 1/2-in.   | 3/4-in.   | 1-in. |
|---------|-----------|-----------|-----------|-------|
| 2.....  | .25       | .30       | .35       | .40   |
| 4.....  | .30       | .35       | .40       | .45   |
| 6.....  | .35       | .40       | .45       | .50   |
| 8.....  | .40       | .45       | .50       | .55   |
| 10..... | .45       | .50       | .55       | .60   |
| 12..... | .50       | .55       | .60       | .65   |
| 14..... | .55       | .60       | .65       | .70   |
| 16..... | .60       | .65       | .70       | .75   |
| 18..... | .65       | .70       | .75       | .80   |
| 20..... | .70       | .75       | .80       | .85   |
| Size.   | 1 1/4-in. | 1 1/2-in. | 1 3/4-in. | 2-in. |
| 4.....  | .65       | .80       | 1.00      | 1.20  |
| 6.....  | .85       | 1.10      | 1.35      | 1.65  |
| 8.....  | 1.15      | 1.35      | 1.65      | 1.95  |
| 10..... | 1.45      | 1.65      | 1.95      | 2.25  |
| 12..... | 1.75      | 1.95      | 2.25      | 2.55  |
| 14..... | 2.05      | 2.25      | 2.55      | 2.85  |
| 16..... | 2.35      | 2.55      | 2.85      | 3.15  |
| 18..... | 2.65      | 2.85      | 3.15      | 3.45  |
| 20..... | 2.95      | 3.15      | 3.45      | 3.75  |

Iron, Flat or Round Head—

| Size.   | 1/4-in.   | 1/2-in.   | 3/4-in.   | 1-in. |
|---------|-----------|-----------|-----------|-------|
| 2.....  | .15       | .20       | .25       | .30   |
| 4.....  | .15       | .20       | .25       | .30   |
| 6.....  | .20       | .25       | .30       | .35   |
| 8.....  | .25       | .30       | .35       | .40   |
| 10..... | .30       | .35       | .40       | .45   |
| 12..... | .35       | .40       | .45       | .50   |
| 14..... | .40       | .45       | .50       | .55   |
| 16..... | .45       | .50       | .55       | .60   |
| 18..... | .50       | .55       | .60       | .65   |
| 20..... | .55       | .60       | .65       | .70   |
| Size.   | 1 1/4-in. | 1 1/2-in. | 1 3/4-in. | 2-in. |
| 4.....  | .65       | .80       | 1.00      | 1.20  |
| 6.....  | .85       | 1.10      | 1.35      | 1.65  |
| 8.....  | 1.15      | 1.35      | 1.65      | 1.95  |
| 10..... | 1.45      | 1.65      | 1.95      | 2.25  |
| 12..... | 1.75      | 1.95      | 2.25      | 2.55  |
| 14..... | 2.05      | 2.25      | 2.55      | 2.85  |
| 16..... | 2.35      | 2.55      | 2.85      | 3.15  |
| 18..... | 2.65      | 2.85      | 3.15      | 3.45  |
| 20..... | 2.95      | 3.15      | 3.45      | 3.75  |

| Size    | 1 1/4-in. | 1 1/2-in. | 1 3/4-in. | 2-in. |
|---------|-----------|-----------|-----------|-------|
| 4.....  | .20       | .25       | .30       | .35   |
| 6.....  | .25       | .30       | .35       | .40   |
| 8.....  | .30       | .35       | .40       | .45   |
| 10..... | .35       | .40       | .45       | .50   |
| 12..... | .40       | .45       | .50       | .55   |
| 14..... | .45       | .50       | .55       | .60   |
| 16..... | .50       | .55       | .60       | .65   |
| 18..... | .55       | .60       | .65       | .70   |
| 20..... | .60       | .65       | .70       | .75   |

## Cap Screws—

Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.

U. S. S. Thread, Iron—

| Lgth. (ins.) | 1/4-in. | 5-16-in. | 3/4-in. | 7-16-in.  | 1-in. |
|--------------|---------|----------|---------|-----------|-------|
| 1/2.....     | .45     | .50      | .60     | .70       | .90   |
| 3/4.....     | .45     | .50      | .60     | .70       | .90   |
| 1.....       | .50     | .55      | .65     | .75       | .95   |
| 1 1/4.....   | .55     | .60      | .70     | .80       | 1.00  |
| 1 1/2.....   | .60     | .65      | .75     | .85       | 1.10  |
| 1 3/4.....   | .65     | .70      | .80     | .90       | 1.20  |
| 2.....       | .65     | .75      | .80     | 1.00      | 1.30  |
| 2 1/4.....   | .75     | .85      | .95     | 1.10      | 1.40  |
| 2 1/2.....   | .80     | .90      | .95     | 1.15      | 1.50  |
| 3.....       | .95     | 1.05     | 1.10    | 1.30      | 1.65  |
| 3 1/2.....   | .....   | .....    | .....   | 1.50      | 1.90  |
| 4.....       | .....   | .....    | .....   | .....     | 2.15  |
| Lgth. (ins.) | 1/4-in. | 3/4-in.  | 1-in.   | 1 1/2-in. | 2-in. |
| 1.....       | 1.45    | 1.95     | 2.80    | .....     | ..... |
| 1 1/4.....   | 1.50    | 2.00     | 2.80    | .....     | ..... |
| 1 1/2.....   | 1.55    | 2.10     | 2.80    | .....     | ..... |
| 1 3/4.....   | 1.65    | 2.25     | 3.00    | .....     | 8.50  |
| 2.....       | 1.80    | 2.40     | 3.25    | .....     | 8.90  |
| 2 1/4.....   | 1.95    | 2.55     | 3.45    | .....     | 4.20  |
| 2 1/2.....   | 2.10    | 2.70     | 3.60    | .....     | 4.50  |
| 3.....       | 2.35    | 3.20     | 4.10    | .....     | 5.25  |
| 3 1/2.....   | 2.65    | 3.60     | 4.65    | .....     | 5.90  |
| 4.....       | 3.10    | 4.20     | 5.15    | .....     | 6.65  |

## S. A. E. Thread, Steel—

| Lgth. (ins.) | 1/4-in.  | 5-16-in. | 3/4-in.   | 7-16-in. | 1-in.     |
|--------------|----------|----------|-----------|----------|-----------|
| 1/2.....     | .50      | .65      | .75       | 1.00     | 1.10      |
| 3/4.....     | .55      | .70      | .80       | 1.00     | 1.10      |
| 1.....       | .60      | .75      | .85       | 1.05     | 1.15      |
| 1 1/4.....   | .65      | .80      | .90       | 1.15     | 1.25      |
| 1 1/2.....   | .70      | .85      | .95       | 1.25     | 1.40      |
| 1 3/4.....   | .75      | .90      | .95       | 1.35     | 1.50      |
| 2.....       | .80      | .95      | 1.00      | 1.45     | 1.60      |
| 2 1/4.....   | .90      | 1.05     | 1.10      | 1.55     | 1.70      |
| 2 1/2.....   | 1.00     | 1.10     | 1.15      | 1.65     | 1.85      |
| 3.....       | 1.10     | 1.25     | 1.30      | 1.75     | 1.95      |
| 3 1/2.....   | 1.20     | 1.35     | 1.40      | 1.85     | 2.05      |
| 4.....       | 1.35     | 1.50     | 1.65      | 2.00     | 2.40      |
| 4 1/2.....   | 1.50     | 1.70     | 1.85      | 2.35     | 2.65      |
| Lgth. (ins.) | 9-16-in. | 1-in.    | 1 1/2-in. | 2-in.    | 2 1/2-in. |
| 1.....       | 1.85     | .....    | .....     | .....    | .....     |
| 1 1/4.....   | 1.85     | .....    | .....     | .....    | .....     |
| 1 1/2.....   | 1.85     | .....    | .....     | .....    | .....     |
| 1 3/4.....   | 1.85     | .....    | .....     | .....    | .....     |
| 2.....       | 1.85     | .....    | .....     | .....    | .....     |
| 2 1/4.....   | 1.85     | .....    | .....     | .....    | .....     |
| 2 1/2.....   | 1.85     | .....    | .....     | .....    | .....     |
| 3.....       | 1.85     | .....    | .....     | .....    | .....     |
| 3 1/2.....   | 1.85     | .....    | .....     | .....    | .....     |
| 4.....       | 1.85     | .....    | .....     | .....    | .....     |

## Set screws—

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

Square Head, V or U. S. S. Thread—

| Lgth. (ins.) | 1/4-in. | 5-16-in.  | 3/4-in. | 7-16-in.  | 1-in. |
|--------------|---------|-----------|---------|-----------|-------|
| 1/2.....     | .25     | .30       | .35     | .40       | .50   |
| 3/4.....     | .30     | .35       | .40     | .45       | .55   |
| 1.....       | .30     | .35       | .40     | .45       | .55   |
| 1 1/4.....   | .30     | .35       | .40     | .50       | .60   |
| 1 1/2.....   | .35     | .40       | .45     | .55       | .65   |
| 1 3/4.....   | .40     | .45       | .50     | .60       | .75   |
| 2.....       | .45     | .50       | .55     | .65       | .80   |
| 2 1/4.....   | .50     | .55       | .60     | .70       | .85   |
| 2 1/2.....   | .55     | .60       | .65     | .75       | .90   |
| 3.....       | .60     | .65       | .70     | .80       | 1.00  |
| 3 1/2.....   | .65     | .70       | .75     | .85       | 1.15  |
| 4.....       | .70     | .75       | .80     | .90       | 1.40  |
| Lgth. (ins.) | 1-in.   | 1 1/2-in. | 2-in.   | 2 1/2-in. | 3-in. |
| 1.....       | .90     | .....     | .....   | .....     | ..... |
| 1 1/4.....   | .90     | .....     | .....   | .....     | ..... |
| 1 1/2.....   | 1.00    | .....     | .....   | .....     | ..... |
| 1 3/4.....   | 1.10    | .....     | .....   | .....     | ..... |
| 2.....       | 1.25    | .....     | .....   | .....     | ..... |
| 2 1/4.....   | 1.35    | .....     | .....   | .....     | ..... |
| 2 1/2.....   | 1.45    | .....     | .....   | .....     | ..... |
| 3.....       | 1.65    | .....     | .....   | .....     | ..... |
| 3 1/2.....   | 1.85    | .....     | .....   | .....     | ..... |
| 4.....       | 2.10    | .....     | .....   | .....     | ..... |

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Brass, Flat or Round Head—

## RETAIL SELLING PRICES—Continued.

## WOOD SCREWS—Continued—

| Size.   | $\frac{1}{4}$ -in.  | $\frac{1}{2}$ -in.  | $\frac{3}{4}$ -in.  | $\frac{1}{2}$ -in. | $\frac{3}{4}$ -in.  | $\frac{1}{2}$ -in.  | 1-in. |
|---------|---------------------|---------------------|---------------------|--------------------|---------------------|---------------------|-------|
| 0.....  | .60                 | .60                 | .65                 | ...                | ...                 | ...                 | ...   |
| 1.....  | .60                 | .60                 | .65                 | ...                | ...                 | ...                 | ...   |
| 2.....  | .60                 | .65                 | .65                 | ...                | ...                 | ...                 | ...   |
| 3.....  | .65                 | .70                 | .70                 | .75                | .85                 | 1.05                | 1.15  |
| 4.....  | .70                 | .75                 | .75                 | .80                | .85                 | 1.10                | 1.20  |
| 5.....  | .75                 | .80                 | .85                 | .90                | 1.00                | 1.15                | 1.20  |
| 6.....  | ...                 | .85                 | .90                 | 1.00               | 1.10                | 1.15                | 1.25  |
| 7.....  | ...                 | .95                 | 1.00                | 1.10               | 1.25                | 1.35                | 1.50  |
| 8.....  | ...                 | 1.05                | 1.15                | 1.30               | 1.40                | 1.55                | 1.70  |
| 9.....  | ...                 | ...                 | ...                 | 1.50               | 1.60                | 1.75                | 1.95  |
| 10..... | ...                 | ...                 | ...                 | 1.70               | 1.85                | 2.05                | 2.20  |
| 11..... | ...                 | ...                 | ...                 | 1.85               | 2.10                | 2.35                | 2.55  |
| 12..... | ...                 | ...                 | ...                 | ...                | 2.35                | 2.60                | 2.85  |
| 13..... | ...                 | ...                 | ...                 | ...                | ...                 | ...                 | 3.20  |
| 14..... | ...                 | ...                 | ...                 | ...                | ...                 | ...                 | 3.55  |
| 15..... | ...                 | ...                 | ...                 | ...                | ...                 | ...                 | 3.90  |
| 16..... | ...                 | ...                 | ...                 | ...                | ...                 | ...                 | 4.65  |
| Size.   | $1\frac{1}{4}$ -in. | $1\frac{1}{2}$ -in. | $1\frac{3}{4}$ -in. | 2-in.              | $2\frac{1}{4}$ -in. | $2\frac{1}{2}$ -in. | 3-in. |
| 6.....  | 1.65                | ...                 | ...                 | ...                | ...                 | ...                 | ...   |
| 7.....  | 1.70                | 2.25                | 2.80                | 3.65               | ...                 | ...                 | ...   |
| 8.....  | 2.00                | 2.80                | 2.90                | 3.70               | ...                 | ...                 | ...   |
| 9.....  | 2.25                | 2.55                | 2.95                | 3.75               | ...                 | 6.60                | ...   |
| 10..... | 2.45                | 3.00                | 3.80                | 3.80               | 4.95                | 6.65                | ...   |
| 11..... | 2.90                | 3.25                | 3.75                | 4.80               | 5.10                | 6.70                | 9.70  |
| 12..... | 3.25                | 3.75                | 4.35                | 4.80               | 5.55                | 6.75                | 9.80  |
| 13..... | 3.75                | 4.15                | 4.70                | 5.30               | 6.25                | 6.90                | 9.90  |
| 14..... | 4.10                | 4.65                | 5.15                | 5.90               | 6.85                | 7.50                | 10.00 |
| 15..... | 4.60                | 5.35                | 6.05                | 6.85               | 7.50                | 8.30                | 10.25 |
| 16..... | 5.05                | 5.85                | 6.65                | 7.50               | 8.35                | ...                 | ...   |
| 17..... | ...                 | 6.40                | ...                 | 8.20               | 9.10                | ...                 | ...   |
| 18..... | ...                 | 7.60                | ...                 | 9.75               | 10.75               | ...                 | ...   |

## Flat Head, Bright—

| Size.       | $\frac{1}{4}$ -in. | $\frac{1}{2}$ -in. | $\frac{3}{4}$ -in. | $\frac{1}{2}$ -in. | $\frac{3}{4}$ -in. | $\frac{1}{2}$ -in. | 1-in. |
|-------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|-------|
| 0 to 2..... | .35                | .35                | ...                | ...                | ...                | ...                | ...   |
| 3.....      | .35                | .35                | .35                | .35                | .35                | .35                | .40   |
| 4.....      | .35                | .35                | .35                | .35                | .40                | .40                | .45   |
| 5.....      | ...                | .35                | .35                | .35                | .40                | .45                | .45   |
| 6.....      | ...                | .40                | .40                | .40                | .45                | .45                | .45   |
| 7.....      | ...                | .40                | .40                | .45                | .45                | .50                | .50   |
| 8.....      | ...                | .45                | .45                | .45                | .50                | .50                | .55   |
| 9.....      | ...                | .45                | .50                | .50                | .50                | .55                | .55   |
| 10.....     | ...                | ...                | .55                | .55                | .55                | .60                | .60   |
| 11.....     | ...                | ...                | .55                | .55                | .60                | .65                | .65   |
| 12.....     | ...                | ...                | .60                | .60                | .65                | .70                | .70   |
| 13.....     | ...                | ...                | ...                | .65                | .70                | .75                | .80   |
| 14.....     | ...                | ...                | ...                | .65                | .75                | .80                | .85   |
| 15.....     | ...                | ...                | ...                | ...                | .85                | .85                | 1.00  |
| 16.....     | ...                | ...                | ...                | ...                | .90                | 1.00               | 1.25  |
| 17.....     | ...                | ...                | ...                | ...                | ...                | ...                | 1.35  |
| 18.....     | ...                | ...                | ...                | ...                | ...                | ...                | 1.40  |
| 20.....     | ...                | ...                | ...                | ...                | ...                | ...                | 1.75  |

| Size.   | $1\frac{1}{4}$ -in. | $1\frac{1}{2}$ -in. | $1\frac{3}{4}$ -in. | 2-in. | $2\frac{1}{4}$ -in. | $2\frac{1}{2}$ -in. | 3-in. |
|---------|---------------------|---------------------|---------------------|-------|---------------------|---------------------|-------|
| 3.....  | .45                 | .50                 | ...                 | ...   | ...                 | ...                 | ...   |
| 4.....  | .50                 | .55                 | ...                 | ...   | ...                 | ...                 | ...   |
| 5.....  | .50                 | .55                 | .65                 | .75   | .80                 | .95                 | ...   |
| 6.....  | .55                 | .60                 | .70                 | .75   | .80                 | 1.00                | 1.50  |
| 7.....  | .55                 | .60                 | .75                 | .80   | .85                 | 1.05                | 1.50  |
| 8.....  | .60                 | .65                 | .75                 | .80   | .90                 | 1.10                | 1.55  |
| 9.....  | .60                 | .70                 | .80                 | .85   | .95                 | 1.15                | 1.55  |
| 10..... | .65                 | .70                 | .80                 | .90   | 1.00                | 1.20                | 1.60  |
| 11..... | .70                 | .75                 | .85                 | .95   | 1.05                | 1.25                | 1.60  |
| 12..... | .80                 | .85                 | .90                 | 1.00  | 1.10                | 1.30                | 1.65  |
| 13..... | .85                 | .90                 | 1.00                | 1.10  | 1.20                | 1.35                | 1.70  |
| 14..... | .95                 | 1.00                | 1.15                | 1.25  | 1.35                | 1.45                | 1.75  |
| 15..... | 1.10                | 1.20                | 1.30                | 1.40  | 1.55                | 1.65                | 1.90  |
| 16..... | 1.25                | 1.40                | 1.45                | 1.55  | 1.75                | 1.85                | 2.10  |
| 17..... | 1.40                | 1.60                | 1.75                | 1.85  | 1.95                | 2.10                | 2.40  |
| 18..... | 1.65                | 1.90                | 2.00                | 2.10  | 2.30                | 2.35                | 2.75  |
| 20..... | 2.00                | 2.15                | 2.25                | 2.40  | 2.65                | 2.90                | 3.25  |

Round Head, Blue—Sell at 10 per cent advance over prices shown for Flat Head, Bright.

## SAFETY SET—(Bristle)—

 $\frac{1}{4}$ -inch, any length, 10c each; 5-16, 10c;  $\frac{1}{2}$ , 12c; 7-16, 15c;  $\frac{1}{4}$ , 18c;  $\frac{1}{2}$ , 25c;  $\frac{3}{4}$ , 30c;  $\frac{1}{2}$ , 35c; 1-inch, 40c.

## SCREWS—Lag—Gimlet Point, Square Head—80% below.

|                       | $\frac{1}{4}$ , 5-16-in. | $\frac{1}{2}$ -in. | $\frac{3}{4}$ -in. | $\frac{1}{2}$ -in. | $\frac{3}{4}$ -in. | $\frac{1}{2}$ -in. | $\frac{3}{4}$ -in. |
|-----------------------|--------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Dox. 100              | Dox. 100                 | Dox. 100           | Dox. 100           | Dox. 100           | Dox. 100           | Dox. 100           | Dox. 100           |
| 1.....                | .35                      | 2.25               | ...                | ...                | ...                | ...                | ...                |
| $1\frac{1}{4}$ .....  | .35                      | 2.25               | ...                | ...                | ...                | ...                | ...                |
| $1\frac{1}{2}$ .....  | .35                      | 2.25               | .45                | 2.70               | ...                | ...                | ...                |
| $1\frac{3}{4}$ .....  | .40                      | 2.45               | .45                | 2.95               | ...                | ...                | ...                |
| 2.....                | .40                      | 2.45               | .45                | 2.95               | .65                | 4.10               | ...                |
| $2\frac{1}{4}$ .....  | .45                      | 2.65               | .50                | 3.25               | .70                | 4.50               | 1.05               |
| $2\frac{1}{2}$ .....  | .45                      | 2.65               | .55                | 3.50               | .75                | 4.85               | 1.10               |
| $2\frac{3}{4}$ .....  | .50                      | 3.05               | .60                | 3.75               | .80                | 5.20               | 1.20               |
| 3.....                | .50                      | 3.25               | .65                | 4.00               | .85                | 5.55               | 1.30               |
| $3\frac{1}{4}$ .....  | .55                      | 3.45               | .70                | 4.25               | .95                | 5.90               | 1.35               |
| $3\frac{1}{2}$ .....  | .60                      | 3.65               | .70                | 4.50               | 1.00               | 6.25               | 1.45               |
| $3\frac{3}{4}$ .....  | .60                      | 3.85               | .75                | 4.80               | 1.05               | 6.65               | 1.55               |
| 4.....                | .65                      | 4.05               | .80                | 5.05               | 1.10               | 7.00               | 1.60               |
| $4\frac{1}{4}$ .....  | ...                      | ...                | .85                | 5.30               | 1.14               | 7.35               | 1.70               |
| $4\frac{1}{2}$ .....  | ...                      | ...                | .90                | 5.55               | 1.25               | 7.70               | 1.75               |
| $4\frac{3}{4}$ .....  | ...                      | ...                | .95                | 5.80               | 1.30               | 8.10               | 1.85               |
| 5.....                | ...                      | ...                | 1.00               | 6.05               | 1.35               | 8.45               | 1.90               |
| $5\frac{1}{4}$ .....  | ...                      | ...                | 1.05               | 6.30               | 1.40               | 8.80               | 2.00               |
| $5\frac{1}{2}$ .....  | ...                      | ...                | 1.10               | 6.55               | 1.45               | 9.15               | 2.10               |
| $5\frac{3}{4}$ .....  | ...                      | ...                | 1.15               | 6.80               | 1.50               | 9.50               | 2.20               |
| 6.....                | ...                      | ...                | 1.20               | 7.05               | 1.55               | 9.85               | 2.30               |
| $6\frac{1}{4}$ .....  | ...                      | ...                | 1.25               | 7.30               | 1.60               | 10.20              | 2.40               |
| $6\frac{1}{2}$ .....  | ...                      | ...                | 1.30               | 7.55               | 1.65               | 10.55              | 2.50               |
| $6\frac{3}{4}$ .....  | ...                      | ...                | 1.35               | 7.80               | 1.70               | 10.90              | 2.60               |
| 7.....                | ...                      | ...                | 1.40               | 8.05               | 1.75               | 11.25              | 2.70               |
| $7\frac{1}{4}$ .....  | ...                      | ...                | 1.45               | 8.30               | 1.80               | 11.60              | 2.80               |
| $7\frac{1}{2}$ .....  | ...                      | ...                | 1.50               | 8.55               | 1.85               | 11.95              | 2.90               |
| $7\frac{3}{4}$ .....  | ...                      | ...                | 1.55               | 8.80               | 1.90               | 12.30              | 3.00               |
| 8.....                | ...                      | ...                | 1.60               | 9.05               | 1.95               | 12.65              | 3.10               |
| $8\frac{1}{4}$ .....  | ...                      | ...                | 1.65               | 9.30               | 2.00               | 13.00              | 3.20               |
| $8\frac{1}{2}$ .....  | ...                      | ...                | 1.70               | 9.55               | 2.05               | 13.35              | 3.30               |
| $8\frac{3}{4}$ .....  | ...                      | ...                | 1.75               | 9.80               | 2.10               | 13.70              | 3.40               |
| 9.....                | ...                      | ...                | 1.80               | 10.05              | 2.15               | 14.05              | 3.50               |
| $9\frac{1}{4}$ .....  | ...                      | ...                | 1.85               | 10.30              | 2.20               | 14.40              | 3.60               |
| $9\frac{1}{2}$ .....  | ...                      | ...                | 1.90               | 10.55              | 2.25               | 14.75              | 3.70               |
| $9\frac{3}{4}$ .....  | ...                      | ...                | 1.95               | 10.80              | 2.30               | 15.10              | 3.80               |
| 10.....               | ...                      | ...                | 2.00               | 11.05              | 2.35               | 15.45              | 3.90               |
| $10\frac{1}{4}$ ..... | ...                      | ...                | 2.05               | 11.30              | 2.40               | 15.80              | 4.00               |
| $10\frac{1}{2}$ ..... | ...                      | ...                | 2.10               | 11.55              | 2.45               | 16.15              | 4.10               |
| $10\frac{3}{4}$ ..... | ...                      | ...                | 2.15               | 11.80              | 2.50               | 16.50              | 4.20               |

SCREW DRIVERS—Machinists', No. 51, 50c each; 51 $\frac{1}{2}$ , 75c; 52, 85c; 52 $\frac{1}{2}$ , \$1.10; 53, \$1.15; 53 $\frac{1}{2}$ , \$1.40; 54, \$2.65; 210, \$1.90; 215, \$2.25; 218, \$2.75.  
Yankee Ratchet—No. 11, 2-inch, 70c each; 3, 85c; 4, 95c; 5, \$1; 6, \$1.15; 8, \$1.35; 10, \$1.65; 12, \$1.00; 15, 2-inch, 75c; 8, 80c; 4, 85c; 5, 90c. No. 80, \$3.00, \$1, \$4.00; 35, \$2.25; 60, \$1.00; 180, \$3.75.

SCREW DRIVERS—G. & P.—367—1 $\frac{1}{2}$ , 35c; 3, 40c; 4, 45c.

## SCYTHES—Bush—

| No.       | Each. | No.       | Each. |
|-----------|-------|-----------|-------|
| 400 ..... | 2.50  | 200 ..... | 2.50  |
| 450 ..... | 2.35  | 250 ..... | 2.35  |
| Weed—     |       | 100 ..... | 2.50  |
| 300 ..... | 2.50  | 150 ..... | 2.35  |
| 350 ..... | 2.35  |           |       |

SHEETS—IRON—Galvanized—10 to 16, 11 $\frac{1}{2}$ c; 18 to 24, 12c; 26 to 27, 12 $\frac{1}{2}$ c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., \$6.25; Galv., 28, \$9.50; 28, \$8.50. Rockface Siding, \$9.50.

SHEETS—STEEL—Black, Soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 15c cut, 12c full sheet.  
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, 20c cut, 14c full sheet.

## SHIELDS—Expansion—Sebeco—Per hundred list.

| 3-16 inch.....      | 8.40  | $\frac{1}{4}$ ..... | 27.80 |
|---------------------|-------|---------------------|-------|
| $\frac{1}{4}$ ..... | 9.40  | $\frac{1}{2}$ ..... | 39.95 |
| 5-16.....           | 10.50 | $\frac{3}{4}$ ..... | 58.30 |
| $\frac{3}{8}$ ..... | 13.85 | 1.....              | 66.60 |
| 7-16.....           | 17.75 |                     |       |

SHINGLES—Tin, 5x7, \$2.50; 7x10, \$4.00.

SHOES—Horse—Light, extra light or snow. All sizes, 12c lb. Neverslip, Calked, B Pattern—set of four—No. 0, \$2.00; 1, \$2.00; 2, \$2.25; 3, \$2.50; 4, \$2.75; 5, \$3.30; 6, \$3.50; 7, \$3.90.

Calks—Nos. 1 and 4, 5-16 and  $\frac{3}{4}$ , \$4.00 per hundred; 7-16 and  $\frac{1}{2}$ , \$4.25; 9-16 and  $\frac{3}{4}$ , \$4.00. Mule, No. 00 and 0, 14c 20c lb. Buck, Nos. 1, 2, 3, 30c lb. Drop, Nos. 1 to 12, 80c lb.; B, BB, BBB, 25c lb.

SHOT—Air Rifle, No. 25 (bulk), 80c lb.; No. 125 (1-lb. bags), 80c lb.; No. 525 (tubes), 10c pkg. Balls, Nos. 0, 00, 000, 20c lb. Buck, Nos. 1, 2, 3, 30c lb. Drop, Nos. 1 to 12, 80c lb.; B, BB, BBB, 25c lb.

SHOVELS—D Handle, Round Point, No. 102, \$2.50 each; 301 \$2.35; 401, \$2.00; 1003, \$2.25; 1004, \$2.35; 1005, \$2.50. D Handle, Square Point—No. 104, \$2.50 each; 203, \$2.85; 307, \$3.00; 403, \$2.00; 404B, \$2.00; 1009, \$2.65; 1010, \$2.50; 1111, \$2.25; 1112, \$2.35.

Long Handle, Round Point—200, \$2.35; 300, \$2.50; 400, \$1.90; 400A, \$2.15; 700, \$2.50; 701, \$2.50; 800, \$2.50; 801, \$2.65; 1000, \$2.25; 1001, \$2.35; 1002, \$2.50.

Long Handle, Square Point—No. 103, \$2.50 each; 202, \$2.35; 304, \$2.50; 402, \$2.00; 702, \$2.50; 1006, \$2.25; 1007, \$2.35; 1008, \$2.50.

## SLEDs—Hand and Coaster—

| No. 1.....  | 3.00  | Jr. Racer.....  | 4.25 |
|-------------|-------|-----------------|------|
| No. 2.....  | 3.50  | Racer.....      | 5.00 |
| No. 3.....  | 4.50  | Tux. Racer..... | 7.50 |
| No. 4.....  | 5.50  | Fire Fly.....   |      |
| No. 5.....  | 7.50  |                 |      |
| No. 6.....  | 15.00 |                 |      |
| No. 12..... |       |                 | 3.25 |

## SMOOTH-ON—65c lb.

SOLDER— $\frac{1}{4}$  and  $\frac{1}{2}$ , 60c lb.; No. 1, 90-100, 60c; Wiping, 40-60, 55c; Wire, 50-50, 65c; Electrical Wire, 40-60, 55c.

## SPORTING GOODS—

| Official Baseballs.....                  | 2.50  | Handballs.....                       | .85   |
|------------------------------------------|-------|--------------------------------------|-------|
| Second Grade Baseballs.....              | 2.00  | Boxing Gloves, 8-oz.....             | 13.50 |
| Playground B. B., Out or Plain Seam..... |       | Striking Bags.....                   | 9.00  |
| 14-inch.....                             | 2.75  | Championship Tennis Balls.....       | .55   |
| 12-inch.....                             | 2.50  | Best Grade Rackets, Sutton.....      | 12.00 |
| Baseball Bats, league.....               | 1.75  | Cotton Gym Shirts.....               | .75   |
| Baseball Masks,.....                     | 10.00 | White Running Pants.....             | 1.00  |
| Chest Protectors.....                    | 8.50  | Bike Jockey Strap.....               | .75   |
| Official—                                |       | Rubber Soled Tennis Gym Shoes.....   | 1.95  |
| Rugby Footballs.....                     | 10.00 | Rubber Soled Tennis or Gym High..... | 2.35  |
| Soccer Footballs.....                    | 12.00 | Basketball Shoes.....                | 5.00  |
| Basketballs.....                         | 15.00 |                                      |       |
| Volley Balls.....                        | 8.00  |                                      |       |

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, \$6.55; Barnes, 276, \$9.50; Little Giant, 827 $\frac{1}{2}$ , \$5.75; Acme Pressure 345, \$8.50; Defiance, No. 824, \$8.50.

STAPLES—Fence Wire—Polished, 8c lb.; galvanized, 9c Poultry Wire— $\frac{1}{4}$ -inch, 15c lb.

## STARRETT'S TOOLS—Add to Catalogue—

|                                                 |                       |
|-------------------------------------------------|-----------------------|
| Micrometers, 50%                                | End Meas. Rods, 50%   |
| Thickness Gauges, 50%                           | Caliper Gauges, 50%   |
| Gr. Flat Stock, 50%                             | Micrometer Cases, 50% |
| Handy Equip. Table, 50%                         |                       |
| Balance of Book (not itemized) add to list 40%. |                       |

## RETAIL SELLING PRICES—Continued.

## STOCKS AND DIES—

| Easy         |       | 1112                  | 46.20 |
|--------------|-------|-----------------------|-------|
| 2B           | 17.75 | 1118                  | 47.85 |
| 5B           | 21.00 | Armstrong             |       |
| 7B           | 21.00 | No. 1 Pipe            | 8.25  |
| 52           | 21.00 | No. 2                 | 11.00 |
| 55           | 28.00 | No. 2 1/2             | 12.75 |
| 57           | 43.50 | No. 3, 1 1/4 to 3-in. | 16.25 |
| Little Giant |       | Common                |       |
| 5            | 30.25 | No. 0 Pipe            | 7.25  |
| 7            | 46.20 | No. 1                 | 9.75  |
| 9            | 47.85 | No. 2                 | 13.00 |
| 65           | 37.95 | Stocks Only—          |       |
| 67           | 59.40 | No. 1 pipe, Common    | 8.25  |
| Green River  |       | No. 3 pipe, Common    | 7.25  |
| 1134         | 25.00 | No. 2, Armstrong      | 8.75  |
| 1104         | 30.25 | No. 3, Armstrong      | 6.00  |

**STONES—Carborundum—**No. 76, 50c; 107, \$2.00; 108, \$2.25; 109, \$1.75; 110, \$2.00; 111, \$1.85; 112, \$1.00; 113, \$1.00; 115, \$1.75; 116, \$1.75; 117, \$1.75; 118, \$1.50; 119, \$1.50; 120, \$1.50; 121, \$1.25; 122, \$1.25; 123, \$1.25; 124, \$1.00; 180, 75c; 181, 75c; 142, 75c; 143, 75c; 144, 75c; 145, 50c; 146, 50c; 147, 50c.

**Pike's Oil and Water—**No. 13, 60c each; 14, 60c; 15, 10c; 20, 40c; 22, \$1.00; 25, 15c; 27, 25c; 40, 25c; 42, 85c; 48, 50c; 51, \$1.00; 52, \$1.25; 53, \$1.50; 54, \$1.00; 55, \$1.25; 56, \$1.50; 59, 15c; 60, \$1.75; 62, \$2.25; 66, \$2.75; 68, \$3.75; 78, 50c; 80, 60c; 86, 75c; 88, \$1.00; 92, 50c; 94, 60c.

**Pike's Scythe—**No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

## STOP AND WASTE—

Rough Brass, Iron Pipe Threads No. 10 T-Handle or No. 20 Lever Handle.  
 1/2-inch, \$1.25; 3/4-inch, \$1.75.  
 No. 30 High Grade Cap Pattern T or Lever Handle—  
 1/2-inch, \$1.50; 3/4-inch, \$2.00.  
 Glauber or Muellers—  
 1/2-inch, \$1.75; 3/4-inch, \$2.25.  
 Compression—  
 1/2-inch, \$2.25; 3/4-inch, \$2.50.

**STRIP—Weather—**Rubber, 1/2-inch, 5c ft.; 3/4-inch, 7c ft. Felt, 1/2-inch, 5c ft.; 3/4-inch, 7c ft.

## SUPPORTS—Wagon Tongue—

| Lindquist's— |      | Haggard Spiral— |      |
|--------------|------|-----------------|------|
| 1            | 2.00 | 0               | 1.35 |
| 2            | 2.50 | 1               | 1.75 |
| 3            | 8.25 | 2               | 1.90 |
|              |      | 3               | 2.15 |

**SWEEPERS CARPET—**Bissell's American Queen, \$7.50; Club, \$13.00; Elite, \$8.25; Gold Medal, \$7.00; Grand Rapids (Nic), \$7.00; Grand Rapids (Jap), \$6.25; Grand (Jap), \$8.00; Parlor Queen, \$7.75; Princess, \$7.25; Prize, \$7.00; Universal (Nic), \$6.75; Universal (Jap), \$6.00.

Vacuum—Superba, \$13.00; Grand Rapids, \$11.00; Household, \$9.00. On account of the freight, retail prices 50 cents higher prevail in the following Western and Southern states: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Tex., Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

**TACKS—**Bills Posters', No. 545 Wire, or 555 Cut, 3, 85c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c.

Carpet—434 Cut, or 484 Wire 1/4-lb. papers. No. 8, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c.

488 Cut, or 488 Wire 1/4-lb. papers. No. 8, 6c box; 4, 6c; 8, 6c; 10, 6c; 12, 6c.

495 Wire in bulk. No. 3, 40c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.

Gimp—324. No. 2 1/4, 15c box; 3, 15c; 4, 15c; 6, 15c; 8, 15c.

Upholsterers'—304 Cut, 1/4-lb. papers. No. 1 1/4, 15c box; 2, 15c; 2 1/2, 15c; 3, 15c; 4, 15c; 6, 15c; 8, 15c; 10, 15c; 12 to 16, 15c.

805 Cut, or 855 Wire in bulk. No. 3, 40c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.

Double Pointed—Blue 1/4-lb. papers. No. 9, 6c box; 10, 6c; 11, 6c; 12, 6c; 14, 6c.

Blued in bulk. No. 209, 40c lb.; 210, 40c; 211, 40c; 212, 40c.

## TAPES—MEASURING—(Lufkin)—(Starrett)—

|          |      |  |  |
|----------|------|--|--|
| 710..... | .75  |  |  |
| 718..... | 1.00 |  |  |
| 715..... | 1.50 |  |  |
| 716..... | 1.75 |  |  |
| 780..... | .75  |  |  |
| 783..... | 1.15 |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |
|          |      |  |  |

## STEEL TAPES—

|     |       |        |       |
|-----|-------|--------|-------|
| 100 | 5.50  | 200 D. | 6.00  |
| 103 | 8.25  | 203    | 9.75  |
| 105 | 12.00 | 203 D. | 9.25  |
| 106 | 14.25 | 205    | 14.25 |
| 200 | 6.00  | 205 D. | 18.50 |

| 260    | 5.00  | 553  | 6.00  |
|--------|-------|------|-------|
| 263    | 6.15  | 555  | 7.65  |
| 265    | 8.00  | 556  | 9.75  |
| 266    | 10.50 | 1240 | 4.25  |
| 550    | 4.65  | 1243 | 5.25  |
| 206    | 17.00 | 1260 | 4.75  |
| 206 D. | 16.50 | 1263 | 6.00  |
| 240    | 4.50  | 1264 | 7.50  |
| 243    | 5.50  | 1265 | 7.75  |
| 245    | 7.50  | 1266 | 10.00 |
| 246    | 9.75  |      |       |

Comparative Nos. K. & E. and Starrett same price as Lufkin. Asses' Skin Case—25, 65c; 50, 85c; 75, \$1.15; 100, \$1.35.

TAPE—Friction—1/2 lb., 45c; 2 oz., 15c; 1 oz., 10c.

## TENTS—Single Filling—

| Size  | 8-oz. | 10-oz. | Size        | 8-oz. | 10-oz. |
|-------|-------|--------|-------------|-------|--------|
| 7x7   | 14.80 | 17.30  | 16x18       | 57.25 | 67.35  |
| 7x9   | 17.55 | 20.45  | 16x20       | 63.10 | 73.65  |
| 9x9   | 20.25 | 23.70  | 16x24       | 71.85 | 83.60  |
| 9x12  | 23.85 | 27.85  | 16x30       | 86.95 | 101.30 |
| 12x14 | 32.00 | 37.35  | A or Wedge— |       |        |
| 12x18 | 39.50 | 46.15  | 5x7         | 9.25  | 10.75  |
| 14x16 | 42.00 | 49.80  | 7x7         | 11.65 | 13.60  |
| 14x20 | 52.15 | 60.60  | 7x9         | 13.95 | 16.85  |

Flys Half Price of Tents.

## Wagon Covers—Single Filling—

| Size  | 8-oz. | 10-oz. | Size  | 8-oz. | 10-oz. |
|-------|-------|--------|-------|-------|--------|
| 10x14 | 8.85  | 11.10  | 12x16 | 12.90 | 15.90  |
| 10x16 | 10.15 | 12.70  | 12x18 | 14.35 | 17.90  |

## Stockmen's Bed Sheets—Single Filling—

| Size | 8-oz. | 10-oz. | 12-oz. |
|------|-------|--------|--------|
| 6x12 | 5.00  | 6.50   | 7.50   |
| 6x14 | 5.85  | 7.50   | 8.75   |
| 7x14 | 8.35  | 10.85  | 12.35  |
| 7x16 | 9.85  | 12.50  | 14.10  |

**THIMBLES—**Flue—6-in., 10c; 7-in., 15c; 8-in. to 7-in. Adj., 15c.

## TIN—

Bar and Pig, \$1.35 lb.

Common Roofing, 40c per sheet.

Valley, No. 4, 6c per ft.; 10, 10c; 14, 14c; 20, 20c.

Painted 1 side, 1c foot extra, two sides 2c.

Flashing, 10, 1x1, \$3.25 per 100 feet; 1/2x1, \$3.25.

Shingles—5x7, \$3.50 per 100 ft.

Valley—14-inch, 17c per foot, \$15.00 per roll; 20-inch, 25c per foot, \$22.00 per roll.

**TOGGLE BOLTS—**Sebeco No. 1—Per hundred list.

|            |         | Diameter—                                                   |         |
|------------|---------|-------------------------------------------------------------|---------|
| Length     | 1/4-in. | 3/16-in.                                                    | 1/2-in. |
| 3-inch     | 6.00    | 7.50                                                        | 8.50    |
| 3 1/2-inch | 6.25    | 8.00                                                        | 9.00    |
| 4-inch     | 6.75    | 8.50                                                        | 9.50    |
| 5-inch     | 7.50    | 9.25                                                        | 10.25   |
| 6-inch     | 8.00    | 10.00                                                       | 11.00   |
|            |         | Sebeco No. 5—With either round or flat head machine screws— |         |
|            |         | Diameter—                                                   |         |
| Length     | 1/4-in. | 3/16-in.                                                    | 1/2-in. |
| 3-inch     | 2.63    | 3.15                                                        | 3.50    |
| 4-inch     | 2.97    | 3.50                                                        | 3.85    |
| 5-inch     | 3.32    | 3.85                                                        | 4.20    |
| 6-inch     | 3.67    | 4.20                                                        | 4.55    |

**TORCHES—**Clayton & Lambert—No. 28, Alcohol, \$4.25 each. Gasoline—No. 14, \$6.00 each; 37, \$10.25; 38, \$11.00, 81, \$11.50; 32, \$12.25; 48, \$13.75; 62, \$16.00; 112, \$11.00; 114, \$9.00.

**TRAPS—**Fly—Paragon, 35c each; Balloon, 25c; Edgewood 2, \$2.00; Edgewood 2, \$2.00; Avis 1, \$2.75; Avis 2, \$2.50; Avis 3, \$2.25; Perfect, \$1.45.

Game—No. 0 Newhouse, 50c each; 1 Newhouse, 65c; 1 1/2 Newhouse, 95c; 2 Newhouse, \$1.35; 3 Newhouse, \$1.80; 4 Newhouse, \$2.25; 5 Newhouse, \$16.25; 1 Oneida Jump, 85c; 1 1/2 Oneida Jump, 55c; 2 Oneida Jump, 80c; 0 Victor, 25c; 1 Victor, 30c; 1 1/2 Victor, 40c; 2 Victor, 55c; 3 Victor, 85c; 4 Victor, \$1.00.

Gopher—Western, 25c each; Noxall, 25c; Maccabee, 25c; Easy Set, 25c; Newhouse, 25c; California Pocket, 25c.

Mole—Reddick, \$1.25 each; Out-O-Sight, \$1.50.

Mouse—Sure Catch, 5c each; Security, 10c; Choker-Wood, 15c; Choker-Tim, 10c; Delusion, 25c; Holdem, 65c; Oage, 25c.

Rat—Sure Catch, 15c each; Security, 25c; Holdem, small, 75c; Holdem, large, \$1.00.

## TROLLEY—Richards—Per Set—

| TROLLEY—Richards—Per Set— |       |           |       |           |        |           |
|---------------------------|-------|-----------|-------|-----------|--------|-----------|
| No.                       | 3-ft. | 3 1/2-ft. | 4-ft. | 4 1/2-ft. | 5-ft.  | 5 1/2-ft. |
| 016.....                  | 5.25  | 5.50      | 5.75  | 6.00      | 6.25   | 6.50      |
| 16.....                   |       |           |       |           | 9.50   | 9.75      |
| 019.....                  | 4.75  | 5.00      | 5.26  | 5.50      | 5.75   | 6.00      |
| 19.....                   |       |           |       |           | 8.50   | 8.75      |
| 0132.....                 | 5.25  | 5.60      | 6.00  | 6.40      | 6.75   | 7.15      |
| 132.....                  |       |           |       |           | 9.50   | 9.75      |
| No.                       | 6-ft. | 6 1/2-ft. | 7-ft. | 8-ft.     | 10-ft. |           |
| 016.....                  | 6.75  |           |       |           |        |           |
| 16.....                   | 10.00 | 10.25     | 10.50 | 11.50     | 13.50  |           |
| 019.....                  | 6.25  |           |       |           |        |           |
| 19.....                   | 9.00  | 9.25      | 9.50  | 10.50     | 11.00  |           |
| 0132.....                 | 7.50  |           |       |           |        |           |
| 132.....                  | 10.00 | 10.50     | 11.00 | 12.00     | 13.00  |           |

185—1, \$3.00 each; 185—2, \$4.50; 187—1, \$2.50; 9—Midget, 60c; 90T—Midget Track, 12c.

## RETAIL SELLING PRICES—Continued.

## TINWARE

|                     |                     |                    |                      |                   |
|---------------------|---------------------|--------------------|----------------------|-------------------|
| 8 Wash Boilers 8.00 | 6 Pot Covers 10     | 225 ..... .75      | 08 ..... .25         | 6 Muffin Pans 25  |
| 9 ..... 8.50        | 10 ..... 15         | 230 ..... 1.00     | 15 ..... .20         | 8 ..... 30        |
| 28 A ..... 3.40     | 12 ..... 20         | 235 ..... 1.50     | 020 ..... .20        | 9 ..... 35        |
| 29 A ..... 3.65     | 13 ..... 25         | Tea Kettles        | 110 ..... .35        | Pie Pans          |
| 128 B ..... 3.75    | 14 ..... 30         | 01½ ..... .45      | 120 ..... .45        | 6 ..... 10        |
| 129 B ..... 4.00    | 15 ..... 40         | 02 ..... .50       | 130 ..... .55        | 7 ..... 10        |
| 229 B ..... 4.10    |                     | 027 ..... .55      |                      | 10 ..... 15       |
| Wash Bowls          | 09 Cups ..... 15    | 029 ..... .75      | 5 Cake Pans ..... 15 | 75 ..... 25       |
| 07 ..... 20         | 010 ..... 20        | 047 ..... 2.00     | 15 ..... 35          |                   |
| 08 ..... 25         | 23 ..... 25         | 049 ..... 3.00     | 031 ..... 15         | Sauce Pans        |
| 7 ..... 35          | 023 ..... 15        | 067 ..... 2.25     | 032 ..... 20         | 012 ..... 35      |
| 8 ..... 45          | 211, 212 ..... 10   | 069 ..... 3.00     | 034 ..... 30         | 016 ..... 45      |
| Covered Buckets     | 214 ..... 15        | Preserving Kettles | 041 ..... 20         | 020 ..... 55      |
| 11 ..... 15         | Outters             | 160 ..... 40       | 043 ..... 30         | 024 ..... 75      |
| 12 ..... 25         | All sizes ..... 10  | 200 ..... 55       | 72 ..... 40          | 028 ..... 95      |
| 13 ..... 30         | Dippers             | 240 ..... 75       | 74 ..... 55          | Coffee Pots       |
| 14 ..... 35         | 01 ..... 25         | 280 ..... 95       | Dish Pans            | 1 ..... 30        |
| Dinner Buckets      | 2 ..... 15          | 320 ..... 1.15     | IX Tin               | 2 ..... 40        |
| 1 ..... 65          | 02 ..... 25         | Moulds             | 10 ..... 90          | 4 ..... 50        |
| 2 ..... 75          | 03 ..... 35         | 2 Melon ..... 1.35 | 14 ..... 1.05        | 6 ..... 80        |
| 3 ..... 90          | 4 ..... 20          | 4 Melon ..... 1.85 | 17 ..... 1.35        | 240 Tea Pots 25   |
| 04 ..... 1.10       | 9 ..... 25          | 08 Jelly ..... 15  | 21 ..... 1.60        | 242 ..... 40      |
| 30 ..... 75         | 10 ..... 30         | 15 Jelly ..... 30  | IXXX Tin             | 2 Flour Sieves 25 |
| 40 ..... 85         | 32 ..... 25         | 61 Cake ..... 40   | 17 ..... 2.00        | 2 ..... 25        |
| 600 ..... 1.45      | 34 ..... 30         | 62 Cake ..... 50   | 21 ..... 2.10        | 316 ..... 30      |
| 675 ..... 1.65      | 35 ..... 35         | Dairy Pails        | 30 ..... 3.10        | 318 ..... 35      |
| Milk Cans           | 42 ..... 40         | 10 ..... 80        | Milk Pans            | Flour Sifters     |
| 1 ..... 35          | 203 ..... 60        | 12 ..... 85        | 200 ..... 10         | 1 ..... 35        |
| 4 ..... 60          | Forks               | 14 ..... 90        | 202 ..... 15         | 4 ..... 45        |
| 01 ..... 75         | 1, 2, 3, 4 ..... 10 | 40 ..... 35        | 204 ..... 20         | 5 ..... 25        |
| 03 ..... 85         | 5, 6 ..... 15       | 60 ..... 35        | 206 ..... 25         | 10 ..... 30       |
| 04 ..... 75         | 314 ..... 25        | 80 ..... 40        | 2100 ..... 35        | Skimmers          |
| 12 ..... 2.50       | 318 ..... 30        | 100 ..... 40       | 2120 ..... 40        | 10 ..... 20       |
| 500 ..... 3.00      | 421 ..... 10        | 104 ..... 1.15     | 300 ..... 15         | 45 ..... 10       |
| 503 ..... 4.00      | Funnels             | 105 ..... 1.50     | 301 ..... 20         | Strainers         |
| 505 ..... 5.75      | 10, 15, 20 ..... 10 | 120 ..... 50       | 302 ..... 30         | 2 ..... 15        |
| 510 ..... 6.00      | 25 ..... 15         | 124 ..... 1.25     | 304 ..... 40         | 3 ..... 20        |
| 510 ..... 7.50      | 30 ..... 20         | 125 ..... 1.50     | 306 ..... 50         | 10 ..... 35       |
| Oil Cans            | 35 ..... 25         | 140 ..... 60       | 3100 ..... 65        | 20 ..... 45       |
| 10 ..... 30         | 120 ..... 20        | 144 ..... 1.35     | 3120 ..... 85        | 33 ..... 65       |
| 31 ..... 50         | 125 ..... 25        | 512 ..... 2.00     | 504 ..... 40         | 110 ..... 40      |
|                     | 130 ..... 30        | 514 ..... 2.10     | 506 ..... 50         | 112, 121 ..... 50 |
|                     | 220 ..... 65        | Bread Pans         | 510 ..... 75         | 123 ..... 65      |
|                     |                     | 01 ..... 20        |                      |                   |

TWINE—Cotton—Wrapping, \$1.80 lb.; Budding, \$1.80 lb.; Flax, No. 18 B B, 55c lb.; 24 B B, 55c; 18 B C, 65c; 24 B C, 65c; 86 B C, 65c; 80 Sacking, 65c; 40 Sacking, 65c; 33 Hemp—No. 4½, 45c lb.; 6, 45c; 07, 45c.

## VALVES

| Standard Globe and Angle Valves— | Standard Gate Valves— |
|----------------------------------|-----------------------|
| ¼ ..... .80                      | ¼ ..... 1.60          |
| ½ ..... .85                      | ½ ..... 1.70          |
| ¾ ..... .90                      | ¾ ..... 1.85          |
| 1 ..... 1.10                     | 1 ..... 2.25          |
| 1½ ..... 1.40                    | 1½ ..... 3.10         |
| 2 ..... 2.00                     | 2 ..... 4.10          |
| 2½ ..... 2.80                    | 2½ ..... 5.50         |
| 3 ..... 3.85                     | 3 ..... 8.00          |
| 3½ ..... 5.85                    |                       |

## WAGONS—Boys—

| American      | Each | 336—16x36     | 7.25  |
|---------------|------|---------------|-------|
| No. and Size. |      | Wagners—      |       |
| 118—8x18      | 2.00 | No. 18        | 10.00 |
| 120—9x20      | 2.25 | No. 20        | 11.50 |
| 122—10x22     | 2.50 | No. 24        | 13.00 |
| 124—11x24     | 3.00 | Coaster—Star— |       |
| 126—12x26     | 3.50 | No. 10        | 9.50  |
| 128—13x28     | 4.00 | No. 20        | 10.50 |
| 130—14x30     | 4.50 | No. 30        | 11.50 |
| 132—15x32     | 5.00 | No. 40        | 12.50 |
| Samson        |      | Mars—Wells—   |       |
| 326—12x26     | 4.00 | No. 10        | 7.50  |
| 328—13x28     | 4.25 | No. 11        | 8.00  |
| 332—15x32     | 5.50 | No. 12        | 9.50  |

WASHERS—Cast Iron—Size ¼ to ¾, 10c lb.; ¾ to 2, 10c lb.; Angles, all sizes, 12c lb. Malleable—Standard, 18c lb.; Nail Hole, 18c lb.; Angle, 21c lb. Cut—Size 3-16, 29c lb.; ¼, 24c; 5-16, 22c; ¾, 20c; 7-16, 19c; ¾, 18c; ¾ to 1, 17c.

WASTE—Cotton—No. 6X White, 28c lb.; 1 White, 26c; 2 White, 35c; 01 Colored, 21c; 02 Colored, 20c; 10 Wool, 33c.

## WATCHES—Ingersoll—

| Brand                                                                                        | Each | Junior-Gun  | 2.75 |
|----------------------------------------------------------------------------------------------|------|-------------|------|
| Yankee                                                                                       | 1.35 | Eclipse-Nic | 2.00 |
| Radilite-Nic                                                                                 | 2.25 | Eclipse-Gun | 2.00 |
| Triumph                                                                                      | 1.50 | Midget-Nic  | 2.75 |
| Junior-Nic                                                                                   | 2.75 | Midget-Gun  | 2.75 |
| Dana or Eagle, 5, \$3.50; 10, \$4.00; 20, \$4.75. White's, 8, \$3.00; 00, \$5.00; 8, \$4.00. |      |             |      |

## WAX—Floor 95c lb.

WEANERS—Calf—Shaws No. 1, 65c; No. 2, 75c. Hoosier No. 11, 75c; No. 12, 85c. Kantauk—Calf, 50c; Cow, 60c. WEDGES—Truckee-Alki, 1b, 20c; Oregon-Atha, 16c; Cedar-Atha, 22c, Cedar-Alki, 18c; Falling, 27c; Saw, 22c.

WHEELBARROWS—Brick—No. 10 B, \$15.25 each; 20, \$15.00. Garden—No. 2, 4½ cu. ft. capacity, \$10.50 each; No. 3, 5½ cu. ft., \$11.75; No. 21 (Toledo Clipper), \$6.25. Railroad—No. 15, \$6.00 each; No. 17, \$6.50; No. 19, \$7.75. Steel Tray and Frame—No. AX, \$14.75 each; 4, \$15.75; 5, \$17.50; 10, \$22.75.

## WIRE

| Per 100 lbs.                                                                                                                  | Black. | Galv. | Baling. |
|-------------------------------------------------------------------------------------------------------------------------------|--------|-------|---------|
| 3 gauge                                                                                                                       | 6.60   | 7.80  | .....   |
| 4 gauge                                                                                                                       | 6.60   | 7.80  | .....   |
| 6-8-9                                                                                                                         | 6.50   | 7.20  | .....   |
| 10                                                                                                                            | 6.50   | 7.25  | .....   |
| 11                                                                                                                            | 6.60   | 7.30  | .....   |
| 12                                                                                                                            | 6.60   | 7.35  | .....   |
| 13                                                                                                                            | 6.75   | 7.45  | .....   |
| 14                                                                                                                            | 7.55   | 7.00  | .....   |
| 15                                                                                                                            | 8.00   | 7.10  | .....   |
| 16                                                                                                                            | 8.10   | 7.20  | .....   |
| 17                                                                                                                            | 9.00   | 7.50  | .....   |
| 18                                                                                                                            | 9.00   | 9.00  | .....   |
| Barbed Fence—Glidden Pat., \$6.90; Glidden Galv., \$7.60; Baker Pat., \$7.15; Baker Galv., \$7.85. Waukeganito Galv., \$8.50. |        |       |         |

Hog. Cattle. Am. Special Galv., 80-rod spools, each..... 4.70 4.55 Glidden, 80-rod spools, each..... 6.50 6.40 Broken Coils—Add, 1 to 24 lbs., 8c; 25 to 49 lbs., 2c; 50 to 99 lbs., 1c per lb. Stove Pipe Wire, 50-ft. coils, 15c each.

## WIRE CLOTH—See Cloth.

## WOODENWARE—

| Spoons                                                                                  | Trays, Choppine         |
|-----------------------------------------------------------------------------------------|-------------------------|
| 13-inch ..... .15                                                                       | 0—10x18 ins. .... .75   |
| 15-inch ..... .15                                                                       | 8—11x22 inch. .... 1.25 |
| WOOL—Steel—1-lb. rolls—0, \$1.25; 1, \$1.10; 2 and 3, \$1.00. 3-oz. packages, 25c each. |                         |

WRINGERS—Mop—Vanco 78, \$4.50; 88, \$4.00; 89, \$4.75. Dana or Eagle, 5, \$3.25; 10, \$3.75; 20, \$4.50. White's, 8, \$4.00; 00, \$5.25; 8, \$5.25.

## WRENCHES—

|         | Westcott. | Aggr. | Coes. | Crescent. | Trimo. |
|---------|-----------|-------|-------|-----------|--------|
| 6-inch  | 1.25      | .95   | 1.65  | 1.05      | 1.65   |
| 8-inch  | 1.50      | 1.15  | 2.00  | 1.25      | 1.85   |
| 10-inch | 1.75      | 1.35  | 2.35  | 1.50      | 2.10   |
| 12-inch | 2.25      | 1.75  | 3.60  | 2.85      | .....  |
| 14-inch | 3.50      | ..... | ..... | 2.50      | 2.85   |
| 15-inch | .....     | 2.25  | 4.15  | 3.50      | .....  |
| 18-inch | .....     | ..... | 5.35  | 3.45      | 4.10   |
| 21-inch | .....     | ..... | 6.50  | .....     | .....  |
| 21-inch | .....     | ..... | 6.50  | .....     | .....  |

ZINC—Full sheets, 30c lb.; less than sheets, 85c lb.

## INDEX TO ADVERTISERS

|                                |             |                                 |         |                                     |           |
|--------------------------------|-------------|---------------------------------|---------|-------------------------------------|-----------|
| <b>A</b>                       |             |                                 |         |                                     |           |
| Advance Car Mover Co.          | 66          | Glass Founders' Corporation     | 179     | Portland Cordage Co.                | 76        |
| Albert Lea Sprayer Co.         | 70          | Goodell-Pratt Co.               | 29      | Precision Machine & Tool Co.        | 64        |
| Alert Tool Co.                 | 181         | Goodrich Co., B. F.             | 145     | Prentiss-Wabers Stove Co.           | 169       |
| Alexander Mfg. Co.             | 71          | Goodyear Rubber Company         | 76      | Progressive Mfg. Co.                | 67        |
| Allith-Prouty Co.              | 15          | John Gottschalk Co.             | 94      | <b>Q</b>                            |           |
| Aluminum Goods Mfg. Co.        | 47-100      | Greenfield Tap & Die Corp.      | 25      | Quick Meal Stove Co.                | 86        |
| Aluminum Products Co.          | 206         | Grinnell Co.                    | 27      | <b>R</b>                            |           |
| Alvord Reamer & Tool Co.       | 161         | H. J. Gute & Co.                | 96      | Raydex Mfg. Co.                     | 170-171   |
| American Bolt & Screw Case Co. | 203         | <b>H</b>                        |         | Reed & Prince Mfg. Co.              | 67        |
| American Chain Co.             | 20          | Hartford Rubber Co.             | 157     | F. C. Reichard Mfg. Co.             | 73        |
| American Ironing Machine Co.   | 91          | Hay Mfg. Co.                    | 201     | Remington Arms U. M. C. Co.         | 19        |
| American Pad & Textile Co.     | 34          | Hay-Budden Mfg. Co.             | 63      | Rhode Island Fittings Co.           | 195       |
| American Saw & Mfg. Co.        | 59          | Hercules Powder Co.             | 33      | A. L. Richmond                      | 70        |
| American Steel & Wire Co.      | 26          | Hercules Products Co.           | 89      | Ritter Can & Specialty Co.          | 85        |
| American Wire Fabrics Co.      | 57          | Hess-Snyder Mfg. Co.            | 73      | Rochester Can Co.                   | 45        |
| Apco Mfg. Co.                  | 179         | Higgins Spring & Axle Co.       | 185     | Romort Mfg. Co.                     | 177       |
| Armstrong Mfg. Co.             | 197         | John J. Hildebrandt Co.         | 82      | H. Roth & Sons                      | 79        |
| Atkins, E. C. & Co.            | 11          | A. M. Holter Hardware Co.       | 75      | G. D. Rowell & Son                  | 59        |
| Atlas Mfg. Co., The            | 80          | Honeyman Hardware Co.           | 30      | Royal Mfg. Co.                      | 30        |
| Atlas Shear Co.                | 81          | Frank A. Hoppe                  | 75      | Royal Self Heating Iron Co.         | 95        |
| Automatic Lawn Sprinkler Co.   | 66          | Hunt, Helm, Ferris & Co.        | 32      | Myer S. Rubens Stove & Furnace      |           |
| Auto-Strop Safety Razor Co.    | 182-183     | Hyfield Mfg. Co.                | 85      | Repair Works                        | 204       |
| Avia Hardware Co.              | 77          | Hygrade Lamp Co.                | 165     | A. C. Rulofson Co.                  | 57-58     |
| <b>B</b>                       |             | <b>I</b>                        |         | Russell & Erwin Mfg. Co.            | 7         |
| Baker, Hamilton & Pacific Co.  | 51          | International Silver Co.        | 42      | Russell Mfg. Co.                    | 141       |
| Baldwin Refrigerator Co.       | 40          | Ironton Stove & Mfg. Co.        | 87      | Rutenber Electric Co.               | 86        |
| Barcalo Mfg. Co.               | 16          | <b>J</b>                        |         | <b>S</b>                            |           |
| Bartlett Mfg. Co.              | 71          | Jobbers' Mfg. Co.               | 82      | Safety Interlocking Stove Pipe Co.  | 88        |
| Bassick Co.                    | 98 and Opp. | Johns-Manville Co.              | 146-147 | Salt Lake Hardware Co.              | 74        |
| Beaton & Cadwell Mfg. Co.      | 199         | <b>K</b>                        |         | Samson Cordage Works                | 79        |
| Beaton & Corbin Mfg. Co.       | 208         | F. D. Kees Mfg. Co.             | 73      | J. Sand & Sons                      | 65        |
| Benjamin Air Rifle Co.         | 82          | Chas. F. U. Kelly, Inc.         | 170-171 | Sargent & Company                   | 17        |
| Benjamin Electric Co.          | 133         | Kentucky Wagon Mfg. Co.         | 62      | Savage Arms Corp.                   | 85        |
| Bernz Co., Otto                | 200         | M. L. Kline Co.                 | 195     | Savill's Sons, Thomas               | 203       |
| Berger Bros. Co.               | 82          | <b>L</b>                        |         | Wm. B. Scaife & Sons                | 201       |
| Billings & Spencer Co.         | 14          | Lalanc & Grosjean Mfg. Co.      | 85      | Schaw-Batcher Co.                   | 78        |
| Bissell Carpet Sweeper Co.     | 99          | Will B. Lane Unique Tool Co.    | 173     | Christian Schlicker Mfg. Co.        | 88        |
| Black & Decker Mfg. Co.        | 226         | Landers, Frary & Clark          | 43      | R. F. Sedgley, Inc.                 | 165       |
| Buller Machine Works           | 60          | Lane Bros. Co.                  | 80      | Self-Cleaning Rake Co.              | 189       |
| Bommer Spring Hinge Co.        | 65          | Lawson Mfg. Co.                 | 6       | Shelby Spring Hinge Co.             | 69        |
| Boston Brass Co.               | 203         | Lindemann, O. & Co.             | 94      | Simonds Mfg. Co.                    | 53        |
| Boston Woven Hose & Rubber Co. | 104         | Ludlow-Saylor Wire Co.          | 61      | Simplex Electric Heating Co.        | 5         |
| Brainerd Mfg. Co.              | 68          | Lufkin Rule Co.                 | 67      | Slaymaker Lock Company              | 64        |
| Brewer-Titchener Corporation   | 172         | <b>M</b>                        |         | Smith Mfg. Co., F. H.               | 56        |
| Brier Hill Steel Co.           | 56          | Maine Mfg. Company              | 84      | Specialty Mfg. Co.                  | 62        |
| Bridgeport Hardware Mfg. Co.   | 57          | Mangrum & Otter                 | 78      | Spokane Stove & Furnace Repair Wks. | 206       |
| Buckeye Aluminum Co.           | 92          | Manhattan Electrical Supply Co. | 174     | Springs Leaf Lubricator Co.         | 179       |
| Buffalo Forge Co.              | 60          | R. H. Marchant Co.              | 68      | Standard Four Tire Corp.            | 167       |
| Buffalo Sled Co.               | 80          | Marquette Mfg. Co.              | 159     | Stanley Rule & Level Co.            | 63        |
| Buffum Tool Co.                | 153         | Marshall-Newell Supply Co.      | 49      | Stanley Works                       | Cover     |
| Bullen & Co.                   | 139         | Mayhew Steel Products, Inc.     | 69      | Stanwood Equipment Co.              | 137       |
| Burgess-Norton Mfg. Co.        | 59          | McCaffrey File Co.              | 69      | Star Expansion Bolt Co.             | 60        |
| Butterfield & Co.              | 175         | McKinney Mfg. Co.               | 10      | Star Heel Plate Co.                 | 58        |
| <b>C</b>                       |             | M. H. Merchant Corp.            | 177     | Stark Rolling Mill Co.              | 24        |
| Chicago Flexible Shaft Co.     | 25          | Meyers Mfg. Co., Fred J.        | 93      | Starrett, L. S. & Co.               | 31        |
| O. J. Childs Co.               | 68          | Monarch Refrigerator Works      | 44      | Sterling Tire Corporation           | 163       |
| Champion Blower & Forge Co.    | 54          | Montauk Paint Mfg. Co.          | 102     | Stine Screw Holes Co.               | 64        |
| Champion Ignition Mfg. Co.     | 143         | Frank Mossberg Co.              | 155     | Strevell-Paterson Hardware Co.      | 75        |
| John Chatillon & Sons          | 83          | Motor Mercantile Co.            | 174     | Sturges & Burn Mfg. Co.             | 73        |
| C. F. Church Mfg. Co.          | 199         | Mound Tool Co.                  | 181     | Superior Laboratories               | 88        |
| George M. Clark Co.            | 84          | L. J. Mueller Furnace Co.       | 39      | Superior Spring Hinge Co.           | 64        |
| Clayton & Lambert Mfg. Co.     | 201-205     | F. E. Myers & Bro.              | 72      | Jas. Swan Co.                       | 52        |
| Cleveland Stone Co.            | 60          | <b>N</b>                        |         | <b>T</b>                            |           |
| Coe's Wrench Co.               | 12          | Napier Saw Works                | 8-9     | Taylor Mfg. Co.                     | 64        |
| Colt's Patent Firearms Co.     | 81          | National Cash Register Co.      | 97      | Thompson-Diggs Co.                  | 74        |
| Columbus Anvil & Forging Co.   | 72          | New England Mills Co.           | 177     | Thompson Mfg. Co.                   | 72        |
| Columbian Rope Co.             | 191         | New Era Spring & Specialty Co.  | 173     | Three-In-One Oil Co.                | 69        |
| Collette Mfg. Co.              | 102         | New Haven Clock Co.             | 78      | J. B. Timberlake & Sons             | 88        |
| Connors, Wm., Paint Mfg. Co.   | 89          | New Process Stove Co.           | 38      | Topping Mfg. Co.                    | 66        |
| Converse Rubber Shoes Co.      | 149         | C. S. Norcross & Sons           | 70      | Triner Scale & Mfg. Co.             | 80        |
| Corcoran Mfg. Co.              | 151         | New York Stamping Co.           | 41      | Tritch Hardware Co.                 | 48        |
| H. C. Cook Co.                 | 179         | Nicholson File Co.              | 18      | Tucker Duck & Rubber Co.            | 82        |
| Corbin Screw Corporation       | 61          | North Bros. Mfg. Co.            | 53      | Turner Brass Works                  | 201       |
| C. W. B. Cornelius, Inc.       | 195         | North & Judd Mfg. Co.           | 85      | <b>U</b>                            |           |
| Crescent Tool Co.              | 55          | The Nye Tool & Machine Works    | 205     | U. S. Steel Products Co.            | 26        |
| Curtis Pneumatic Machinery Co. | 179         | <b>O</b>                        |         | United Mfg. & Distributing Co.      | 179       |
| Corbin Cabinet Lock Co.        | Cover       | Ohio Wire Goods Mfg. Co.        | 175     | United Royalties Corp.              | 90        |
| <b>D</b>                       |             | Ohlen-Bishop Co.                | 72      | U. S. Rubber Company                | 157       |
| Defiance Welding Co.           | 173         | Ontario Knife Co.               | 87      | Utility Trailer Sales Co.           | 181       |
| Delta File Works               | 54          | Operello Phonograph Co.         | 95      | <b>V</b>                            |           |
| Detroit Twist Drill Co.        | 21          | Wm. H. Ottemiller               | 65      | Vaughan & Bushnell Mfg. Co.         | 65        |
| Diamond Tire Co.               | 145         | <b>P</b>                        |         | Voss Bros. Co.                      | Opp. 66   |
| R. E. Diets Co.                | 22          | Pacific Pump & Supply Co.       | 197     | <b>W</b>                            |           |
| Henry Disston & Sons           | 185         | Pacific Sanitary Mfg. Co.       | 197     | Wagner Mfg. Co.                     | 58        |
| Joseph Dixon Crucible Co.      | 179         | Packham Crimper Co.             | 88      | Warren Axe & Tool Co.               | 63        |
| Duluth Show Case Co.           | 86          | Panama Lamp & Supply Co.        | 101     | Walden-Worcester, Inc.              | 175       |
| Dunham, Carrigan & Hayden Co.  | 50          | Parker Supply Co.               | 67      | Washington Hardware & Implement     |           |
| Durham Mfg. Co.                | 93          | H. W. Peabody & Co.             | Opp. 98 | Underwriters                        | 185       |
| <b>E</b>                       |             | Peck, Stow & Wilcox             | 13      | Wellston Mfg. Co.                   | 103       |
| Edison Electric Appliance Co.  | 131         | Peerless Mfg. Co.               | 36      | Western Brass Mfg. Co.              | 201       |
| Elastic Tip Co.                | 189         | Pennsylvania Lawn Mower Co.     | 71      | Western States Outlery & Mfg. Co.   | 82        |
| Electric Maid Co.              | 89          | Peters Cartridge Co.            | 79      | Whitaker-Glessner Co.               | 90        |
| Elgin Stove & Oven Co.         | 89          | Perfection Mfg. Company         | 93      | Whitlock Cordage Co.                | 8         |
| Enterprise Mfg. Co.            | 93          | Philadelphia Lawn Mower Co.     | 62      | Wills Sprinkler Mfg. Co.            | 72        |
| Eyelet Tool Co.                | 65          | Phoenix Horse Shoe Co.          | 52      | Winchester Repeating Arms Co.       | 186-187   |
| <b>F</b>                       |             | Phenix Mfg. Co.                 | 57      | Witt Cornice Company                | 92        |
| Faultless Caster Co.           | 46          | Pilliod Lumber Co.              | 68      | Wrought Washer Mfg. Co.             | 57        |
| <b>G</b>                       |             | Pioneer Paper Co.               | 77      | Joe Welsh                           | 79        |
| Gem Safety Razor Co.           | 102         | Pittsburgh Steel Co.            | 58      | <b>X</b>                            |           |
| Geneva Cutlery Co.             | 23          | Pittsburgh Water Heater Co.     | 199     | "X" Laboratories                    | 2nd Cover |
| Geratendorfer Bros.            | 3rd Cover   | Poni-Bike Co., The              | 189     | <b>Y</b>                            |           |
| Giant Powder Co.               | 37          | Porter, H. K.                   | 56      | Yost Gearless Motor Co.             | 95        |
| J. E. Gilson Co.               | 71          |                                 |         |                                     |           |



Exhibit "D"

# BLACK & DECKER

ELECTRIC VALVE GRINDER

*"With the Pistol Grip and Trigger Switch"*

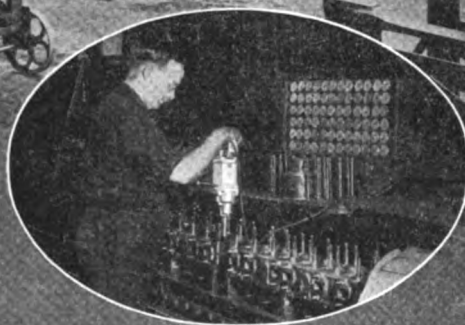
E  
V  
I  
D  
E  
N  
C  
E

The Hudson Motor Car Co., Detroit, Mich., is using the Black & Decker Electric Valve Grinder in production work and has actually reduced the time previously required to grind the twelve valves in each cylinder block from eleven minutes by hand to three minutes with the Black & Decker Electric Valve Grinder. With this tool one man now grinds in 1440 Hudson Super-Six valves a day.

The Hudson Car has attained an enviable reputation not only by reasons of design but because of the fine machine work which it embodies. The use of Black & Decker Electric Valve Grinders for production work in the Hudson factories and many others is evidence that it does fine work and "stands the gaff."



We also manufacture the well known Black & Decker Portable Electric Drills *"With the Pistol Grip and Trigger Switch."*



## THE BLACK & DECKER MFG. CO.

TOWSON HEIGHTS, BALTIMORE, MD., U. S. A.

Portable Electric Drills    Electric Valve Grinders    Electric Air Compressors

BRANCH OFFICES:

New York, N.Y.    Philadelphia, Pa.    Atlanta, Ga.    San Francisco, Cal.    Chicago, Ill.  
 Detroit, Mich.    Cleveland, Ohio    Buffalo, N.Y.    Boston, Mass.

# SAPOLIN

EVERY MERCHANT EVERYWHERE, SHOULD WRITE FOR PARTICULARS  
ON THIS POPULAR LINE OF ENAMELS, STAINS, GILDINGS,  
VARNISHES, BRONZE POWDERS AND BRONZING  
LIQUIDS

WRITE TODAY

"Special Goods  
for  
Special Purposes"

Sapolin Varnishes  
Sapolin Glass Frosting  
Sapolin Metallic Enamels  
Sapolin Carriage Gloss Colors  
Sapolin Enamel, Porcelain Finish  
Sapolin Gilding Powders and Liquids  
Sapolin Motor & Engine Enamel  
Sapolin Stove Pipe Enamel  
Sapolin Aluminum Enamel  
Sapolin Iron Enamel  
Sapolin Gold Enamel

"Serve, Save  
and Satisfy"



"Special Goods  
for  
Special Purposes"

Sapolin Gold Ink  
Sapolin Bathtub Enamel  
Sapolin Furniture Polish  
Sapolin Wire Screen Enamel  
Sapolin Porch Furniture Stains  
Sapolin Floor & Furniture Stains  
Sapolin Gold and Aluminum Glaze  
Sapolin Hot Pipe Aluminum  
Sapolin Varnish Stains  
Sapolin Auto Enamel  
Sapolin Gold Paint

"Serve, Save  
and Satisfy"

FOR 40 YEARS

THOUSANDS OF MERCHANTS HAVE REALIZED THE DIS-  
TINCT ADVANTAGE OF SELLING SAPOLIN BECAUSE WITH EVERY  
SALE THEY COULD CONSCIENTIOUSLY SAY, "YES, I RECOMMEND  
IT; I BACK UP GERSTENDORFER BROS., BECAUSE THEY BACK UP ME."

WE ARE READY TO BACK YOU IN THE SAME MANNER

GERSTENDORFER BROS., 231-35 E. 42d St., New York, U. S. A.

# SAPOLIN

CORBIN

# Extruded Metal Padlocks

Corbin Cabinet Lock Company

THE AMERICAN HARDWARE CORPORATION SUCCESSOR

New Britain, Conn., U.S.A.

NEW YORK

CHICAGO

PHILADELPHIA





# Hardware - PLUMBING AND HEATING - World

JUNE 1920

## THE STANLEY WORKS

1773

GARAGE DOOR HOLDER  
CUSHION TYPE

**Bang! Slam!**

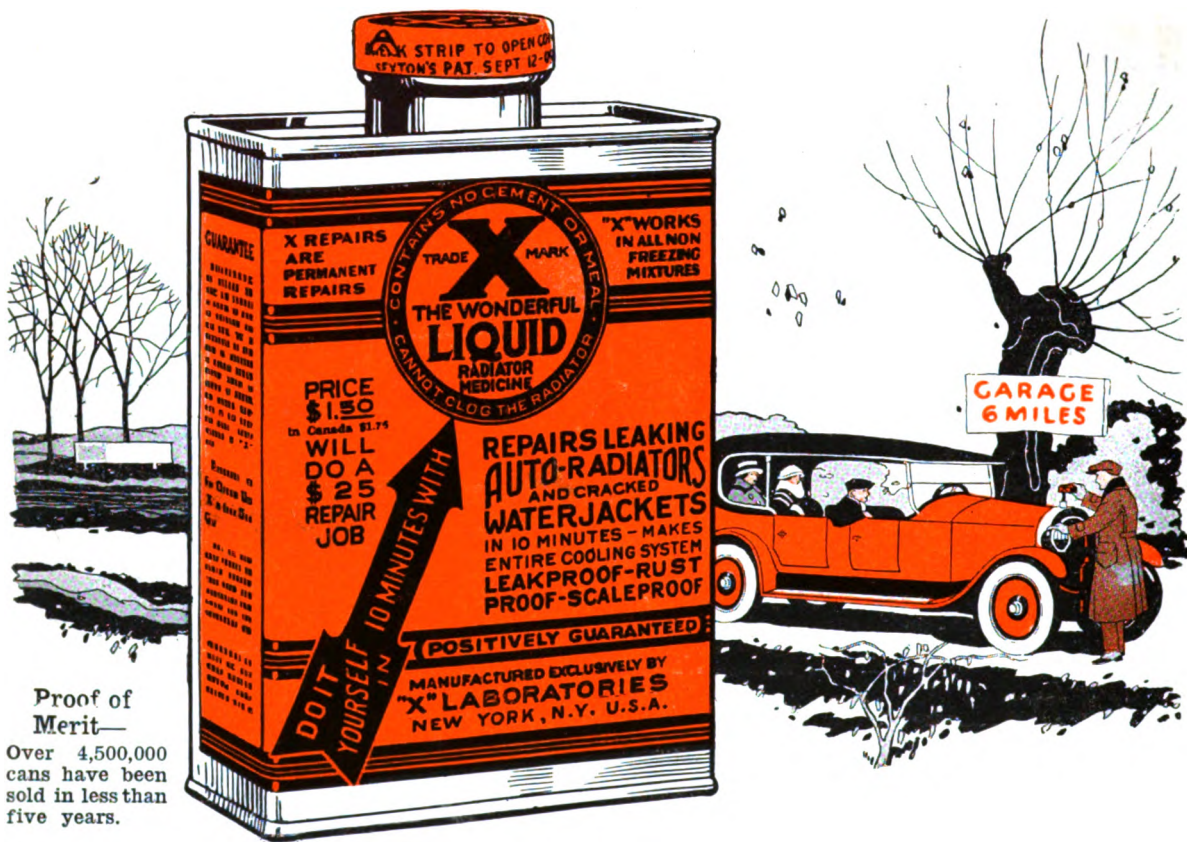
The shock is taken up by the springs (covered by a cylinder), relieving all strain on the hinges.

Ideal for Factory, Public and unusually heavy private garage doors.

*An illustrated folder, J6 on the No. 1773 is ready for distribution among hardware dealers*

**THE STANLEY WORKS**  
NEW BRITAIN, CONN.  
Chicago New York





#### Proof of Merit—

Over 4,500,000 cans have been sold in less than five years.

## Make your motoring *FREE* from cooling system troubles

FROM the way some car-owners neglect the cooling system you'd think they really welcome trouble—instead of wanting to duck it. For instance, when they are miles from no-where with the radiator leaking badly and the engine heating up rapidly they "curse the luck." But that has never yet helped.

Wouldn't you think they'd get wise to the simplest way of keeping the cooling system practically trouble-proof?

"X" Liquid kept constantly in the water means **no more leaks—no more Rust or Scale**

—proper engine cooling and better engine performance.

The next best thing to keeping "X" always in the water is to keep a can of "X" in the tool kit. Then if a leak develops at any time—anywhere in the cooling system—"X" is simply poured into the water and the repair is made while the car is running.

#### **Eliminates Rust and Scale!**

The man who knows every inch of his car realizes the dangers of a rust-choked, scale-clogged cooling system. That's why he uses "X" in the first place to loosen all Rust and Scale. And he uses "X" constantly to prevent new Rust and Scale from forming.

The verdict of American car-owners is that "X" Liquid improves the cooling system of any water cooled car. It keeps the system LEAKPROOF—RUSTPROOF and SCALEPROOF.

#### **Not a Radiator Cement!**

Don't class "X" Liquid with radiator cements, flax-seed meals, and such "dopes" in powder or semi-liquid form. "X" cannot clog the fine water passages. Be safe. Get the original "X" Liquid. See that the big "X" is on every can.

**LARGE SIZE** \$1.50  
Will do a \$25 repair job!

**FORD SIZE** 75c  
Get "X" at your dealer's

"X" "X" LABORATORIES

25 West 45th Street

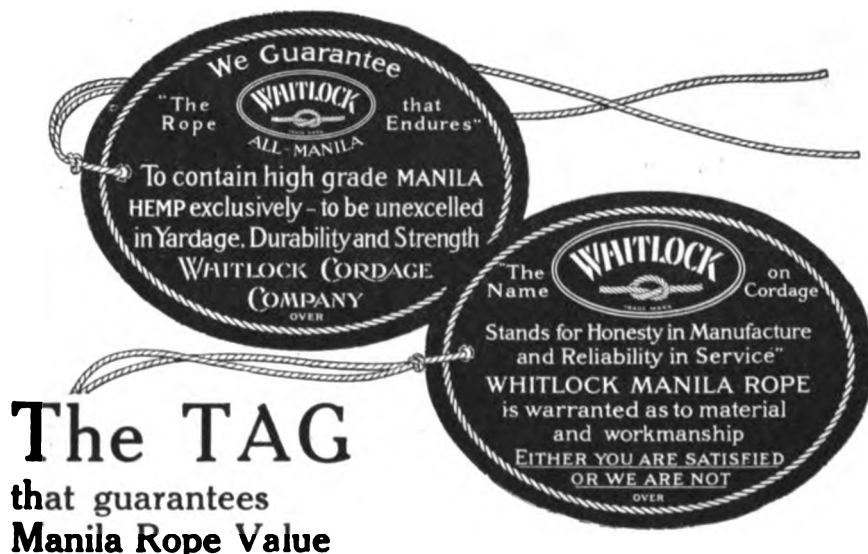
NEW YORK CITY

Pacific Coast Branch 451 Rialto Bldg., San Francisco, Cal.

TRADE MARK

**Liquid** makes all water cooling systems  
LEAKPROOF • RUSTPROOF • SCALEPROOF





is used on "WHITLOCK ALL-MANILA" to safeguard your interests—whether dealer or consumer.

When you buy "Pure Manila" Rope specify WHITLOCK ALL-MANILA, and look for the distinctive green tag on every coil.

You will get WHAT YOU HAVE THE RIGHT TO EXPECT—Manila Rope that is thoroughly well made of high grade Manila Hemp exclusively and containing a minimum quantity of good lubricant.

We mean exactly what we say: If you are not entirely pleased with the appearance of Whitlock Rope, or with the service you obtain, let us know or advise your dealer. Remember: "Either you are satisfied or we are not."

**WHITLOCK CORDAGE COMPANY**

46 South Street, New York

Chicago Office, 1303 Chamber of Commerce

KANSAS CITY BRANCH, 512 Railway Exchange Building



Volume XV

JUNE :: 1920

Number 6

## INDEX TO CONTENTS

|                                                              | Page    |
|--------------------------------------------------------------|---------|
| MERCHANTS SHOULD MAKE BETTER USE OF THEIR OPPORTUNITIES..... | 107     |
| WHY GOVERNMENT OWNERSHIP NECESSARILY FAILS.....              | 109     |
| EIGHTY PER CENT INSURANCE CLAUSE.....                        | 110     |
| GET YOUR TOWN TO PAINT UP.....                               | 112     |
| PLAYING UP BASE BALL AND SPORTING GOODS.....                 | 113     |
| COUNTRY MERCHANT ISN'T A MIDDLE MAN.....                     | 115     |
| THE STEEL MARKET—ADDRESS OF W. H. STACKHOUSE.....            | 116     |
| TOYS IN STOCK AND JOYS IN THE STOCKING.....                  | 118     |
| IMPORTANCE OF INDIVIDUAL ATTENTION FOR CUSTOMERS.....        | 119     |
| ADVERTISING YOUR COMMUNITY—EACH MERCHANT SHOULD HELP.....    | 121     |
| PASSING OF E. C. SIMMONS—MIGHTY PROPHET AND BUILDER.....     | 122     |
| NATIONAL INEFFICIENCY AND EXTRAVAGANCE.....                  | 126     |
| DO YOU SELL, OR DO YOUR CUSTOMERS BUY?.....                  | 127     |
| BREAKING CUSTOMERS' DELIVERY HABITS.....                     | 128     |
| TAKE ADVANTAGE OF THIS MECHANICAL AGE.....                   | 130     |
| AUTOMOBILE ACCESSORY DEPARTMENT.....                         | 131     |
| NATIONAL AUTOMOTIVE CONVENTION.....                          | 134     |
| MOTOR ACCESSORIES WILL SELL BIG.....                         | 140     |
| TRADE CONQUERORS FOR AMERICAN INJECTORS—THE L.L.B.'S.....    | 148     |
| TELLING THE TRADE OF TOOLS—F. W. PRATT.....                  | 157-158 |
| ELECTRICAL APPLIANCES UNLIMITED FIELD FOR MERCHANTS.....     | 195     |
| PLUMBER SHOULD CULTIVATE THE FARMER.....                     | 202     |
| PLUMBING AND HEATING DEPARTMENT.....                         | 202-214 |
| LET US HAVE GARDENS.....                                     | 206     |
| WHEN GOING INTO A DEAL, BE SURE YOU ARE IN.....              | 210     |
| RETAIL SELLING PRICES.....                                   | 215-232 |
| BUSINESS OPPORTUNITIES.....                                  | 233     |
| INDEX TO ADVERTISERS.....                                    | 234     |

**HARDWARE WORLD.** Issued on the first of each month by **HARDWARE WORLD Publishing Co.** Subscription, payable in advance, 50c. per year, or three years for \$1.00. Entered as second class matter, under act of Congress, at Portland, Oregon.

T. M. Shearman,  
Editor and Manager.

\* Raymond L. Shearman, Associate Editor.

Correspondence, or articles for publication may be addressed to office nearest you.

|                                      |                               |                           |                                   |                                                      |                                             |                                              |
|--------------------------------------|-------------------------------|---------------------------|-----------------------------------|------------------------------------------------------|---------------------------------------------|----------------------------------------------|
| 383 Taylor Street,<br>Portland, Ore. | Phelan Bldg.<br>San Francisco | 70 Fifth Ave.<br>New York | 1802 Young St.,<br>Dallas, Texas. | Salt Lake, Utah<br>204 Scott Bldg.<br>Seattle, Wash. | 807 Pioneer Bldg.<br>Vancouver, B. C., Can. | 220 Pacific Bldg.,<br>Vancouver, B. C., Can. |
|--------------------------------------|-------------------------------|---------------------------|-----------------------------------|------------------------------------------------------|---------------------------------------------|----------------------------------------------|

Boatmen's Bank Building  
St. Louis, Mo.



# EVERY HOME NEEDS THE SAW MOST CARPENTERS USE

This statement carried by the Saturday Evening Post, Literary Digest, Popular Science Monthly, Scientific American, Popular Mechanics, and 29 leading farm papers regularly to approximately 8,000,000 homes. This message is a new power behind your sale of saws.

The day of the "toy" saw—the cheap "tinny" blade is past. Every man is somewhat of a mechanic. He should have tools. He likes to repair the fence, or build a new coal bin. He will get better results and more sat-

isfaction out of the work if he has good tools to work with.

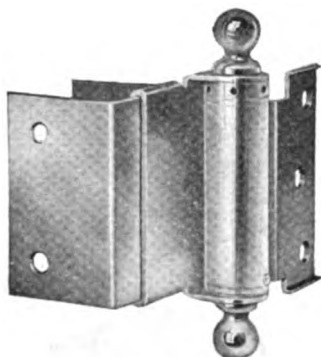
Carpenters have found by experience that the Disston is the best Saw. That is why most carpenters use Disston Saws. That every home needs this same saw is what Disston advertising is telling the people all over the country every day.

Make this true slogan one of your selling arguments. Talk it today. Keep talking it. And we will put the Saw Most Carpenters Use—the Disston—in Every Home.

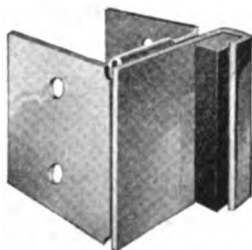
**HENRY DISSTON & SONS, Inc.**

GENERAL OFFICES: PHILADELPHIA, PA.

# There Is a Lawson Hinge for Every Building Requirement



**NEW 1800 HINGE**



**No. 1800  
ADJUSTABLE STRIKE**

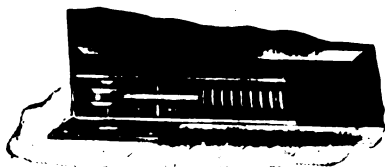
A pair of the New Lawson standard three-inch spring jamb hinges with adjustable bracket can be used in place of the old style four-inch hinge and blank.

This use gives a wider range of spring action, wears longer and makes a better looking job. Four bolts instead of three hold the door more solidly.

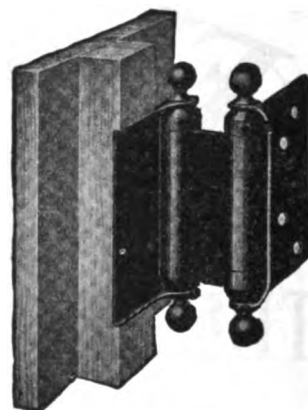
The box flange on this hinge as well as the flange on the strike has an adjustment range from  $1\frac{1}{8}$ " to  $1\frac{1}{2}$ ", covering all standard size partitions.

Lawson Nu Jamb Spring hinges can be applied direct to the jamb of any door without the use of a hanging strip.

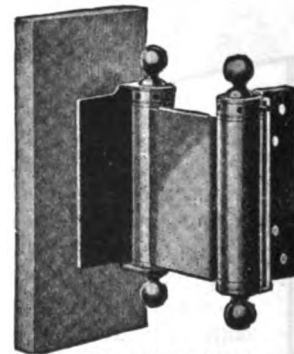
This saves at least \$1.50 on each operation. It gives the door far more solid support than if the hanging strip were used.



We also make Lawson surface floor spring hinges and a complete line of lavatory hardware, including bolts, strikes, locks and keepers.



**THE OLD WAY**



**THE LAWSON WAY**

## Lawson Manufacturing Company

228-230 W. Superior Street, Chicago, Illinois

Eastern Representative  
JOHN H. GRAHAM & CO.  
95 Reade St., 113 Chambers St.  
New York City

Pacific Coast Representative  
C. N. & F. W. JONAS  
San Francisco. Seattle  
Los Angeles

# RUSSWIN

RUSSELL & ERWIN

## Garage Hardware

Necessities

for the

Well Equipped Garage

Adaptable Cylinder Locks with Russwin Ball-Bearing Cylinders.

No. 200, for Swinging Doors

No. 300, for Sliding Doors

Positive locking which is not affected by sagging of the door.

Self-adjusting Hold-Open Arm, No. 2

Holds door securely and works freely under all conditions.

Self-Latching Door Bolt, No. 1

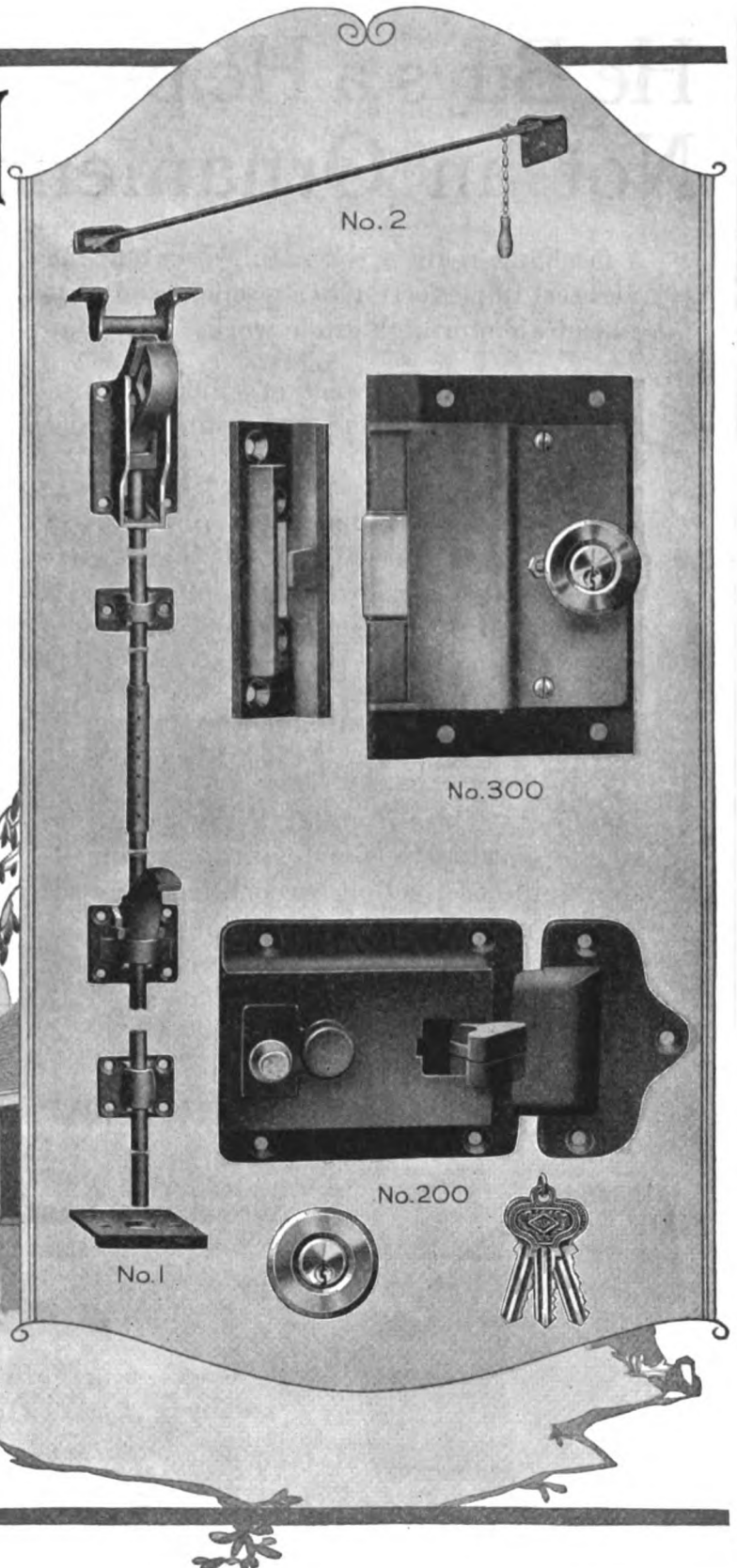
Unlocked at top and bottom by lifting the handle. Automatically locks at top and bottom when door is closed.

RUSSELL & ERWIN MFG. CO.,

The American Hardware Corporation Successor

New Britain, Conn.

New York San Francisco Chicago London, Eng.





# He Buys a Helper— Not an Ornament

A mechanic realizes to the fullest extent the slightest imperfection in a wrench renders it undesirable for high grade work.

He searches for a wrench of solid, well proportioned material, one with a sure grip and simple assembly.

Whenever such a mechanic discovers a wrench with a "Coes" label, his search ends suddenly, for he knows that he has found a wrench that is perfect in every detail, one with which he cannot go wrong.

That is just why you cannot go wrong in keeping a good stock of Coes Wrenches.

The Coes "Knife-Handle" Wrench with its simple construction and sturdy workmanship is the best selling wrench made for all general use. It never disappoints.

*Please Order Through  
Your Jobber*

## COES WRENCH COMPANY

Established 1841

WORCESTER, MASS.

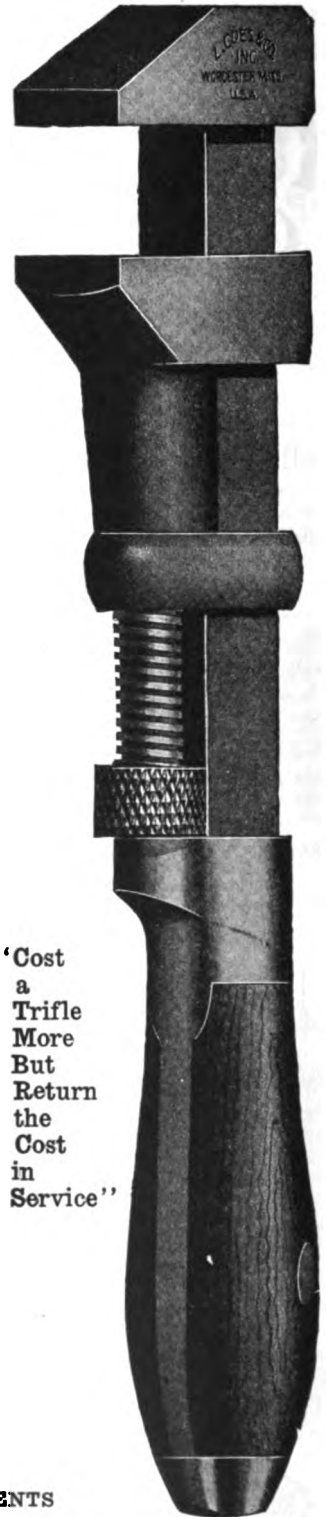


The Original "Conservation" Package  
Unchanged Since 1842



AGENTS

JOHN H. GRAHAM & CO., 226 Market St., San Francisco, Cal.  
J. C. McCARTY & CO., 29 Murray St., New York.  
J. H. GRAHAM & CO., 113 Chambers St., New York.  
HUGHSON & MERTON, Inc., Portland, Ore.; Los Angeles, Cal.; San Francisco, Cal.; Denver, Colorado.



"Cost  
a  
Trifle  
More  
But  
Return  
the  
Cost  
in  
Service"

# ATKINS

## SILVER STEEL SAWS



### VIRGIN ORE

When Elias C Atkins began making saws way back in 1857 he realized that no steel manufacturer had at that time the correct formula for making as high a grade of steel as he determined to use in his saws.

Being an expert metallurgist he prepared his formula, which was based on Virgin Ore. This formula contained many important elements that stamped it as the best that had ever been used. Experiments were carried on day by day and month after month, and after a long interval success was achieved—thus "Silver Steel" Saws were born.

This steel—Atkins exclusive formula—has the quality of receiving a hard, tough temper, stiff and firm, a quality that takes a keen, sharp cutting edge—a quality as fine as the material in high grade razors—that's "Silver Steel" and it's not too good for Atkins Saws.

"Silver Steel" Saws—made from Virgin Ore—are known the world over, and the constantly growing demand demonstrates their quality.

*Have you Atkins Saws?  
Write for literature!*

## E. C. ATKINS & COMPANY, Inc.

*"The Silver Steel Saw People"*

Established 1857

Home Office and Factory, INDIANAPOLIS, INDIANA

Canadian Factory, Hamilton, Ont.

Machine Knife Factory, Lancaster, N. Y.

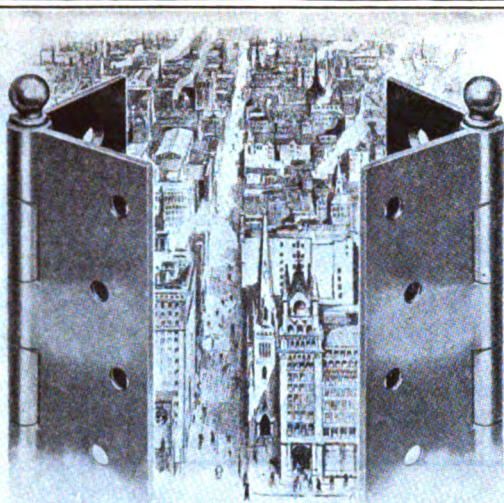
*Branches carrying complete stocks in the following cities:*

Atlanta  
Chicago  
Memphis  
Minneapolis

New Orleans  
New York City  
Portland, Ore.  
San Francisco

Seattle  
Vancouver, B.C.  
Sydney, N. S. W.  
Paris, France





## *The Importance of HINGES in a COMMUNITY*

**S**TREET after street, Churches, Schools, Public Buildings, and Homes; thousands of persons living within a few square miles. Yet each one lives his life apart—has his own ideals, ambitions and work.

Of all our modern improvements and appliances to make city life more pleasant, none is quite so important as the hinge. Hinges make Doors possible! And doors provide protection, convenience and quiet—permit the family, the unit of civilization, to live alone.

McKinney Hinges and Butts have served a nation for fifty years. Unassisted, unnoticed, without sagging or even a squeak, they have quietly established a reputation—a standard by which all other hinges may be fairly judged.

McKinney Hinges and Butts are made to artistically match any architectural design. From massive door to small box lid they serve their purpose well. They fill every hinge need perfectly!

When you consider building or repairs, remember the importance of hinges. A careful and correct selection will be rewarded by years of noiseless, uninterrupted service.

And when you go to buy, don't just ask for hinges. Get the best by remembering the name McKinney.

The name *is* important.

McKINNEY MANUFACTURING COMPANY, Pittsburgh  
Western office, Salt-Lake Bldg., Chicago Export Representation

# McKINNEY

## Hinges and Butts

Also manufacturers of garage and farm building door hardware, furniture hardware and McKinney One-Man Trucks.  
These McKinney One-Man Trucks eliminate the need of extra helpers and cut trucking costs in half.

*This is the fifth advertisement in the big national campaign to make everyone consider the importance of hinges and to buy the best. This advertisement appears in the Saturday Evening Post, May 1st. Other advertisements, appearing in Architects' and Builders' Magazines, are swinging this class of buyers to a full realization of the McKinney standard.*

## *Hardware Dealers*

McKinney advertising is doing wonders for McKinney Hinge and Butt sales. Millions who before gave little thought to the importance of hinges, now know the worth of the name "McKinney" on the hinges or butts they buy.

Hundreds of Hardware Dealers have identified their stores with this big advertising campaign. The results have been beneficial both in sales and prestige gained.

Give your store the added impetus made possible by national advertising. Establish it as Headquarters for McKinney Products in your locality.

Proper display material—the connecting link between your store and the national advertising—will be forwarded upon request.

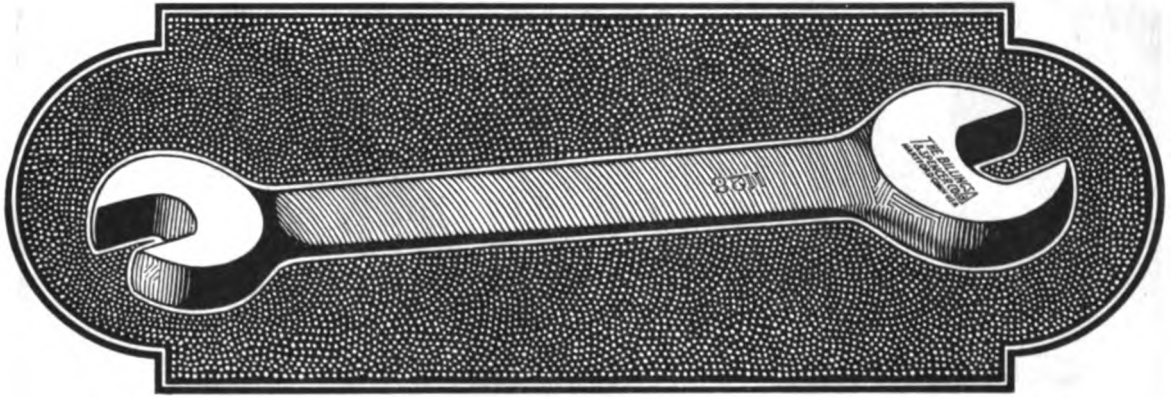
McKINNEY MANUFACTURING COMPANY  
Pittsburg

Western Office, State-Lake Building, Chicago  
Export Representation

*Also manufactures of McKinney garage and farm building door hardware, furniture hardware and McKinney One-Man Trucks.*

# McKINNEY

## Hinges and Butts



**T**HERE is as much difference in wrenches as there is in men. Blood will tell. Triangle B wrenches are the worthy product of the First Commercial Drop Forging Plant in America



**THE BILLINGS & SPENCER CO.**  
HARTFORD, CONN.



THE SATURDAY EVENING POST

THE SATURDAY EVENING POST

**E. C. SIMMONS**  
**KEEN KUTTER**  
CUTLERY TOOLS

**How Keen Kutter Quality is Reflected in Razors**

Whether on camping trail or at home Keen Kutter razors are pleasantly guaranteed to measure up to your most exacting demands for rapid, comfortable shaving and lasting service.

Their exceptional edge holding quality, simplicity and delicate balance are the result of the superior craftsmanship represented in Keen Kutter goods for more than fifty years.

In whatever way their thorough years of development of the finest designs and materials can be brought to bear on Keen Kutter be purchased. And because Keen Kutter goods have been developed in that way, if any Keen Kutter tool or piece of cutlery fails to give absolute satisfaction at any time, you may have it replaced or get your money back without question.

Doesn't show the superiority of Keen Kutter materials and workmanship are other noteworthy features. Simple construction and fixed shaving angle of the Keen Kutter safety razor insure correct blade position. Another feature is the high finish and uniform temper of the Keen Kutter blade that makes for lasting quality.

**SIMMONS HARDWARE COMPANY**

The measure of **QUALITY** is in the **PRICE** it represents.  
— E. C. Simmons

**KEEN KUTTER**

## In Every Village, Town and City

Time after time, right into the homes of your trade, go such double-page advertisements in The Saturday Evening Post as the one shown above.

Their ever-convincing messages of Keen Kutter quality and guaranteed satisfaction reach practically every class of your tool and cutlery trade—the skilled mechanic—the occasional user of tools—the women of the homes.

To keep Keen Kutter more insistently before the eyes of the skilled workman, page after page of Keen Kutter messages are appearing regularly in The Carpenter—the union paper with 350,000 skilled mechanic readers.

Entering more than a million and a half farm homes, dominant display in many farm papers is used. Direct, intensely interesting appeals keep Keen Kutter uppermost in the minds of users of tools and cutlery of every kind on the farm.

Seize the opportunity—cash in on Keen Kutter advertising—get greater profits from your sales efforts.

Make the tremendous Keen Kutter campaign work for you—show The Saturday Evening Post spreads in your windows—use the special Keen Kutter displays—it means livelier turnover and satisfied customers.

**SIMMONS HARDWARE COMPANY**



# Announcement!

There are no two ways about it—Demand must be Satisfied by Increased production.

When a manufacturer sees that the market is “wide open” to him, pointing to heavier purchases and a more extended use of his Product, he must anticipate the consequent increase by taking steps to satisfy it. That is Foresight. It is also sound Business Judgment.

For the past few years “Quality” and “Expert” have been **the** Big Sellers in the Hack Saw field. A superior product—made by a well-known manufacturer—and earnestly pushed by his Jobbers and their Dealers could not help be otherwise.

We have been meeting this increasing demand from time to time as occasion called for larger production by every ordinary means known—improved machinery, increased factory efficiency, etc. But it has long been evident that good as this is, it is not good enough—that we must adopt more positive means of increasing production.



That is what decided us on a very definite and important step—the complete and absolute separation of our Band Machine and Band Saw business from that of the manufacture of Hack Saw Blades.

Accordingly, in the future the Napier Saw Works, Inc., will continue the manufacture of the well known “Quality” (tungsten steel) and “Expert” (crucible carbon steel) Hack Saws—but to the exclusion of all other products.

This we feel will give us that freedom and opportunity for development, not merely to increase enormously our production of Hack Saw Blades, but also to concentrate all our efforts thereon, to make “Good Hack Saws Better.”

Write for Napier Jobber Proposition.

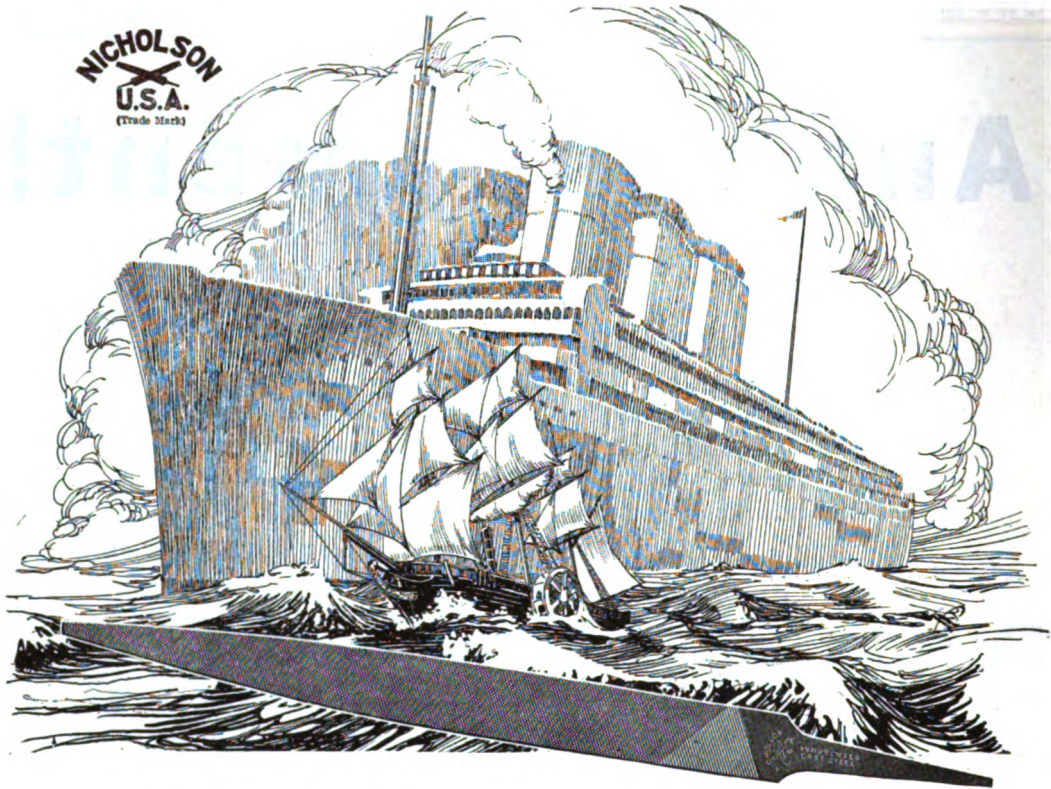
**NAPIER SAW WORKS, INC.**

Western Factory Representatives

**THE CHARLES A. DOWD SALES COMPANY**

Main Offices and Warehouse, 320 Market St., San Francisco

Branches, Seattle and Los Angeles



## Steamships both—

It is a far cry from the steamer "Savannah" which first ploughed a proud course across the Atlantic in June, 1819, to the mighty ocean greyhound of today. The two ships tell the story of a half century's advance in science and in mechanical crafts.

## NICHOLSON FILES

first made in 1864 have maintained their position of file leadership apace with the march of science and invention. Today, with American shipbuilders, we look back to a past rich in accomplishment and a future for which present success is only a promise of problems to be joyfully met and solved. 6,000 kinds of ready-sharp files—a file for every purpose.

Every  
File  
Tested



Write for File Philosophy and  
the NICHOLSON Catalog  
—both valuable to File users.

**NICHOLSON FILE CO.**  
**PROVIDENCE, R.I., U.S.A.**

# Get a Grip on Wrench Sales

Sell a good wrench—or better not make the sale. Good wrenches like Pexto, out-grip, out-last and in the end out-sell cheap ones. Stores with a real grip on wrench sales are found to recommend only the best.

Pexto Wrenches are good wrenches with a hundred years' experience built into them. They have the metal, the temper, the design and features to maintain their leadership for another century.

And Pexto Wrenches are known to the general public. National advertising in the Saturday Evening Post has planted the name Pexto indelibly in the minds of hundreds of thousands of people. They can be sold *more* than wrenches—they are ready for the complete line of Pexto Tools—and you can sell them.

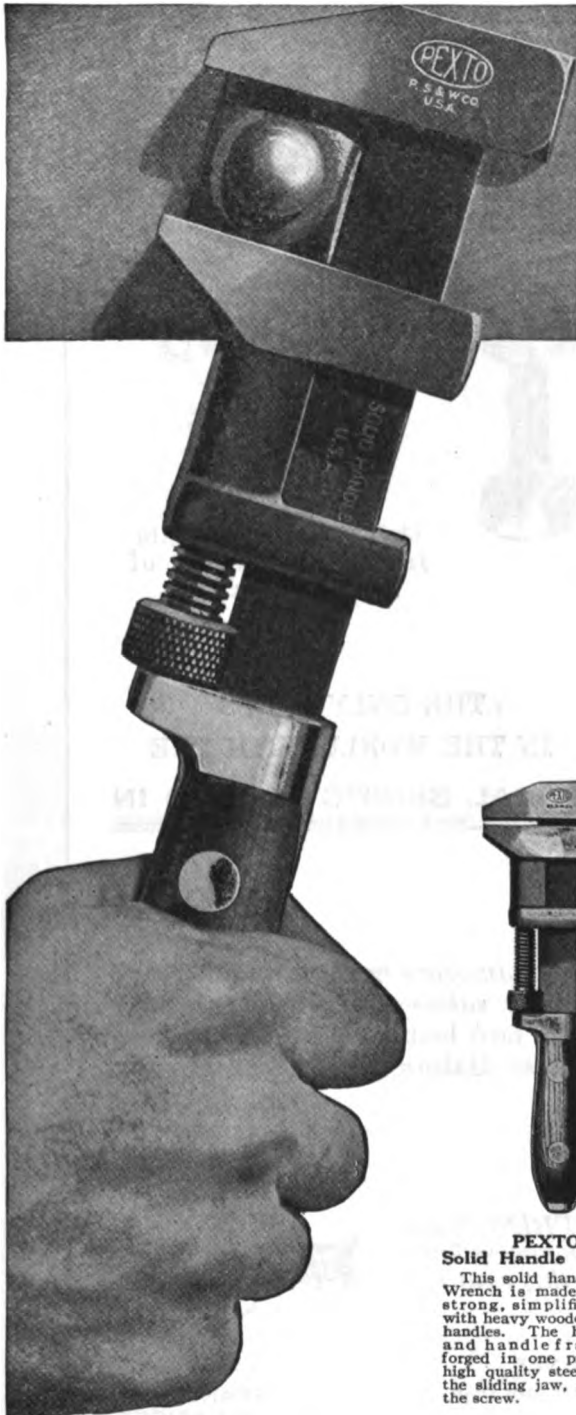
## THE PECK, STOW & WILCOX COMPANY

Mfrs. Mechanics' Hand Tools, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Builders' and General Hardware.

Southington, Conn.

Cleveland, Ohio

Address correspondence to 233 West Center St., Southington, Conn.  
100% American for 100 Years. Founded in 1819



**PEXTO**  
Solid Handle Wrench

This solid handle Pexto Wrench is made of three strong, simplified parts with heavy wooden riveted handles. The head, bar and handle frame are forged in one piece from high quality steel, next is the sliding jaw, and third the screw.



**PEXTO**  
Solid Steel Wrench

Like its solid handle partner this wrench is made of three simple parts—the head, bar and handle are all forged in one piece from high quality steel. This Pexto Wrench is built for heavy duty.



**PEXTO**  
Pipe Wrench

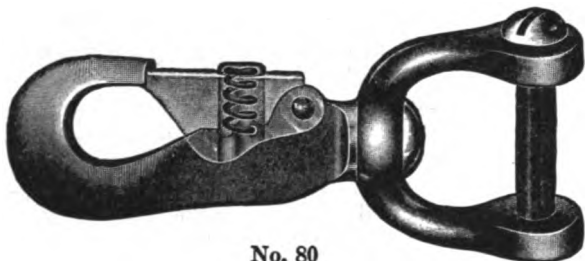
This Pexto Wrench carries out the highest ideals of Pipe Wrench design. The hardened jaws of steel grip like a vise, yet they are easily tightened or released. When you get a pipe wrench be sure it's Pexto-made.

# PEXTO

## TOOLS FOR USE ABOUT THE HOME AND FARM FOR THE MECHANIC IN EVERY TRADE

# ANCHOR BRAND

## HARDWARE PRODUCTS



No. 80

Swivel Trace Snap with Screw and Roller  
(Showing Spring Construction)

### LOXPRING

[PATENTED]

### SNAPS

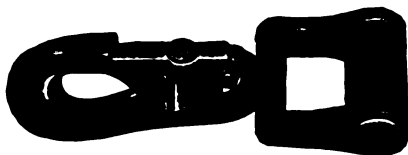
Embodiment  
one of the most  
striking advancements  
in the manufacture of  
Harness Hardware.



No. 187

Double Snap for Breast Chains

THE ONLY SNAPS  
IN THE WORLD WITH THE  
**SPIRAL SPRING LOCKED IN**



No. 85

Breast Strap Roller Snap

*They improve harness and thereby  
multiply sales—that is the testimony  
of the men best qualified to speak—  
Harness Makers and Dealers.*

Send for free copy of  
"Harness Hardware  
Supremacy," which ex-  
plains in detail advan-  
tages of LOXPRING  
Snaps and other im-  
proved Harness Hard-  
ware.

*Spiral Springs in LOXPRING Snaps  
are like true friends—you always know  
where to find them and they wear well*

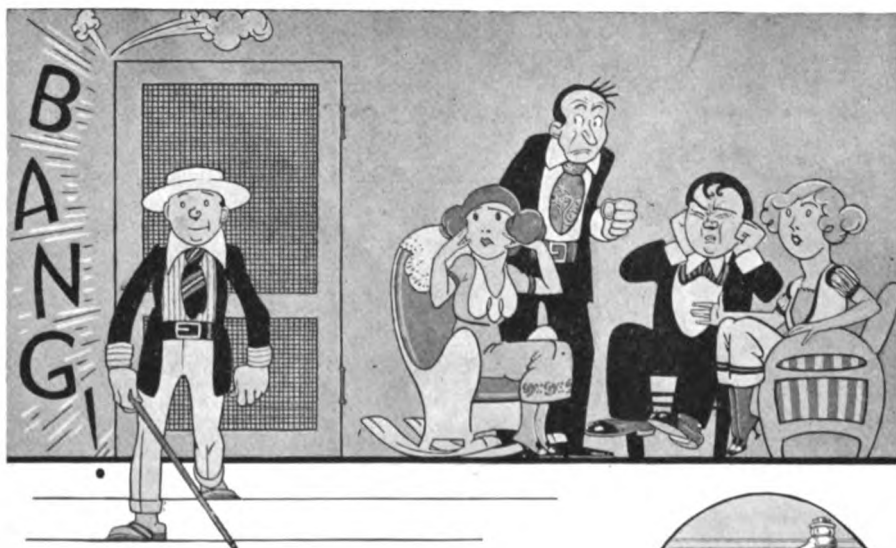
WHOLESALE ONLY  
Samples Free upon Addressing Dept. A

MADE ONLY BY  
**NORTH & JUDD**  
MANUFACTURING CO.  
**NEW BRITAIN**  
CONNECTICUT

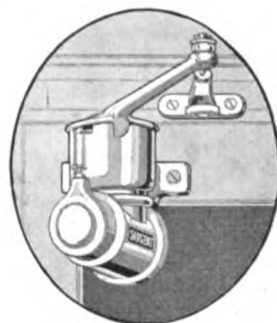


CERTIFIED QUALITY

BRANCH  
SALES OFFICES  
SAN FRANCISCO  
POSTAL TEL. BLDG.  
ST. LOUIS  
608 VICTORIA BLDG.  
CHICAGO  
326 W. MADISON ST.  
NEW YORK  
127 DUANE ST.



## Screen Door Music



Slam! Bang! Every time a screen door slams you lose money. Slam! Bang! All Summer long. Day in, day out. People's nerves are weakening.

Your customers would welcome Sargent Noiseless Screen Door Closers, and the quiet and calm they bring. They close doors quietly, quickly and firmly. No re-

bound, so destructive to doors, locks and hinges.

After the screens come down they work equally well on storm doors. Just the right size also to operate booth and closet doors; in fact, any light weight inside or outside door.

There are other types of Sargent Door Closers to take care of heavier doors.

*Write Today for Store Cards and Other  
Advertising Material*

### SARGENT & COMPANY

Manufacturers

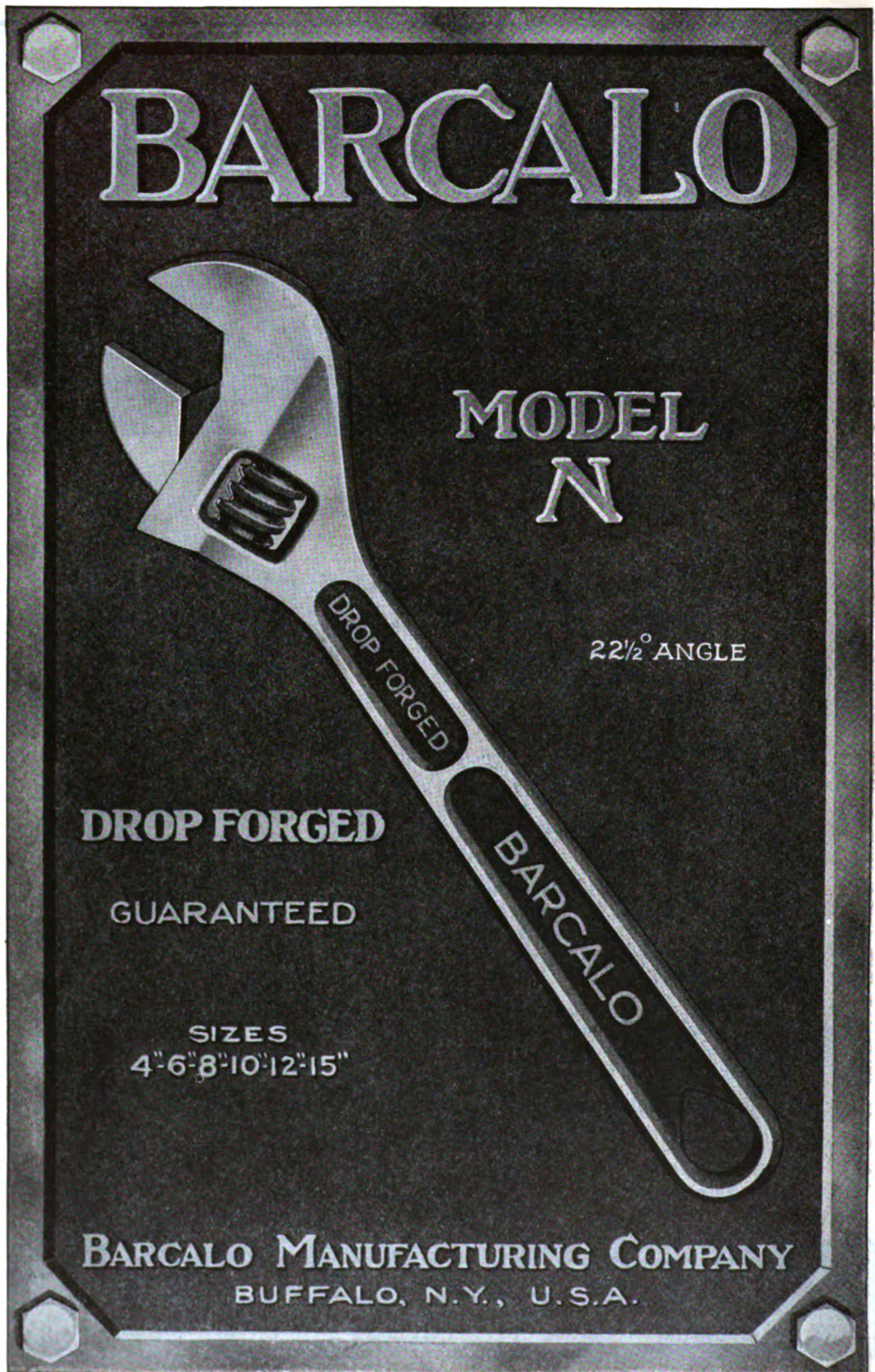
NEW HAVEN, CONN.

New York

Chicago

**SARGENT**  
LOCKS AND HARDWARE





**BARCALO**

**MODEL  
N**

**DROP FORGED**

**GUARANTEED**

**SIZES  
4" 6" 8" 10" 12" 15"**

**22½° ANGLE**

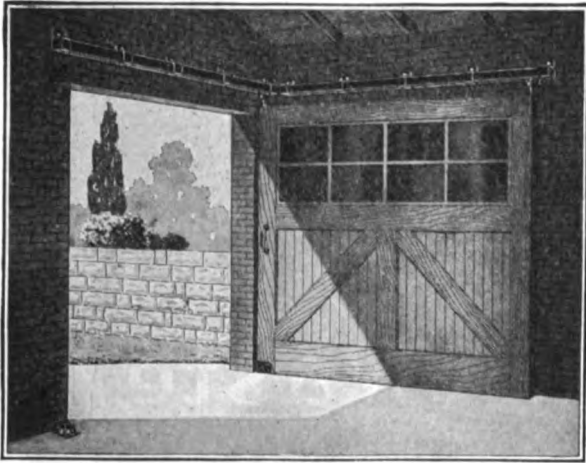
**BARCALO**

**BARCALO MANUFACTURING COMPANY**  
BUFFALO, N.Y., U.S.A.

The advertisement features a large, detailed illustration of a Barcalo Model N adjustable wrench. The wrench is positioned diagonally across the frame. The head of the wrench is at the top left, and the handle extends towards the bottom right. The handle has two dark, oval-shaped labels: one near the head that says "DROP FORGED" and another further down that says "BARCALO". The wrench is set against a dark, textured background. The entire advertisement is enclosed in a rectangular border with decorative hexagonal corner pieces. The text is arranged around the wrench, with the brand name "BARCALO" at the top and bottom, and the model name "MODEL N" to the right of the head. The phrase "DROP FORGED" appears twice, and the list of sizes is at the bottom left. The angle "22½° ANGLE" is noted to the right of the handle.

# ALLITH-PROUTY

Garage door hangers are exactly what your customers want. There is a style for every plan. They sell readily because of their pleasing design and finish. They make more sales because they do their work to the customer's complete satisfaction.



The style of garage door illustrated is very popular with the majority of garage owners. Many are refitting old garages with this style 79 hanger and sliding door. Practically every one building a garage this year will equip it with doors of this type. Get this business for yourself, and have satisfied customers send others to you. A stock of **Allith-Prouty** sliding door hardware will do it. **Write for Catalog 90.**

Ball-bearing swivels and roller-bearing axles make type 74 hanger easiest running. Malleable iron frames for toughness, and steel where the wear comes make type 74 hangers give excellent service after years of wear and abuse. Easily adjusted to weather or settling of building. Saves space, is adapted to any corner door, never jams or binds.

**Catalog 90 Specializes in Sliding Door Hardware. WRITE for it TODAY.**



ALLITH-PROUTY CO.



DANVILLE ILLINOIS.

CHICAGO  
NEW YORK  
PHILADELPHIA

BOSTON  
LOS ANGELES  
SAN FRANCISCO

Google





## Royal Cotton Waste

### *The Absorbent Royal Blend*

**I**N the finishing department Royal Cotton Waste is fed into specially contrived modern machines. Rapidly rotating rollers and cylinders with various shapes and sizes of teeth comb the materials into a perfectly blended absorbent mass.

Every pound of finished Royal is rigorously inspected before baling.

Ask your Jobber or us for the Royal Sampling Catalogue and the booklet "Clean Clean Thru."

SMALL USERS SHOULD ASK TO BE SHOWN  
THE HANDY NEW ROYAL AUTOPAK BALE

## ROYAL MANUFACTURING CO.

General Offices & Mills  
Rahway, N. J.

New York Chicago  
Baltimore



6% TARE

THE GUARANTEE: Uniform Quality

6% Tare (Wrappings) Exact Weight

EXACT WEIGHT



## Six Accurate Holes At Once

*To Make the Work in the Home Easier for the Housewife*

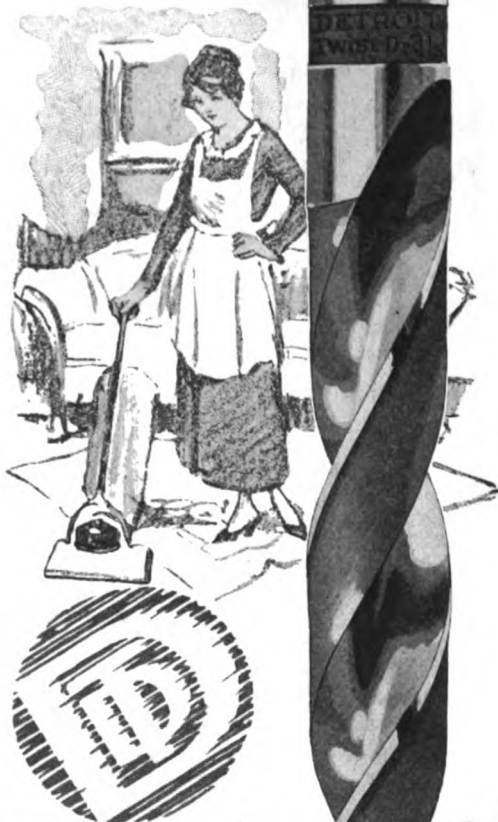
Today—at the touch of the button—the vacuum cleaner responds, human-like, to the housewife's desires so that she can quickly clean the entire home—thanks to the accurate drill holes which enable the builders to assemble the vacuum cleaner.

This emphasizes the twist drill's importance—also the fact that Detroit Twist Drills serve you by serving faithfully those who build the utilities of your daily life.

These builders use Detroit Twist Drills for the identical reason that every industry uses them—because they give more accurate holes with less regrinding and less cost for power.

*Specify Detroit Twist Drills  
When You Order Drills*

DETROIT TWIST DRILL COMPANY, DETROIT, MICH.



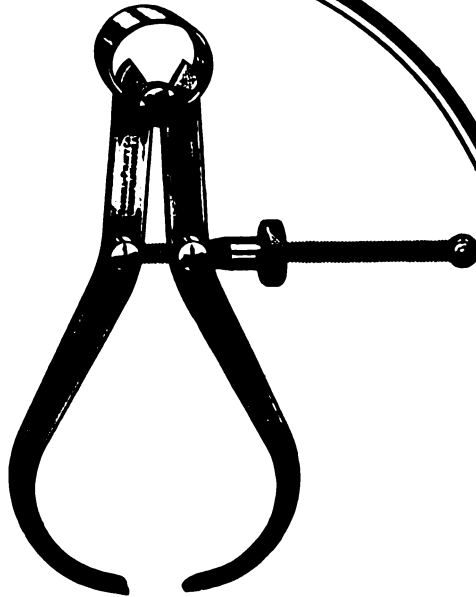
# DETROIT TWIST DRILLS





# GOODELL PRATT

## 1500 GOOD TOOLS



## Calipers and Dividers

*143 Sizes and Kinds*

GOODELL-PRATT Calipers and Dividers appeal to all particular mechanics on account of the accurate results obtained from their use, their symmetrical construction and beautiful finish.

The legs of these tools are made from hard crucible steel and every part subject to wear is hardened.

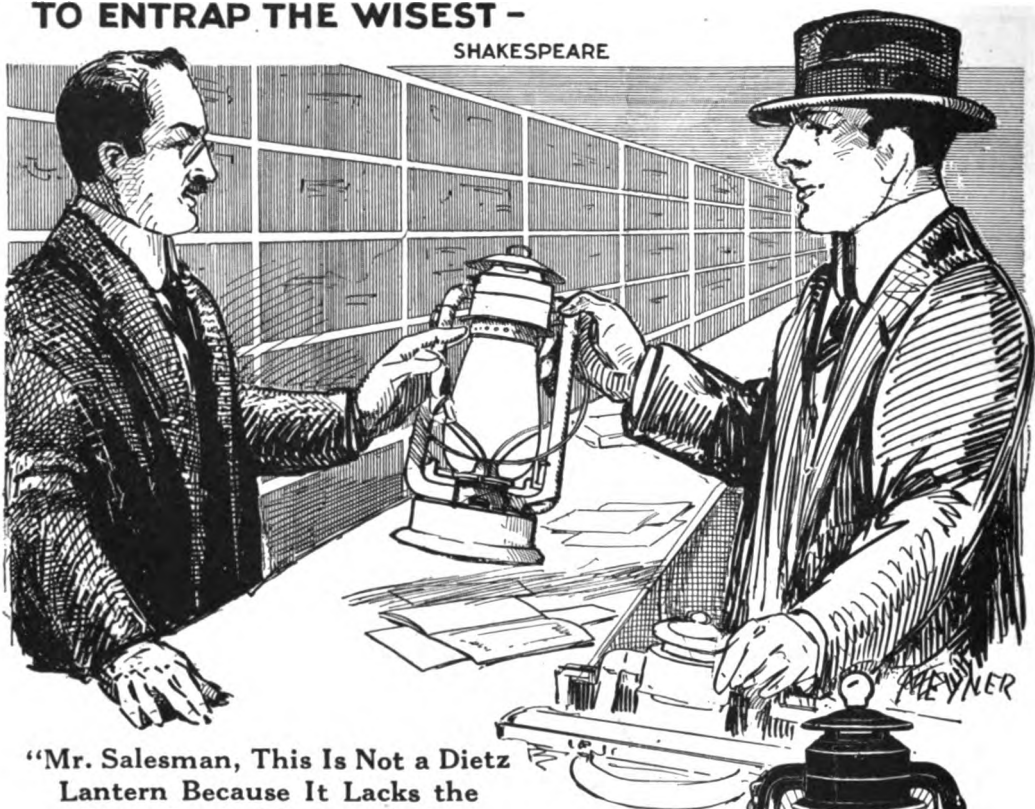
**Goodell - Pratt Company**

*Toolsmiths*

Greenfield, Mass., U. S. A.

# THE SEEMING TRUTH WHICH CUNNING TIMES PUT ON TO ENTRAP THE WISEST -

SHAKESPEARE



"Mr. Salesman, This Is Not a Dietz  
Lantern Because It Lacks the  
Dietz Trade Mark and the  
Yellow Guarantee Tag"

**U**NLESS the Lanterns you buy are stamped on  
the globe and top with the Dietz Oval Trade  
Mark and have attached the Oval Yellow Guarantee  
Tag, they are not a Dietz product.

Positively, *No* Dietz Lanterns are made under  
Jobber, Department Store or other private brands.

When you buy Dietz Lanterns you want Dietz  
Lanterns. The Oval Trade Mark tells the story.  
Look for it and be sure.

**R. E. DIETZ COMPANY  
NEW YORK**

*Largest Makers of Lanterns in the World  
Founded 1840*



**DIETZ  
LANTERNS**

**More Quality**

**More Demand**

**More Sales**

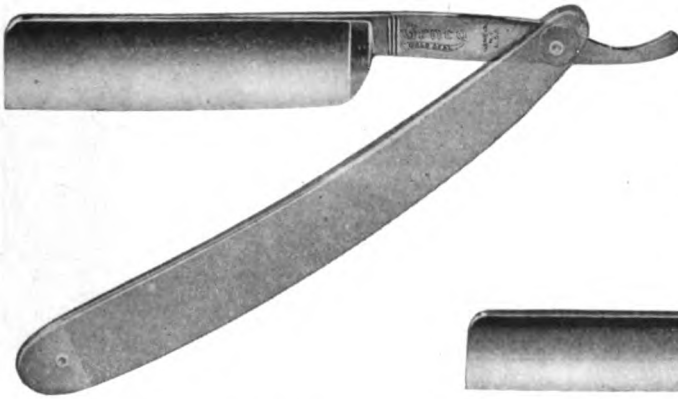
**More Profit**

**Your Jobber Stocks DIETZ Lanterns**

# Genco

## RAZORS

### Two Genco Favorites



#### GOLD SEAL

Ground full concave, blade finely polished, back and tang heavily GOLD PLATED. Transparent amber handle.

The beautiful combination of blade with gold plated back and tang and transparent amber handle, produces a handsome razor in the Gold Seal.



#### FLUID STEEL

Ground full concave, blade finely polished, back and tang finished dark GUN METAL by our anti-rust process. Handle imitation ivory. Contrast between an ivory white handle and dark gun metal back and tang, makes the Fluid Steel unusually attractive.

When your customer buys a razor that shaves him smoothly and comfortably again and again—one with an edge that can be tuned up for each shave by a few strokes on a good strop—he is thoroughly pleased with his purchase.

Genco Razors are guaranteed to please men in just that way. Your men customers are familiar with the guarantee:

**“GENCO RAZORS MUST MAKE GOOD OR WE WILL”**

They see it continually in Genco advertising appearing in the Saturday Evening Post and a list of other National Publications.

Add to this guarantee of quality the splendid appearance of the Genco Gold Seal and Genco Fluid Steel styles, and you will know just why so many of these two popular Genco Razors are being sold.

Most Jobbers Carry Genco Razors in stock. If yours do not, write us.

**GENEVA CUTLERY CORPORATION**

157 Gates Ave., Geneva, N. Y.



## After Three and One-Half Years in Ocean Air and Fog Toncan Service Has Only Begun

The Palace Theatre at Long Beach, California, is located about 250 feet from the ocean. It gets plenty of dampness, fog and salty sea air.

H. A. Anderson, the Architect, tells us that "Toncan Metal was used for the cornice and for the marquee and is in as good condition today as it was when the building was completed three and one half years ago."

Toncan possesses superior forming qualities as well as supreme durability.

Write nearest distributor for our Sheet Metal book. It gives a lot of valuable data, tables and other material for the sheet metal man.

**THE STARK ROLLING MILL CO., CANTON, O.**

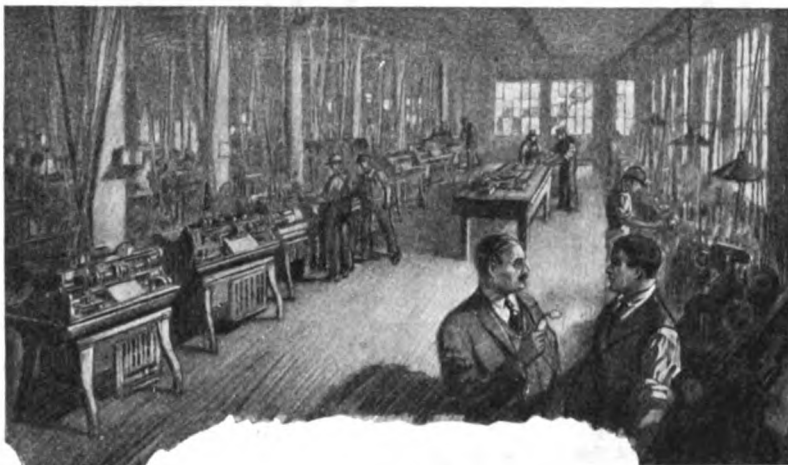
**COAST DISTRIBUTORS**

The Berger Mfg. Co. of Cal., San Francisco, Los Angeles  
Holbrook, Merrill & Stetson, San Francisco, Los Angeles  
The Falling-McCalman Co., Portland, Ore.

Build for Bigger  
Better Business with



Lasting Economical  
Satisfactory-**USERS KNOW**



## Why not use *salesmen* as "specialists"

**W**OULD it be considered a "stretch of imagination" if one were to picture a troubled superintendent or works manager telephoning a local jobber to "send up Stimson your salesman, as we're up against it on our threading job"?

Such a thing is quite possible.

Threading problems are increasing on account of the larger production and closer accuracy demanded in the screw-cutting industry.

Supply Houses who are "looking ahead" can see the benefit to be derived by having their salesmen educated as "specialists" in screw-cutting problems and are using **GTD** Threading Specialists as instructors.

Why?

Because **GTD** specialties such as the "*Gam*" Tap with its shearing-cut and the "*Aarn*" Die with its precision adjustment and increased production capacity are overcoming threading troubles wherever they are introduced, and are raising the prestige of the jobbing houses connected with "**GTD**" Tools, which means, of course—"more business."

Dealers carrying the **GTD** line of screw-cutting tools and specialties are entitled to the advice and instruction of **GTD** Threading Specialists for their sales staff, which enables them to "advise" on threading matters, command the respect and attention of their customers, and incidentally promote further trade.

# GREENFIELD

## TAP & DIE CORPORATION

Greenfield, Massachusetts, U.S.A.

Canadian Plant: Wolfe Bros. Co. of Canada, Ltd., Galt, Ontario

**GTD** Screw Plates, Taps, Dies,  
Reamers, Gages, Pipe Wrenches

**SEND** —for our No. 40 catalog (pocket size) and other information. Have your stenographer write us or send the attached coupon and get your name on our mailing list to receive this catalog and other trade information as issued.



**GTD**  
Corp.  
Greenfield  
Mass.

Send latest No. 40 catalog and put our firm on your mailing list to receive information about your threading tools whenever issued.

Name of person \_\_\_\_\_

Firm \_\_\_\_\_

Address \_\_\_\_\_

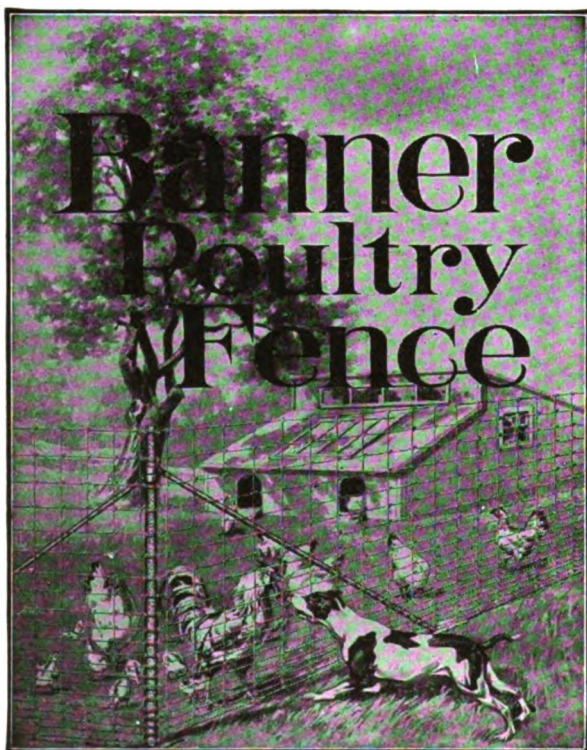
213  
HW



# The Greatest Galvanizing Discovery of the Age

Exclusively Developed by the  
**American Steel & Wire Company**

A new and decided advance in the art of galvanizing wire, resulting in a heavier coat of more lasting zinc that stays on. Either Bessemer or open Hearth Steel. Big wires—more steel per rod—mean longer life and greater strength. Elastic hinged joints—mechanically joined, the only true and enduring way to unite a fabric without injuring the metal. We also put this wire into



Banner Poultry Fence brings big and quick profits to dealers, and great satisfaction to customers.

Banner Poultry Fence is a true woven wire fence and not a netting. Larger wires without increased cost. It is made of 15 and 17 gage wires, instead of 19 or 20 gage wires, as used in old-style fabrics, and has 22 wires in 4-foot height, 16 wires in 2-foot height, making a poultry fence of minimum close space and immense strength.

Banner Poultry Fence Wire is hard, stiff and springy. It carries a coat of zinc put on by the latest method—a discovery, a real improvement in galvanizing—a zinc covering more lasting; it stays on.

Banner Poultry Fence costs about the same as poultry netting in the principal selling sizes, despite the use of heavier wires. The close spaced wires are at the bottom where needed, with gradually increased space at the top, where close spacing is not necessary. Graduated spacing means a

saving which is put into larger wires without increased cost to dealer or consumer.

Banner Poultry Fence saves in cost of erection, because it requires fewer posts, while top and bottom rails are not needed to keep the fence in shape.

Banner Fence makes a neat construction, and forever does away with the ragged, saggy appearance of old-style fabrics.

## American Steel & Wire Company

United States Steel Products Company

SELLING AGENTS

SAN FRANCISCO

LOS ANGELES

PORTLAND

SEATTLE

Awarded the Grand Prize at the Panama-Pacific Exposition

# The Last Word In Modern Equipment

For Hardware and General Stores  
and Lumber Yards



"ECLIPSE" NAIL BIN No. 25

are pictured on this page, the modern fixtures for nails, bolts, nuts and screws.

They are "ECLIPSE" all steel, sectional, revolving, ball bearing; the most convenient and efficient way of serving your trade.

Write for literature on different "ECLIPSE" Fixtures.

If your jobber can't supply these Devices, write direct to

**LE ROY SMITH**

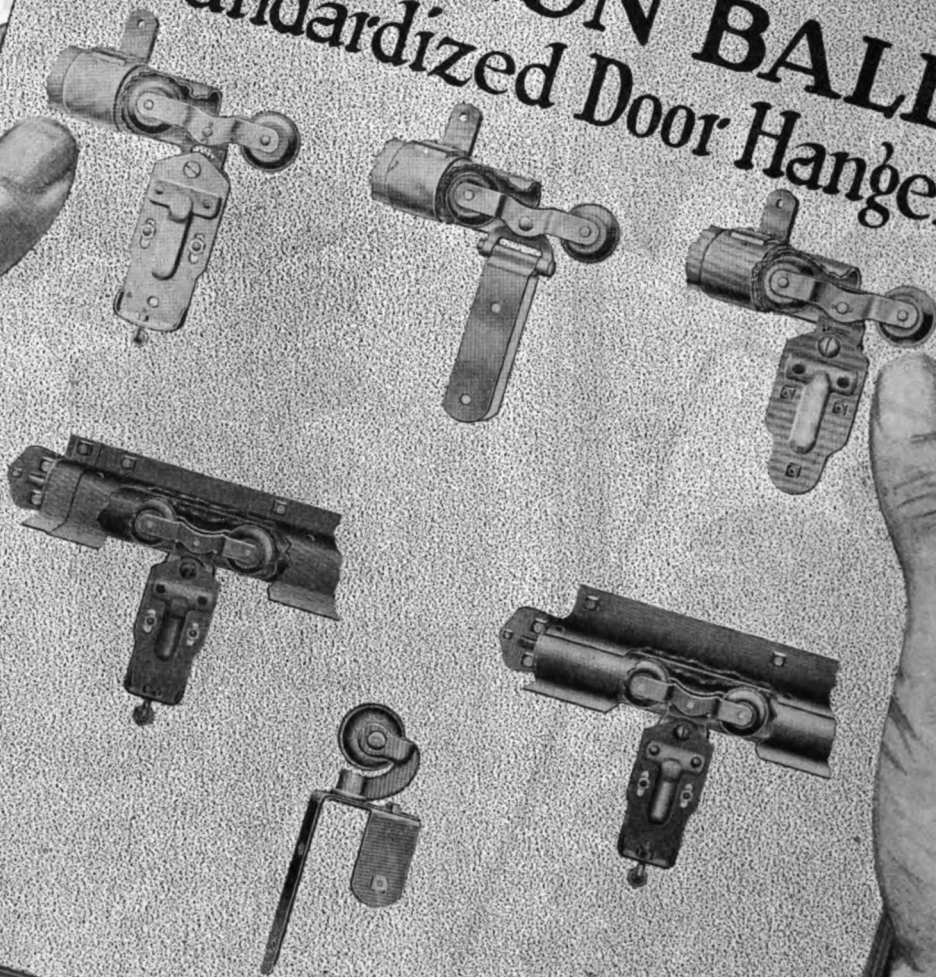
112 Market Street  
San Francisco, Cal.

or

The "Eclipse" Bolt Case No. 70

**THE WELLSTON MFG. CO.**  
**Wellston, Ohio.**

# CANNON BALL Standardized Door Hangers



ANY of the different styles of "Cannon Ball" hangers can be used on any "Cannon Ball" track—and any combination of the different styles of "Cannon Ball" track may be used with any "Cannon Ball" hanger. This means that you can always answer a customer's needs as long as you have any "Cannon Ball" track and hangers in stock. In addition you have the advantages of being able to feature special combinations in the regular styles for barns and similar buildings, and a number of door sets for garages. Write and ask for the STAR barn book and catalog.

Hunt, Helm, Ferris & Co. Complete Barn Outfitters Harvard, Ill.; Albany, N. Y.  
Designers and Manufacturers of

# STAR Equipment



## The STAR Line

"Something to Sell  
the Year Round"

Barn Equipment  
Litter Carriers  
Water Bowls  
Feed Trucks  
"Harvester" Hay Tools  
Door Hangers  
Garage Equipment  
Coaster Wagons  
Tank Heaters  
and Other Farm  
Specialties



## *The toolmaker says:*

"Yes, I've got quite a number. No more, probably, than most toolmakers, but quite a number just the same. But then, I ought to have a lot of 'em. I've been buying Starrett Tools ever since I was an apprentice.

"You know my work calls for pretty close limits, and some way or other I've got a feeling of confidence in Starrett Tools that makes it easier for me to do good work.

"When did I get my first Starrett Tool? Oh, somewhere back in the 80's. In fact, it must have been pretty soon after the Starrett factory started. There's one thing that always impressed me. Right from the start, Starrett Tools have been designed and made by men who knew machine shop practice. You know, practical men. And somehow it shows in the quality of the tools."

**The L. S. STARRETT COMPANY**  
THE WORLD'S GREATEST TOOLMAKERS  
Manufacturers of Hack Saws Unexcelled  
**ATHOL, MASS.**

Accuracy, utility and quality are built into every Starrett Tool. Write for Catalog No. 21 "BF."

42-988

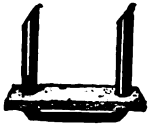


# Starrett Tools



# A Strong Wire Staple -- and a Felt Washer

**--Little Things, Yet As Here  
Applied They Lengthen Life  
And Increase Usefulness  
Of Collar Pads**



Pat. in U.S. Dec. 1, 1914  
Pat. in Canada Apr. 6, 1915

## New Patented Hook Attachment

A strong wire staple reinforced by felt washer firmly grips hook to body of pad even though cover has been weakened by sweat and long usage. This lengthens life of pad. It is the greatest improvement since we invented the hook. *Used on all our Hook Pads and only on pads made by us.*

## Stuffed Collar Pads

are the best safeguard against shoulders of horse being chafed, galled and bruised by collar. They excel the unstuffed kinds which lack the soft, pliable, cushion-like and absorbent features possessed by pads containing our specially prepared composite stuffing.

## Low in Price---Long Lasting---Well Advertised

Our sixth campaign of advertising direct to users, through the medium of leading agricultural publications, is on a more extensive scale this year than any previous one. This serves to further the interest of dealers and jobbers.

Dealers are requested to write us for a supply of new books concerning care of horses and containing many valuable emergency horse remedies. Every horse owner will want a copy. Sent Free upon request.

*For Sale By Jobbers*

# The American Pad & Textile Co.

## Greenfield, Ohio

Canadian Branch "Thirty-Eight Years Making Pads" Chatham, Ontario





Trapshooters used  
twenty-four million  
shells last year



7 out of 10 use **DU PONT**

SMOKELESS SHOTGUN POWDERS

**T**HE Trapshooting Clubs of America average 1500 shells a week each during the season. Twenty-four million targets were thrown during 1919.

A goodly portion of this profitable business is yours if you go after it. Get in touch with your local gun club. If you haven't one in your neighborhood it's a simple matter to start one. We will help with a plan of organization, trophies and advertising.

Get this business! Seven out of ten shooters use shells loaded with Du Pont Powders. Let them know you are the Du Pont Dealer in your town and they will come to your store. Stock the complete Du Pont line in the popular Trapshooting and Field loads. It means no dead stock—quick turnover and bigger profits.

And, remember this: seven out of ten of the shooters of America use Dupont, Ballistite or Schultze Powders, the three best-known brands in the world. All three are made by Du Pont, backed by the accumulated knowledge of 118 years of powder production.

*Specify—and be sure you get—  
Du Pont Powders when you  
order your next lot of shells.*

**E. I. du Pont de Nemours & Company, Inc.**

*Sales Dept.: Rifle and Shotgun Powders Division  
WILMINGTON, DELAWARE*

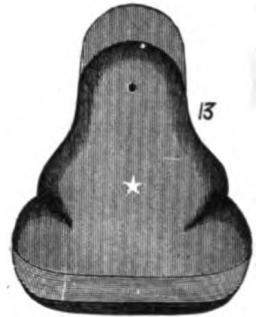
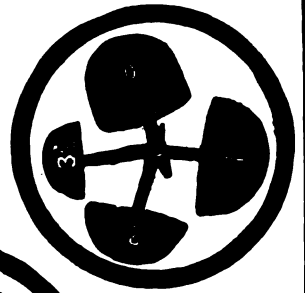
# Stop! Look! Think!

OF THE GREAT PROFIT  
IN OUR SPECIAL ASSORTMENT OF

## "Elastic" Chair Tips

consisting of the most salable and profitable sizes,  
viz:

- 8 Gross Rubber Head Nails.
- 4 100/144 Gross Bumpers.
- 17 Doz. Slotted Screw Tips.
- 4 Doz. Wood Peg Tips.
- 3 Doz. Patent Rocking Chair Tips.
- 4 Doz. Stetson's Combination Cushion Chair Tips.



## "Elastic" Chair Tips

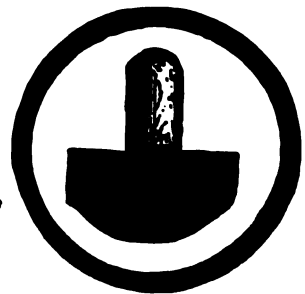
Prevent injury to floor and carpet, stop the noise, nuisance in the home, the schoolroom, the restaurant, the public hall—wherever wooden chairs are moved about on wooden floors, concrete or tiling.

Their almost universal usefulness and necessity make them most profitable sellers—if pushed.

"Elastic" Chair Tips.  
Order the "Elastic" Assortment now—display it—then watch the "Elastic" sell!

## ELASTIC TIP CO.

370 Atlantic Ave., Boston, Mass.



ELASTIC TIP CO., BOSTON, MASS.  
Kindly send us full particulars and prices of "Elastic Assortment."  
Name.....  
Address.....  
Hardware World.

# A 100 PER CENT RECORD

WITH

## *Remington UMC*

### .22 Caliber Metallics



#### COMPOSITE TARGET

Targets of the Bridgeport Rifle Club in the 8th Match of the Connecticut State League.



#### COMPOSITE TARGET

Targets of the Bridgeport Rifle Club in the 8th Match of the N. R. A. Indoor League.

### EIGHTH MATCH SCORES OF THE BRIDGEPORT RIFLE CLUB

1500 out of 1500 shot with Remington UMC "Indoor Target" .22 Long Rifle Lesmok.

For indoor 25 yard shooting Remington UMC "Indoor Target" Cartridges will give you the closest possible groups.

For outdoor shooting from 50 to 250 yards, the regular Remington UMC .22 Long Rifle Lesmok Cartridges will give you finest accuracy with unsurpassed velocity.



C.B. NARAMORE



G.J. SMITH



C.W. KUHNE



F.A. STRONG



J.W. HESSON



C.B. NARAMORE



C.W. VAN STONE



F.F. STAPLES



G.J. SMITH



W.W. NARAMORE

**THE REMINGTON ARMS UNION METALLIC CARTRIDGE COMPANY, Inc.**

Largest Manufacturers of Firearms and Ammunition in the World

Woolworth Building

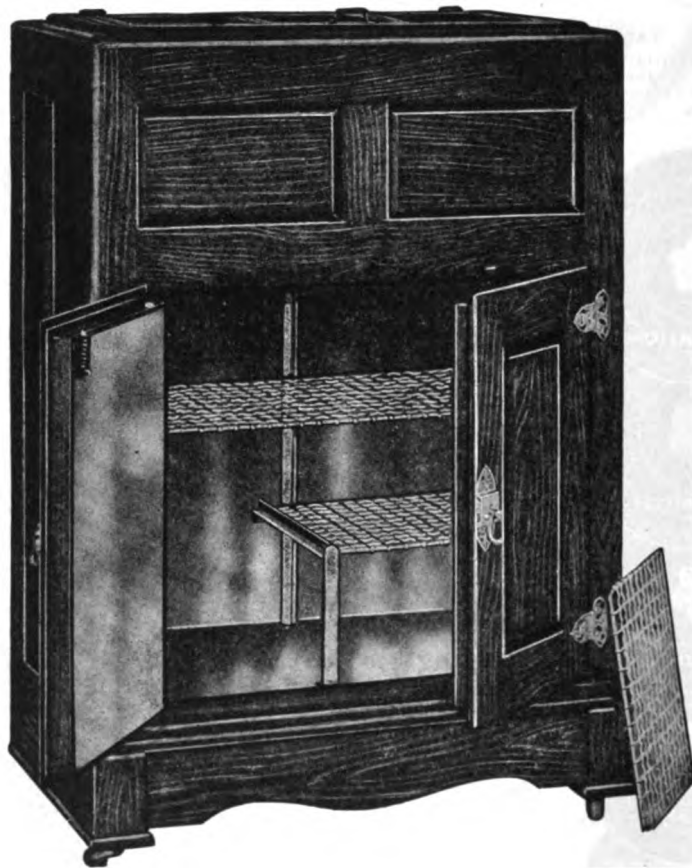
New York City

# **It Is Going to Be Hard to Get Refrigerators Next Summer When You Want Them**

---

**Your Jobber Has a Good Stock on Hand at Present**

---



**UNION HARDWARE & METAL CO.**  
Los Angeles

**SLOSS & BRITTAIN**  
San Francisco

**MONARCH REFRIGERATOR WORKS**  
**BURLINGTON, VERMONT**

**GIANT**

BS 7/8 X 8 HIGH EXPLOSIVES DANGEROUS  
GIANT POWDER  
FREEZING  
% STRENGTH  
THE GIANT POWDER COMPANY  
CONSOLIDATED

**COMET BRAND  
SAFETY FUSE**

POWDER

*Everything for blasting*

Giant Explosives are made in a wide range to suit every blasting purpose. Giant Blasting Supplies will fill your requirements, no matter how exacting they may be.

The superiority of Giant products, as well as their suitability for Western use, absolutely assure you of better results at less cost than ordinary explosives or blasting materials.

Order your requirements from your local dealer, or write us and we will see that you are promptly supplied with genuine Giant products.

**THE GIANT POWDER CO., Con.**

*"Everything for Blasting"*

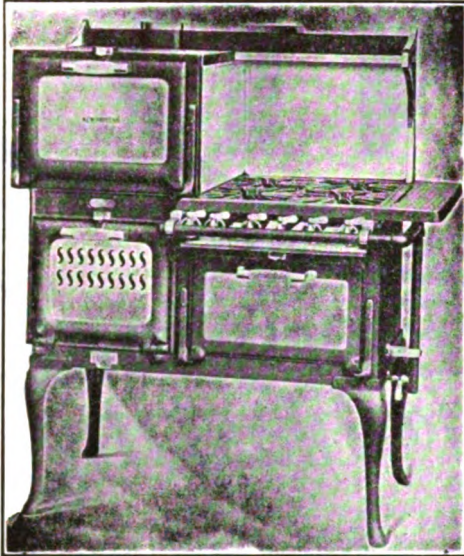
HOME OFFICE: SAN FRANCISCO

Branch Offices: Butte, Denver, Los Angeles, Salt  
Lake City, Seattle, Spokane  
Portland

**EXPLOSIVES**



# "NEW PROCESS"

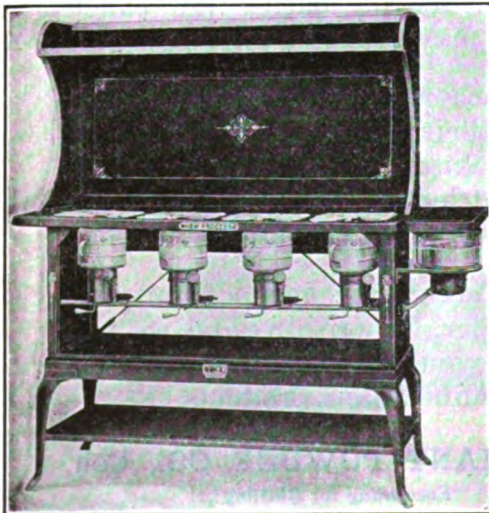


## Brings Customers

Dealers who sell the **NEW PROCESS** lines make new and satisfied customers

The New Process Gas Ranges are absolutely **Sanitary** and **complete** in every detail.

Made in many styles and sizes for either family, apartment houses, hotels or restaurants.



The appearance and perfect working qualities of the **NEW PROCESS OIL STOVE** satisfies every user. They are made in various styles and sizes in Satin finish.

Furnished with Oil Saving Burners, High Speed, and Heavy Glass Tank. Has Large, Roomy Cooking Top. Legs are made of Strong Cast Iron. Furnished either with or without Back Shelf.

The **NEW PROCESS OIL STOVES** will bring you customers.

## NEW PROCESS STOVE CO.

DIVISION AMERICAN STOVE COMPANY

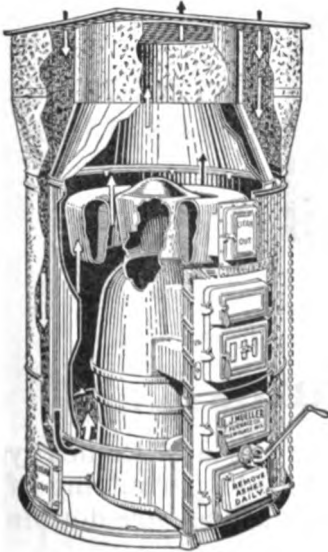
CHAS. H. SCHIECK, Sales Agent, 715 Indiana Street, Near 19th Street, SAN FRANCISCO

# THE BIG SUCCESS

## MUELLER

### The "Big 3"

## PIPELESS FURNACE



**T**HE all round construction superiority of the Mueller, backed by trade-creating advertising and powerful selling co-operation, gives every Mueller merchant a tremendous advantage.

When you talk Mueller construction features—The "Big 3"—you have selling arguments which never fail to convince. You can safely recommend the Mueller—put your reputation behind it—because it will hold and build trade for you.

### The "Big 3"

The exclusive construction features that have established Mueller superiority:

1. Large and Properly Proportioned Register Face.
2. Spacious, Unobstructed Air Passages.
3. Vast and Scientifically Designed Heating Surface.

Write for the Mueller Book and get full details of the "Big 3" features and other superior points of Mueller construction. Learn also about the Mueller sales plan that helps you get the cream of the business.

The Mueller has stood the test of real service and its record is overwhelming evidence of its heating efficiency and fuel economy. That is why every merchant who handles it is profiting by the big and constantly increasing demand for the right kind of a pipeless furnace. The Mueller squarely meets every requirement of pipeless heating.

Don't ignore the opportunity for Mueller sales in your community. Get in touch with us at once and learn full details of our liberal and attractive agency proposition.

# MUELLER

## PIPELESS FURNACE

## L. J. MUELLER FURNACE CO.

Makers of Heating Systems of All Types Since 1857

233 Reed Street, Milwaukee, Wis.

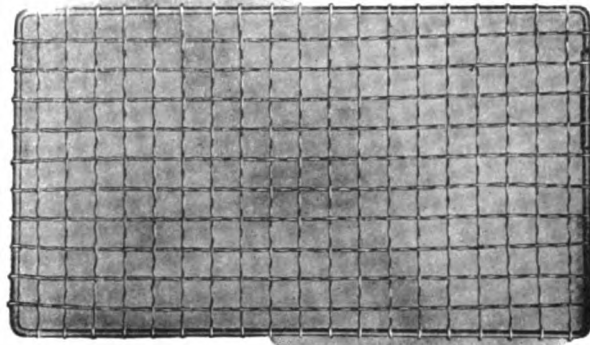
### DISTRIBUTORS

The Salt Lake Hardware Company, Salt Lake City, Utah, and Pocatello, Idaho.  
Holbrook, Merrill & Stetson, San Francisco and Los Angeles, California.

Richards & Conover Hardware Co., Kansas City, Missouri.

The Jackson Hardware Co., Aberdeen, So. Dakota.  
Lee-Coit-Andreesen Hdwe. Co., Omaha, Nebraska.

Stocks also carried at Brooklyn, Buffalo and Syracuse, N. Y.; Pittsburg, Scranton, Lancaster and Philadelphia, Pa.; Baltimore, Md.; Toledo and Cincinnati, Ohio; Nashville, Tenn.; Detroit and Grand Rapids, Mich.; Minneapolis and St. Paul, Minn.; Chicago, Ill.; Kansas City and St. Louis, Mo.; Omaha, Neb.; Aberdeen, S. D.; Wenatchee, Spokane, Seattle, Wash.



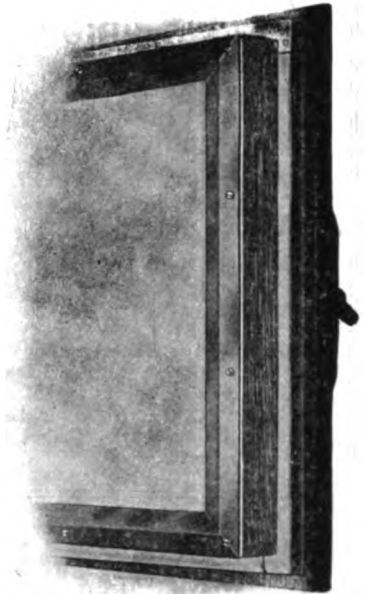
## A Few Baldwin Features

**Provision Shelves.**—All Baldwin Refrigerators are fitted with heavy tinned woven wire shelves. These are the best shelves made, permitting of free circulation of air and being strong and easily cleaned. They are double or retinned after making and do not rust.

**Elastic Packing Around Edges of Doors and Lids.**—In addition to the usual laps on doors the latter are provided with elastic packing around the edges, this in combination with our lever lock making them doubly air tight. The lids of our upright styles are also fitted with this exclusive ice saving feature not found in other makes.



**Casters.** — We use a first-class caster, with maple or lignum vitae wheels, varying in size according to weight of refrigerator. Its chief merit lies in the fact that it can be inserted and withdrawn from the socket, but will not drop out, the shaft being gripped at top by the steel socket.



**Air Tight Waste Trap.**—Our new inside trap is of brass, nickel-plated, and comes apart for cleaning. Being in the bottom of storage compartment, it is more easily reached than when underneath the refrigerator. Waste pipes are also removable for cleaning.

**The Baldwin Refrigerator Company, Burlington, Vt.**

Stock Carried by HEYMAN-WEIL CO., San Francisco, California

# New Style "ACME" Fry Pans

**ONE PIECE  
COLD HANDLE**



**THEY BUILD  
UP YOUR  
TRADE AND  
SATISFY YOUR  
CUSTOMERS**



**INSIST ON THE  
"GENUINE"  
ACME**



**SOLD BY ALL  
FIRST - CLASS  
JOBBER  
THROUGHOUT  
THE WEST**



**Pacific Coast  
Representatives  
Wm. P. Horn Co.  
Rialto Bldg.  
San Francisco**

**Portland  
Los Angeles  
Seattle**



**NEW YORK STAMPING COMPANY**

**Brooklyn, New York**



"Heraldic"  
Pattern

## Your Silverware Department

**T**HE silverware department, whether it be in a large store or a small one, can be made to lend a certain prestige to the entire establishment. Do your women customers get the impression, when you show them 1847 Rogers Bros. Flatware, that you recognize its value? Do you bring to their attention that these Flatware Patterns may be had to harmonize with and supplement the furniture and the furnishings of their homes?

Your silverware department, in many cases, will serve to introduce your women customers to the rest of your store.

**INTERNATIONAL SILVER CO.**  
Meriden, Conn.

Pacific Coast Warerooms, 150 Post St., San Francisco

# 1847 ROGERS BROS.

SILVERWARE



# UNIVERSAL

## Electric Vacuum Cleaner

*Makes No Dust  
While Removing All Dirt*

The "Universal" is the successful result of many efforts to produce an ideal Vacuum Cleaner. It does the cleanest cleaning in the cleanest manner. It takes the "speck" out of speculation and every speck of dirt out of the home.

### UNIVERSAL FEATURES

Light in Weight.  
Sturdily Built.  
Solid Aluminum Low Hung Frame.  
Handy Toggle Switch.  
Pistol Grip Handle.  
Gear Driven Brush.  
Protective Furniture Bumper.  
Extra Wide Nozzle.  
Bronze Bearings.  
Beautiful Verde Antique Finish.

The "Universal" is nationally advertised and is a cleaner women will buy without waiting to be sold.

Order Through Your Jobber

**LANDERS, FRARY & CLARK**  
NEW BRITAIN, CONN.





# Add to Your Profits These Summer Months

---

---

**Sell the Domestic Electric  
Iron—Quick, Easy Sales—  
Satisfied Customers—Good  
Money for You**

---

---

## Strictly a Hardware Dealer Proposition

The Domestic is the best iron possible to manufacture and pays you a very liberal margin of profit. Backed by our guarantee—never fails to please.

High grade in efficiency, durability and appearance. Pleasing design—distinctive finish—high quality service.

The Domestic heats quickly and retains the heat, with minimum current consumption. Packed in individual boxes, complete with 6-foot detachable cord and stand. Weight 6 pounds; voltage 110. Six irons to case—two cases make shipping weight.

A most profitable seller for the summer months. A nice bit of coin for a little extra effort. We'll furnish cuts and envelope circulars for local advertising.

Order now from your jobber, or from us, and get the goods on your counter. Very liberal discount—quick turnover.

---

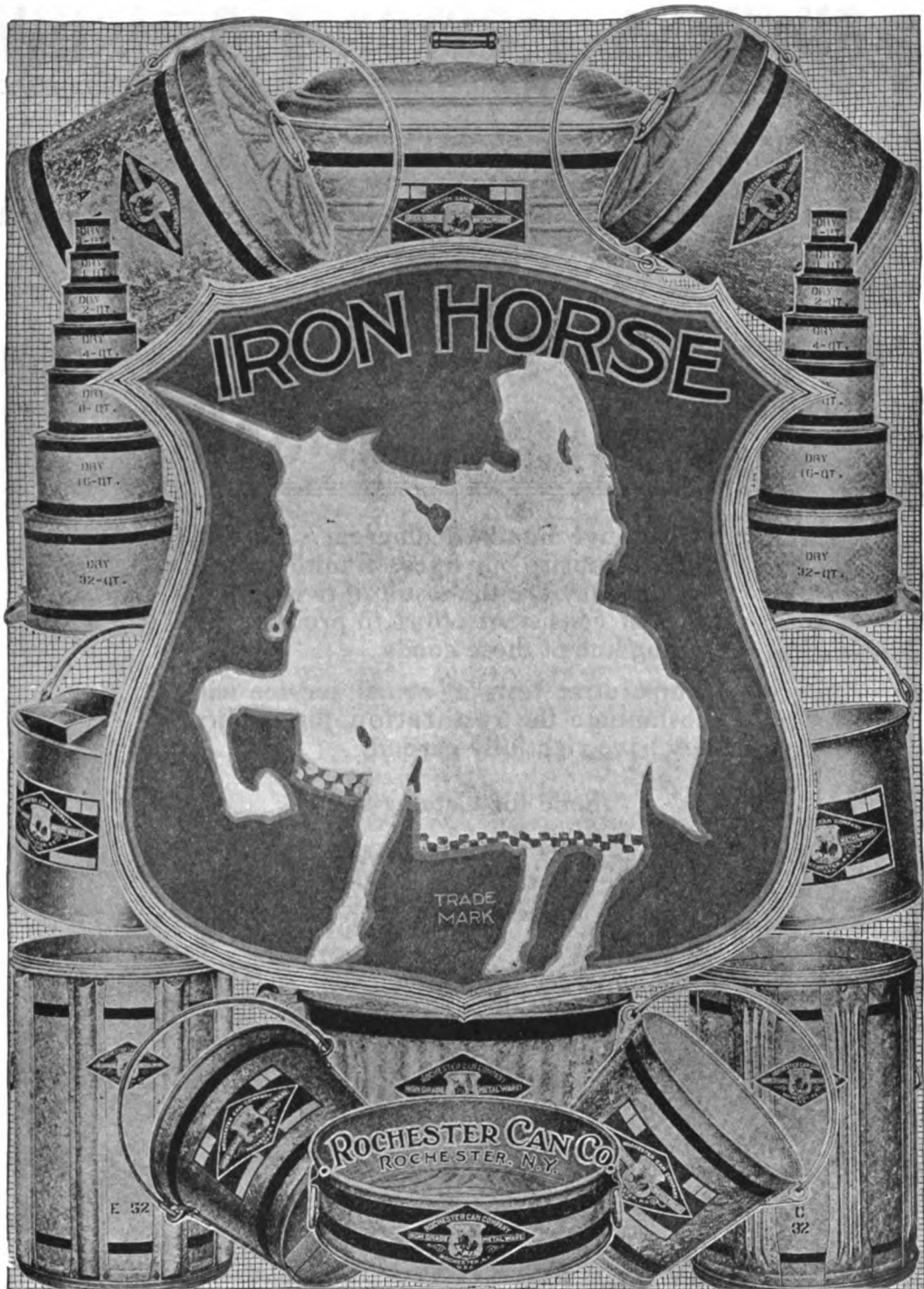
---

**CHICAGO FLEXIBLE  
SHAFT COMPANY**

5604 Roosevelt Road  
CHICAGO

**Retail Price  
\$7.00**





# Faultless Caster Company

PACIFIC COAST REPRESENTATIVES

CHAS. A. DOWD SALES COMPANY, 320 Market St., San Francisco, Calif.

Evansville

Indiana



## Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"



Full Size Plate 2-8

**"Move the FAULTLESS Way"**



## *Viko, a Saleable Line*

Aluminum cooking utensils have long since passed out of the realm of "new fangled things" and have become a staple, standard product which every merchant who deals in household goods carries as a matter of course.

But just as there are degrees of saleability in other standard products, so are there degrees of saleability in aluminum ware.

VIKO, The Popular Aluminum, is an uncommonly fast seller: first, because it is attractive, durable, and improved in design; second, because it is popular in price.

And the line is extensive. Everything you need for completeness of stock, can be found in Viko. For full information about Viko—

*Ask Your Jobber*

Aluminum Goods Manufacturing Company

General Offices: Manitowoc, Wisconsin, U. S. A.

*Makers of Everything in Aluminum*

# VIKO

## The Popular Aluminum



# Remington UMC



**I**T is the Tritch policy to offer to the trade those brands of products which have behind them the reputation of a successful merchandising history.

Remington firearms and ammunition hold an important position in the minds of critical sportsmen everywhere—an asset which progressive retail dealers will recognize.

Rather than merely filling the demand for products, Remington has anticipated the needs of the sportsman by developing new ideas and processes. The new Remington .380 Automatic Pistol (Model 51) and the exclusive WETPROOF process applied to all Remington UMC Shotgun Shells, are two evidences of Remington leadership in this field.

Remington shotguns and shells, high power and .22 caliber rifles and metallic cartridges, are regarded as standard at home and abroad. The first Remington was made in 1816.

We will be pleased to have you write us about Remington products and to furnish you with window and store display material upon request.

## The Tritch Hardware Company

Jobbers in Hardware and Sporting Goods

1648 to 1654 Arapahoe St.

Denver, Colorado



**ESTABLISHED IN 1834 — THE OLDEST HOUSE IN THE BUSINESS**

## "MODEL" ROASTERS

The Roaster of Satisfaction

Manufactured by THE CENTRAL STAMPING COMPANY'S original process of reverse stamping whereby all unsanitary and unsavory ridges are eliminated. Made in Plain Metal, also enameled in three colors.

Seamless  
Sanitary  
Self-Basting  
Self-Browning  
Satisfactory



Best Shape and  
Construction  
For Efficiency

ONE PIECE BODY  
(Makes Cleaning Easy)  
MAKES ROASTING A  
PLEASURE  
(No Basting Over Hot  
Oven)



HAS HOT AIR  
JACKET  
(Prevents Burning)  
CLOSE FITTING  
HANDLES  
(Economy of Space)

### TRADE MARK

Fish Racks can be furnished for use with the roaster, but are not included unless ordered extra.

### TWO SIZES

#### Small Holds

- 10 Lb. Round Roast
- 8 Lb. Rib Roast
- 8 Lb. Leg of Lamb
- 1 10 Lb. Turkey or
- 2 4 Lb. Chickens

#### Large Holds

- 18 Lb. Round Roast
- 14 Lb. Rib Roast
- 15 Lb. Leg of Lamb
- 1 16 Lb. Turkey or
- 8 4 Lb. Chickens
- Small 10 $\frac{3}{4}$  in. x 15 $\frac{1}{8}$  in. including Handles 17 in.
- Large 11 $\frac{1}{2}$  in. x 17 $\frac{1}{8}$  in. including Handles 19 $\frac{1}{2}$  in.



Blue Glazed Enamel



Gray Mottled Enamel

Represented in California  
by

**BARRETT & ROSS**  
Rialto Bldg., Room 329  
New Montgomery and  
Mission Streets  
San Francisco, Cal.

In the State of Texas  
by

**CHAS. A. SCHMIDT, Jr.**  
San Antonio, Texas



"Model" Extra Large Roaster

Represented in the States  
of Washington, Montana,  
Idaho, Oregon, Colorado  
and Utah by  
**FRED A. LEE**  
1620 Thirteenth Avenue  
Seattle, Wash.

One Size 12 $\frac{3}{4}$  in. x 18 $\frac{5}{8}$  in., including Handles 20 $\frac{3}{4}$  in.  
Two Finishes—Polished Sheet Steel and Blue Glazed Enamel.

**THE CENTRAL STAMPING COMPANY - NEW YORK**

# American Folding Kampkook Stove

**Now is the Time to Prepare for the Camping Season**

The KAMPKOOK has been designed to provide for campers, automobile tourists, sportsmen and all who enjoy outdoor life, an efficient and serviceable camp stove, and it has all the requirements which go to make up a perfect stove for all camp cooking.

The KAMPKOOK is convenient and easy to operate, ready for business in a jiffy. Simply remove the cover, place tank in position and stove is ready to light. There are no loose parts to become lost, nothing to screw together or assemble and no alcohol torch is required to light it.

The cover serves as a stand or base upon which to set the stove, so that it stands level and firmly, right on the ground or wherever it is placed.

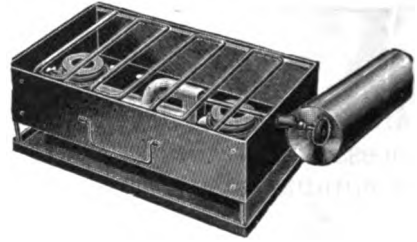
## Burns Gasoline

The American Folding KAMPKOOK stove burns common gasoline, the fuel which may be secured anywhere. The tank holds a sufficient quantity of gasoline to run both burners for two and one-half hours when burning at full capacity. A handy durable pump is furnished with each stove. By means of a few strokes from this pump, air pressure is supplied in the tank, which forces the gasoline into the generator tube, where it is converted into gas and fed to the burners. As the stove is operated under air pressure, it produces an intense heat, although the flame may be regulated to a low, simmering fire if desired. It burns with a clear blue flame, there is no soot or smoke.

Only the first burner must be generated; this produces gas for the second burner, which may be turned on or off at will.

The KAMPKOOK puts into camp and outdoor life a comfort and convenience which has heretofore been lacking. It eliminates all fuel worries. With the KAMPKOOK your meal is ready in less time than it ordinarily takes to gather firewood and start a fire. There are no flying sparks, no danger of fire, no smoke, no delays.

**No equipment complete without the American Kampkook. It is an absolute necessity to the comfort and enjoyment of an outing.**



Showing the Kampkook set up and ready for use



Kampkook folded when not in use  
Size  $14\frac{1}{2} \times 8 \times 3\frac{1}{2}$  inches. Weight 8 lbs.

## Compact, Handy Substantial

The American Folding KAMPKOOK stove is the handiest and most compact camp stove made. There are no projecting parts to get broken, no loose or separate pieces to get lost; every part is contained in the case and the cover securely closed so it cannot accidentally open.

Even the cut-off valve for turning on or off the second burner has a telescoping valve stem which does not project through the case when stove is not in use.

The KAMPKOOK is just the stove for "roughing it." It is built substantially to stand the hard knocks. The steel case affords ample protection for the enclosed parts. The burners are cast iron and the grate is mild steel, hence it cannot crack or break. The generator tube is seamless brass and so constructed that, should it become necessary after long use, it can be quickly and easily removed and cleaned by anyone.

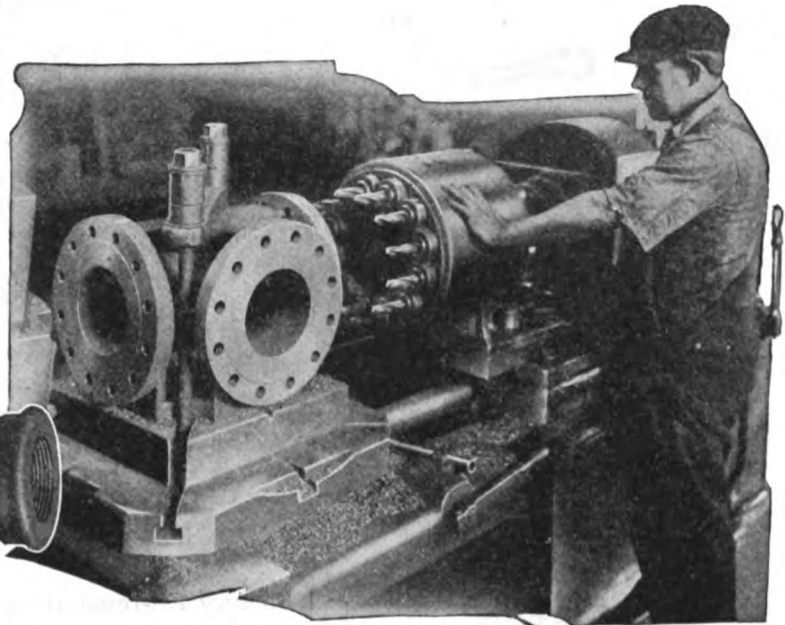
Case is fitted with handle, making it handy to carry. The finish is black enamel. Stove folded is  $14\frac{1}{2}$  inches long, 8 inches wide,  $3\frac{1}{2}$  inches high, and weighs only 8 pounds. It requires but little room, is light enough to carry on a motorcycle. It is the ideal stove for picnic parties.

WHOLESALE DISTRIBUTORS

**DUNHAM, CARRIGAN & HAYDEN CO.**

SAN FRANCISCO, CAL., U. S. A.

Look for the  
**G**  
 on all  
 cast iron  
 fittings



*Facing and Drilling a six inch extra heavy flanged tee. This machine is motor driven and is of our own design.*

## Be Sure of Satisfied Customers

**W**HY not use and sell the kind of fittings used in Automatic Sprinkler installations and be sure of satisfied customers? Sharp expert eyes inspect every Grinnell Fitting before it leaves the shop. We throw out every one that can't pass inspection.

That's why the big 'G' on a fitting means that it's perfect in size and thread, "makes on" easily and "stays put."

### NOW ABOUT VALVES

One look at the L.R.D. Valve will show you why it stays tight but never sticks.

Easy opening and closing. Changeable discs for any service.

### BIG STOCKS—QUICK DELIVERIES

If you deal with us you don't need to carry a big stock of pipe or fittings because our quick delivery takes care of your needs.

Send us your orders for Grinnell Fittings; also for National Pipe, which we cut and thread to order.

**GRINNELL**  **COMPANY**  
*of the Pacific*

453 MISSION STREET, SAN FRANCISCO  
 439 EAST 3rd STREET, LOS ANGELES

**Ask the owners of 25 million Grinnell sprinkler fittings**





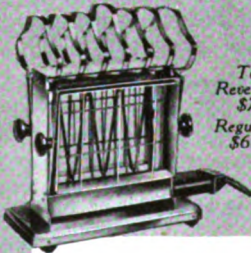
## H. J. GUTE & CO.

150 Post Street  
San Francisco

Factory Representatives



Urn Style Percolators,  
\$14.75 up



Toasters:  
Reversible Style,  
\$7.00 up  
Regular Style,  
\$6.25 up



Chafing Dishes,  
\$16.00 up



6 lb. Irons, \$6.35



Pot Percolator, Fluted,  
No. 11093, \$13.00  
Other Styles, \$9.35 up

Means **MB** Best

### DISTRIBUTORS

|                             |                      |
|-----------------------------|----------------------|
| HOFFMAN HARDWARE CO.        | Los Angeles          |
| CENTRAL COMMERCIAL CO.      | Kingman, Ariz.       |
| ALEXANDER & LAVENSON        | San Francisco        |
| J. BORNSTEIN & SONS         | Seattle, Washington  |
| STUBBS ELECTRIC CO.         | Portland, Ore.       |
| MOMSEN, DUNNEGAN & RYAN     | El Paso, Tex.        |
| HENDRIE & BOLTHOFF MFG. CO. | Denver, Colo.        |
| TRITCH HARDWARE CO.         | Denver, Colo.        |
| HOLTER HARDWARE CO.         | Spokane, Wash.       |
| E. W. MURRAY LTG. CO.       | Spokane, Wash.       |
| SALT LAKE HARDWARE CO.      | Salt Lake City, Utah |



Tilting Carafes,  
\$10.75 up

Bottles:  
Pints,  
\$2.25  
to \$4  
Quarts:  
\$4 to  
\$6.50



Carafes,  
\$5.25  
up



Jugs  
\$5.75 and up



Lunch Sets  
\$3.25 to \$4.50



# SEND US YOUR INQUIRIES

---

## WATER PRESSURE SYSTEMS

---

### *For Town or Country Homes*

**You** have water under pressure

**When and Where** you want it by

simply turning a faucet. Having a supply of running water at instant command means more than the comfort it brings and the time and money it saves.

It spells protection against fire and an added value to your property.

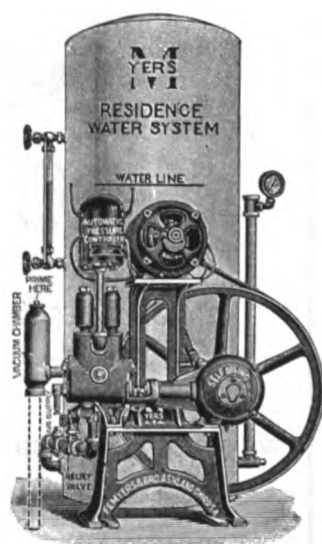
Illustration shows our Perfection Hydro-Pneumatic Water Supply System No. 600, electric motor driven; starting and stopping automatically controlled. Designed for operation on any electric current. Double Acting Pump for shallow wells, cisterns, springs or lakes. Pump gears run in an enclosed bath of oil—this same principle is used on our large heavy duty pumps. Brass lined cylinder; Valves readily accessible. Furnished with automatic tank pressure controller and relief valve; galvanized water tank; pressure gauge and necessary fittings.

Capacity of Pump 180 gallons per hour. \_\_\_\_\_

We furnish **Pressure Systems** of larger capacity, driven by electric motors or gasoline and kerosene engines.

We have **EVERYTHING** in the pump line—from small spray and hand pitcher pumps to deep well and power pumps.

Send for special pump catalogs. Advice cheerfully given on your pumping problems.



## Baker, Hamilton & Pacific Company

Seventh, Townsend and King Streets, San Francisco

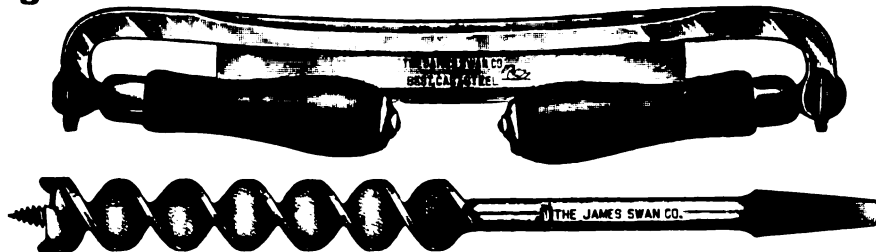
# THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

Bits  
Augers



Chisels  
Draw Knives



Nail Sets  
Gimlets



Gouges  
Screw Drivers

New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California

# PHOENIX HORSE AND MULE SHOES

and BULL DOG TOE CALKS

## BEST IN THE WORLD

Phoenix Shoes are Kept in Stock by the Following Houses

Boise, Idaho.....Northrop Hardware Co.  
Butte, Montana.....Montana Hardware Co.  
Fresno, California.....Inland Iron Co.  
Hamilton, Montana....The Valley Mercantile Co.  
Los Angeles, Calif.—

W. T. McFie Supply Company  
Percival Iron Company  
Waterhouse & Lester Company

Ogden, Utah.....Geo. A. Lowe Company  
Portland, Oregon—  
Northwestern Hardware & Steel Co.  
J. E. Haseltine Company

Pocatello, Idaho..Salt Lake Hardware Company  
Sacramento, Calif.....Schaw-Batcher Company  
San Francisco, Calif.—

Baker, Hamilton & Pacific Company  
Scovel Iron Store Company  
Spotswood-Helfer Company  
Taylor-Spotswood Hardware Company  
Waterhouse & Lester Company

Salt Lake City, Utah....Salt Lake Hardware Co.  
Seattle, Washington.....Gray Brothers  
Spokane, Washington..Holley-Mason Hdwe. Co.  
Tacoma, Washington.....West Coast Wagon Co.

MANUFACTURED BY

## PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES

JOLIET, ILL., POUGHKEEPSIE, NEW YORK

# SAWS

## SIMONDS

When a Hardware Dealer sells a Simonds Saw he is assured that the customer will be satisfied, because he knows Simonds Saws have stood the test in every part of the world. They are celebrated for their fast cutting and edge-holding qualities, backed by the finest alloy steel.

Write for Catalog  
and Terms

Saws are known and used in every clime, and dealers everywhere handle them. In fact, many dealers are now handling the Simonds line exclusively.

**SIMONDS MANUFACTURING CO.**

"The Saw Makers"

San Francisco, Cal.

Portland, Oregon

Seattle, Wash.

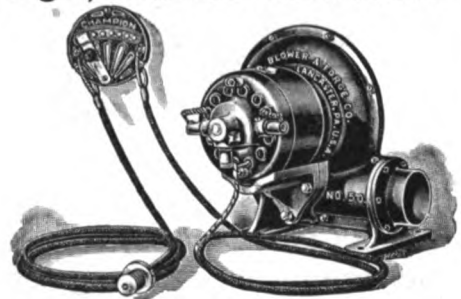
Vancouver, B. C.



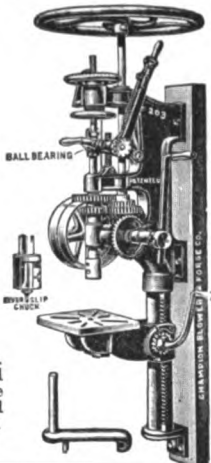
No. 400  
Blower



No. 401. Rivet Forge



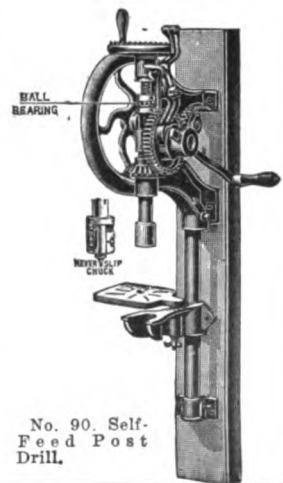
No. 50. Cham-  
pion One-Fire  
Variable Speed  
Electric Black-  
smith Blower.



No. 203.  
Self - feed  
and Double  
Compound  
Lever Feed  
Drill.



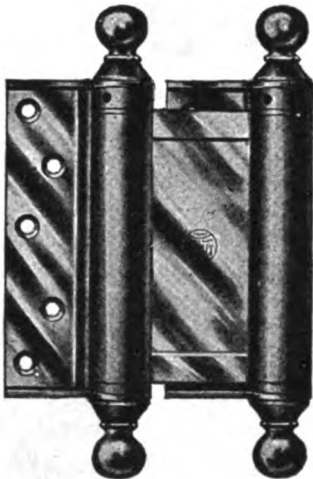
Screw Plates in Four Styles, Cutting up to  $1\frac{1}{2}$ "  
CHAMPION TOOLS, Built for Service  
CARRIED IN STOCK AND DISTRIBUTED  
BY ALL THE LEADING JOBBERS  
Write for Our 350 Page Catalog  
**CHAMPION BLOWER & FORGE CO.**  
Lancaster, Pa., U. S. A.



No. 90. Self-  
Feed Post  
Drill.

TRADE  
**CHICAGO**  
MARK  
**SPRING HINGES**

Here is the "Triplex"—  
a hinge in great demand.  
Note its graceful lines and  
handsome appearance.



You can safely stake your  
reputation on its *quality* and  
*performance*. It swings doors  
faultlessly. Thousands in use.

Sell a product that brings sat-  
isfaction and nets a good  
profit. Keep well stocked.

Send for Catalogue  
H-36

**Chicago Spring Butt Company,**  
CHICAGO NEW YORK  
Ewing-Lewis Co., San Francisco, Los Angeles  
Pacific Coast Representatives

**Remove Stock Rapidly  
and Smoothly**



*"The*  
**DELTA**

Is the only Line of Files  
from 3 to 24 inches that are  
made absolutely of

**CRUCIBLE  
STEEL"**

This high quality material  
and our scientific hardening  
and tempering methods en-  
able us to produce files of  
exceptional durability.

**Delta Files** are made in sev-  
eral shapes and sizes—there  
is a shape and size for your  
particular requirement.

Use **Delta Files** in your shop  
—you will increase your out-  
put and greatly reduce your  
cost of filing.



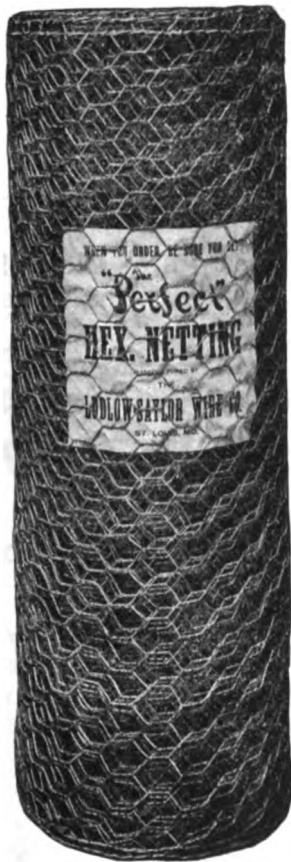
This trade mark safeguards the  
interests of thousands of file users  
everywhere. Always look for it.

**DELTA FILE WORKS**  
PHILADELPHIA, PA.

# ALWAYS INSIST

THAT YOUR JOBBER  
SUPPLY

## Ludlow-Saylor Products



WHENEVER  
YOU NEED

**Hex  
Nettings**

**Hardware  
Cloths**

*and*

**Window  
Screen  
Cloths**

You Will Then Be  
Assured—of Qual-  
ity and Perfection  
of manufacture.

You Will Then Be  
Assured—that the  
labels tell you  
what you Bought  
not merely what  
you Ordered.

You Will Then Be  
Assured—that To-  
day's Customer  
will be Tomor-  
row's Friend.

*Please Order  
Through Your Regular  
Jobber*

Manufactured by  
**The LUDLOW-SAYLOR  
WIRE CO.**

ST. LOUIS, MO.



## U. S. Trace Chains

Electrically welded links that  
will not break in the weld.

Trace Chains that wear and  
wear and wear.

Good Jobbers Sell Them.

Made by

**United States  
Chain & Forging Co.**

Pittsburgh, Pa.

BRANCH OFFICES

New York City, 30 Church St.  
Philadelphia, Finance Building.  
Chicago, First National Bank Building.  
Washington, 632 Munsey Building.  
San Francisco, Monadnock Building.  
St. Louis, 214 North Sixth St.



**UNITED STATES  
CHAIN AND  
FORGING CO.**

UNION ARCADE  
PITTSBURGH, PA.





# THE BRIER HILL STEEL COMPANY

YOUNGSTOWN, OHIO  
PITTSBURGH, PA.



MANUFACTURERS OF HIGH GRADE

## OPEN HEARTH STEEL SHEETS and PLATES

BLUE ANNEALED SHEETS

¼" to 16 Gauge

BLACK AND GALVANIZED  
SHEETS

10 to 30 Gauge

CORRUGATED, V-CRIMP  
And all kinds of Formed Roofings

SHEARED PLATES

For All Purposes

TANK—MARINE—BOILER

Still Bottom, Fire Box, etc.

7-64" to 2" in thickness

Widths ranging up to 120 inches

### DISTRICT OFFICES:

359 Monadnock Bldg., San Francisco.

503 Dooly Bldg., Salt Lake City, Utah.

412 Ry Exch. Bldg., Kansas City, Mo.

204 Gibbs Bldg., San Antonio, Texas.

NEW YORK

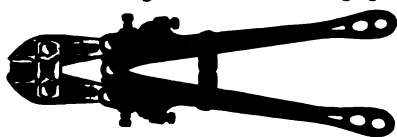
CHICAGO

PHILADELPHIA

CLEVELAND

NEW ORLEANS

### PORTER'S New Easy Bolt Clippers



Are you handling the

**10-in. and 14-in. O.K. Cutters?**

If not, my Pacific Coast representatives  
will tell you why you should.

#### Address

Omer Cox Jones & Cox,  
Postal Telegraph Bldg., Newhouse Bldg.,  
San Francisco, Cal. Salt Lake City, Utah

Sands & Cox, Turnbull & Cox,  
San Fernando Bldg., Inter State Trust Bldg.,  
Los Angeles, Cal. Denver, Colorado

Strimble & Cox, Strimble & Cox,  
L. C. Smith Bldg., Corbett Bldg.,  
Seattle, Wash. Portland, Ore.

**H. K. PORTER**

Bolt Clipper Specialist

6 ASHLAND STREET, EVERETT, MASS.

### The "PONY"

Is the very best Hand Machine that money  
can buy, for setting Tubular or  
Bifurcated Rivets



"THE PONY"

IT'S GUARANTEED

SOLD BY JOBBERS EVERYWHERE

Made by

**F. H. SMITH MFG. CO.**

CHICAGO, U. S. A.

# "THE RECOGNIZED LEADER"



**ELECTRO-ZINCKED AFTER WEAVING**

Order Thru Your Jobber

GALVANOID has won the pre-eminent favor of the trade because it is the most **dependable** zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

**KEEP YOUR STOCK FILLED IN**

WE ALSO MANUFACTURE  
BRONZE, COPPER, PAINTED AND GALVANIZED

**AMERICAN WIRE FABRICS CO.**

208 So. La Salle Street, Chicago, Illinois.

FACTORIES:

Chicago, Illinois Mt. Wolf, Pa.

REPRESENTATIVES:

EWING-LEWIS CO., San Francisco and Los Angeles, Cal.

D. L. HERMAN, Seattle, Wash.

## "YANKEE" QUICK RETURN In 3 Sizes

With spring in the handle to  
drive bit back quickly.  
Holds it extended for  
overhead work.



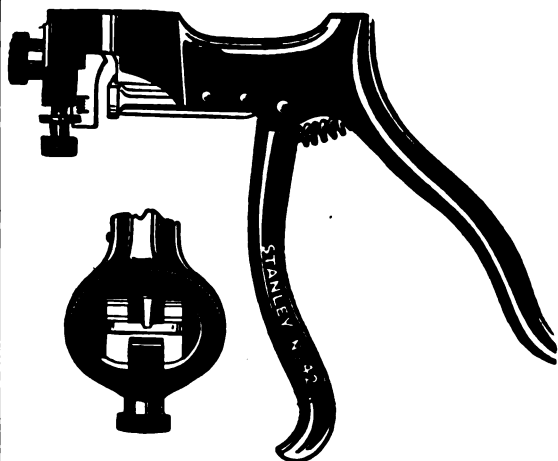
**No. 130**—For all general work.  
Very popular.

**No. 131**—Heavy pattern, for general house  
carpentry and heavy screw driving.  
Becoming very popular.

**No. 135**—Small size, for smaller screws, electrical work,  
and wherever a large number of small screws are fre-  
quently driven.  
**Your Jobber will supply you.**

**NORTH BROS. MFG. CO.**  
Philadelphia, Pa.

# Stanley Tools



## Stanley "Pistol Grip" Adjustable Saw Set No. 42

This Saw Set embodies several unique and important features not heretofore seen in tools of this description.

The shape of the body and handle enables the user to operate the tool with great ease and with the least possible exertion, and the saw is held firmly against the gauge while the tooth is being set.

It can be readily adjusted by means of the knurled thumb screw to give a greater or less set to the teeth of the saw, according as the saw is to be used for coarse or fine work. As the anvil or part against which the plunger works is graduated, the same adjustment can be easily obtained for duplicate work.

The tool is so designed that the saw teeth are in plain view, which enables the user to quickly adjust the tool to the tooth to be set.

The plunger and anvil are made of tool steel—hardened and tempered. All parts are carefully machined and are interchangeable.

The tool is given a fine black finish.

Packed one in a box.

Send for special circulars.

**STANLEY RULE & LEVEL CO.**  
NEW BRITAIN, CONN. U.S.A.

UNLESS THIS  
NAME  
IN FULL  
APPEARS  
ON THE  
HANDLE

IT'S  
NOT A  
GENUINE  
CRESCENT  
WRENCH

MADE BY CRESCENT TOOL CO.  
JAMESTOWN, N.Y. U.S.A.





Nos. 50, 55 and 56 Machinist's Case

# PILLIOD

## Tool Cases

THE

BUILT FOR SERVICE

LINE

Tool Cases for every purpose, sturdy, light weight, beautifully finished quality cases for Machinists, Carpenters, Auto Owners, Auto - Repairmen, Plumbers, Household Tools and Fishing Tackle. "The line that sells and satisfies."

### The Pilliod Lumber Co.

SWANTON, OHIO

Western Representative

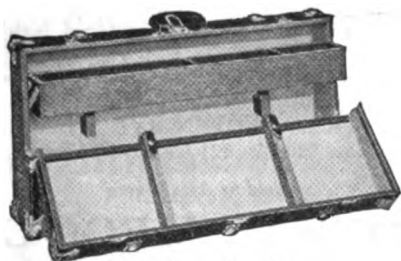
**SPRAKE SALES CO.**

822 Higgins Bldg., Los Angeles, California

525 Market Street, San Francisco, California

633 Railway Exchange, Portland, Oregon

223 Kerns Bldg, Salt Lake City



No. 7 Carpenter Case



## A More Comprehensive Savage Service

You have known Savage as makers of a famous line of Sporting Rifles and Automatic Pistols.

Know Savage now as makers of a complete line of small arms.

By the purchase of the J. Stevens Arms Company, Savage acquires the privilege of making the tried and time - proved Stevens Shot Guns, Small Bore Rifles and Target Pistols.

So another milestone is set in our progress, and it is again demonstrated that an ideal of service transcends in value all other assets.

Savage has always built its every arm as if it were for the personal use of the builder. It is now glad to be able to extend this principle of service to cover the entire small arms field.

President

Savage Arms Corporation

TRADE MARK  
**STEVENS**  
MILWAUKEE, WIS.

# SAVAGE

## ANY OLD THING USED TO DO

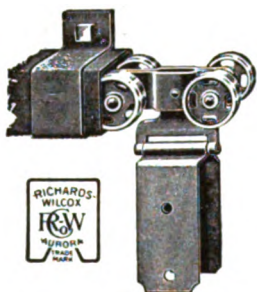
Once upon a time the barn door was a hole in the side of the building with a door that worked nicely, perhaps, **when the barn was new.**

You can no doubt remember how it worked a little later, after the weather, the birds, the force of gravity and the deteriorating effect of time had borne upon it the wear and tear of every day use—you can visualize that farmer's violent effort to open or close the door.

Picture the same farmer after his barn doors have been hung on R-W Door Hangers.

**Now**, when we leaves his stock for the night, he rolls his door shut with one hand—yes, with one hand, because his doors roll on smooth-running, trouble-proof, weather-protected door hangers—while with the other hand he switches off the electric light that illuminates his barn, and makes for his easy chair and the metropolitan daily.

**And the next time he builds a barn doorway** he is going to buy his door hardware from the hardware merchant who sold him



### Richards-Wilcox Smooth Running Door Hangers

Furnished in pairs, neatly packed in metal edge fibre box, with bolts for attaching.

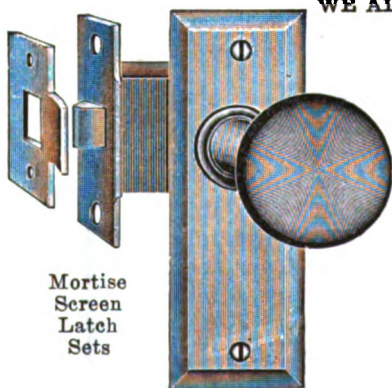
Write for general catalog No. HA-16, showing door hangers for any doorway.

**Richards-Wilcox Mfg. Co.**  
AURORA, ILLINOIS, U.S.A.  
CHICAGO ST. LOUIS LOS ANGELES PHILADELPHIA LONDON, ONT. BOSTON NEW YORK MINNEAPOLIS SAN FRANCISCO



## Shelby Screen Hardware

WE ALSO MAKE



Mortise  
Screen  
Latch  
Sets

Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet

Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. **Ask for catalog today.**

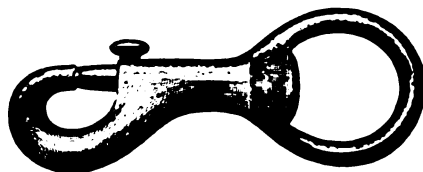
**The SHELBY SPRING HINGE CO.**  
SHELBY, OHIO, U. S. A.

COAST REPRESENTATIVES

POND HARDWARE CO., D. L. HERMAN,  
Los Angeles, Cal. Seattle, Wash.

## S N A P S

FOR THE HARDWARE MAN  
FROM THE BEST LINE MANUFACTURED



NO. 50 SWIVEL SNAPS  
In All Regular Sizes from  $\frac{1}{2}$  to  $1\frac{1}{2}$  Inches



TROJAN OPEN EYE SNAP  
Nos. 520 Bit, 521 Chain, 522 Trace

Sold by All Jobbers

**COVERT MFG. CO.**  
TROY, N. Y.



# BUR-NOR HATCHETS

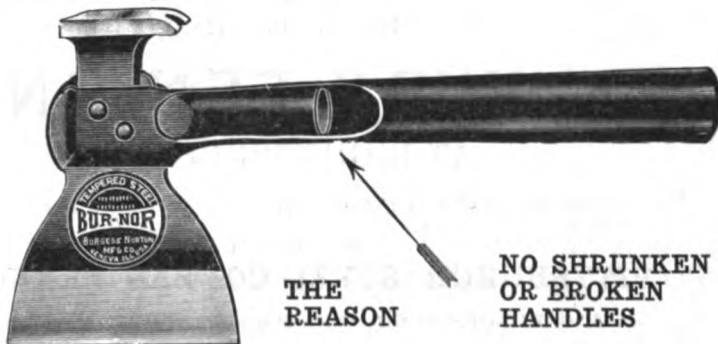
## HOLLOW STEEL HANDLES

Nationally Advertised

Always to be depended upon—They never lose their heads

**NO  
LOOSE  
HEADS**

**BETTER  
AND  
CHEAPER  
THAN  
WOOD**



**NO SHRUNKEN  
OR BROKEN  
HANDLES**

A High Grade Tool Sold Under an Unconditional Guarantee  
Standard Equipment on 31 Railroads

## BURGESS-NORTON MFG. CO.

SAN FRANCISCO

GENEVA, ILL.

SEATTLE

85 WALKER STREET, NEW YORK

## There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

**Malleable Washers and Cast Iron Washers  
Wrought and Steel Plate Washers**

of all descriptions. Round and Square, Plain or Galvanized.

**Annealed Rivet Burrs      Fellow Plates  
Sheared and Punched Plates**

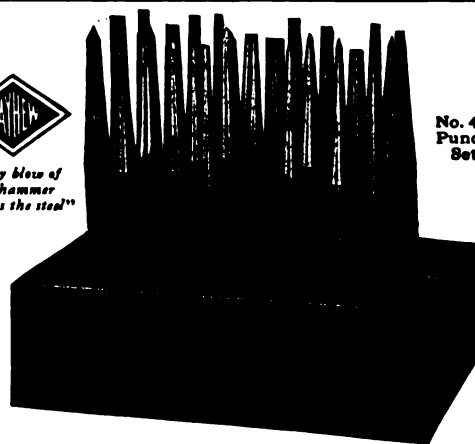
PROMPT SHIPMENTS

**Wrought Washer Mfg. Co.**  
Milwaukee, Wis.

Coast Representatives,  
HUGHSON & MERTON, Inc.  
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.;  
Seattle, Wash.; Denver, Colo.



*"Every blow of  
the hammer  
refines the steel"*



No. 490  
Punch  
Set

## These are punches that sell themselves

Your mechanic customers will appreciate the quality of these Mayhew punches. Just set this attractive display of hand-forged, electrically tempered punches where customers can see and handle them. Your sales of punches will increase, and your list of permanent customers lengthen. One Mayhew tool sold means a user who desires other Mayhew tools.

At your jobber's—or

**MAYHEW STEEL PRODUCTS, INC.**

291 BROADWAY, NEW YORK

508 Mission Street, San Francisco

**MAYHEW MADE TOOLS**  
ARE RIGHT

"PITTSBURGH PERFECT"

WIRE NAILS ALL KINDS

BARBED WIRE

BALING WIRE

BALE TIES

"Pittsburgh Perfect" Electrically Welded  
and

"Columbia" Hinge Joint

## WIRE FENCING

AT RIGHT PRICES TO YOU

Carload shipments from Pittsburgh mills to all points on the Pacific Coast

MANUFACTURED BY

PITTSBURGH STEEL CO., SAN FRANCISCO, CAL.

A. C. RULOFSON CO., Sales Managers, 359-363 Monadnock Building

BRANCH OFFICES: 2113 L. C. Smith Bldg., Seattle, Wash.  
1446 Malvern Ave., Los Angeles, Cal.

Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing:

Dunham, Carrigan & Hayden Co.,  
San Francisco, Cal.  
Northern California and Nevada.Whiton Hardware Company,  
Seattle, Wash.  
Washington and Eastern Oregon.

## COBBLER SETS

LEADER  
The Right Kind for You to  
Handle

## STAR HEEL PLATES



No. 4

FAST SELLERS  
MADE IN 7 SIZES

## SHOE STANDS &amp; LASTS

THE  
BEST  
MADEOUR  
PRICES  
ARE  
RIGHT,  
TOO

WRITE FOR CATALOG No. 15

STAR HEEL PLATE CO. (Louis Sacks, Inc.), 357 Wilson Ave., Newark, N. J.

Pacific Coast Representatives—J. J. Wirtner, W. F. Building, Room 605, 2d and Mission Streets, San Francisco, Cal. Utah and Idaho—E. C. Coffin &amp; Co., 503 Dooly Building, Salt Lake City, Utah

## WAGNER Door Hangers and Tracks



Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade.

Write for catalog showing entire line.

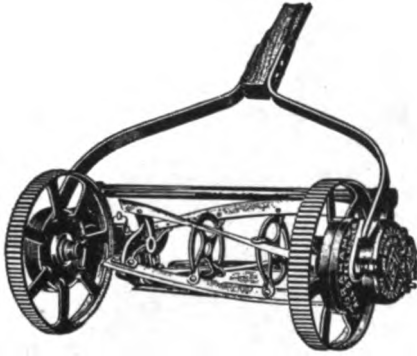


Roller Bearings

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa

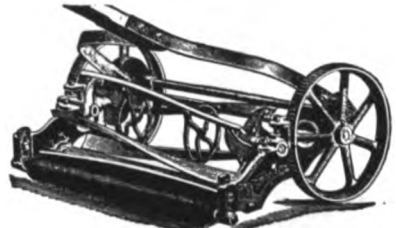
Digitized by Google



Styles "Graham" and "A"—All Steel Vanadium Crucible Steel Blades. Practically Indestructible

## The Lawn Mower to Sell

is the one made by a company which has made nothing but strictly **High Grade** Lawn Mowers for more than fifty years. The



Style "E"—Four Blades Removable Box Caps

**GENUINE**

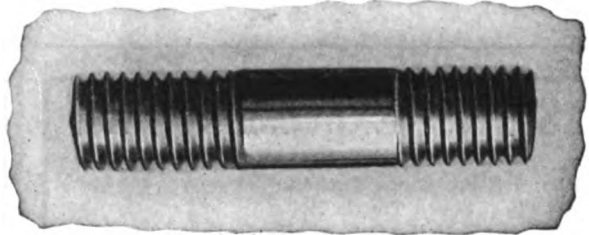
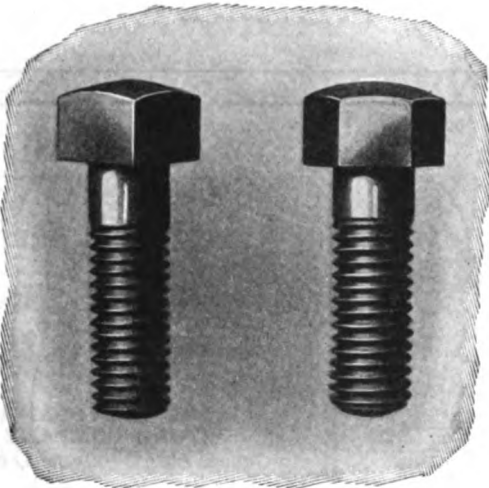
# "PHILADELPHIA"

Lawn Mower has more than the distinction of being made by "The original people in the Lawn Mower business since 1869"—it has the endorsement of millions of satisfied users that it is **made right and cuts right**. Vanadium Crucible Steel Blades, Bearings bored with rifle barrel accuracy, material that stands the "Test of Time" and a line of 30 styles to select from the other reasons for selling the **always reliable "PHILADELPHIA."**

**A MOWER FOR EVERY PURPOSE**

*Send for Catalog and Prices*

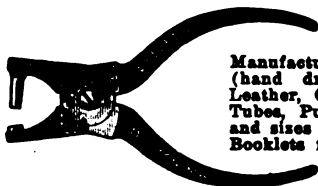
**THE PHILADELPHIA LAWN MOWER COMPANY, 31st and Chestnut Streets, Philadelphia, Pa.**  
**HAVEN & HAVEN, 508 Mission Street, San Francisco, California, Selling Agents**



**WM. H. OTTEMILLER CO.**

**YORK, PA.**

**Manufacturers of Cap and Set Screws  
 Screw Machine Work**



**EYELET TOOL CO.**

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

**40 Lincoln Street  
 BOSTON-MASS**

**SAND'S PLUMBS AND LEVELS**



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

**YOUR JOBBER CARRIES THEM**

**J. SAND & SONS - Detroit, Michigan**

*Digitized by Google*

## Built for Service

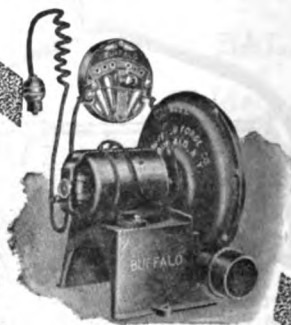
Blacksmiths and garagemen are determined to have the best that may be had in tools—their work today demands it.

Buffalo Forges, Drills, Blowers, Punches and Shears are backed by the critical test of over forty years. Each machine is designed to meet specific requirements. Dealers find the Buffalo line profitable sellers.

Write Dept. 37 for Complete Catalog

**BUFFALO FORGE COMPANY**  
BUFFALO, NEW YORK

*“Buffalo”*



## “STAR” Expansion Bolts

ALL THE NAME IMPLIES

Also: Sebco Screw Anchors  
Sebco Toggle Bolts  
Sebco Concrete Inserts  
Sebco Star Drills  
Sebco Cold Chisels  
Sebco Cable Clamps

**STAR EXPANSION BOLT CO.**

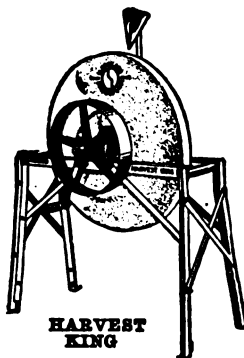
Trade “SEBCO” Mark

STOCKS AT

147 Cedar Street  
New York

120 West Lake Street  
Chicago

## CLEVELAND GRINDSTONES MEET YOUR NEEDS



**THE CLEVELAND  
STONE COMPANY**  
Union Bldg. Cleveland, Ohio

## BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For **QUALITY MOP WRINGERS**, where one sale means repeat orders, stock our line.

**PETER BOLLER MACHINE WORKS,**  
122-124 N. Curtis St., Chicago, Illinois



# "Sterling"



Hard

TUNGSTEN STEEL

Flexible

## HACK SAW BLADES

Many years of personal caretaking attention to manufacturing details have produced in STERLING Blades a cutting tool of unquestionable merit.

We claim Endurance—Dependability—Fast cutting—Long Life—Satisfaction to Dealers and Consumers.

Users declare that our slogan—"They don't Scratch, They Cut"—tells the story.  
SOLD THROUGH JOBBERS ONLY

CORRESPONDENCE RESPECTFULLY SOLICITED

**DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK**

CALDWELL SALES COMPANY, 320 Market St., San Francisco, Cal.

Exclusive Pacific States Representatives

## YAKIMA Hardware Company

YAKIMA, WASH.

Jobbers of Standard Lines of Hardware

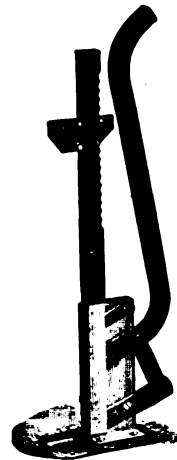
## Wholesale

BUILDERS' HARDWARE, ROOFING,  
STOVES, TIN AND ENAMELED WARE,  
IRON, STEEL, PIPE AND FITTINGS,  
BLACKSMITH AND WOOL GROWERS'  
SUPPLIES, HOP AND FRUIT GROW-  
ERS' SUPPLIES, SPORTING GOODS  
AND CUTLERY, AUTOMOTIVE  
EQUIPMENT

Orders filled  
same day  
as received



Prompt  
Courteous  
Service



## LANE'S Steel Wagon Jack



NO CAST METAL  
NO WOOD

Strong -- Light -- Compact

SUBSTANTIAL PROFIT TO  
THE DEALER

Have You Catalog and Latest Prices?

**LANE BROS. CO.**

RIVER STREET - POUGHKEEPSIE, N. Y.



More Than a Million in Use  
The Demand Still Growing

## NORCROSS Hand Cultivators

are favorite tools.

In the three sizes—they fill practically every need in cultivating and weeding.

There is a Distinctiveness of Quality—Class—and Finish in a Norcross Tool, that stands out boldly and pulls easy sales. Well made—Durable—Handsome in appearance—they sell readily—at a good profit—and you can confidently recommend them.

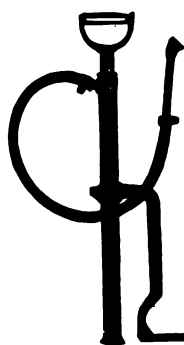


ASK YOUR JOBBER ABOUT THIS PROFITABLE LINE

**C. S. NORCROSS & SONS, Mfr's.**  
BUSHWELL, ILL., U. S. A.

## The Utility Bucket Pump No. 95

Was designed to meet the demands for a small powerful double-acting spray pump. It is very efficient for domestic purposes. Pump is of all brass construction with two bronze ball check valves and hemp packed plunger. Equipped with our No. 80 Angle Service Nozzle, which is designed to give a fine mist.

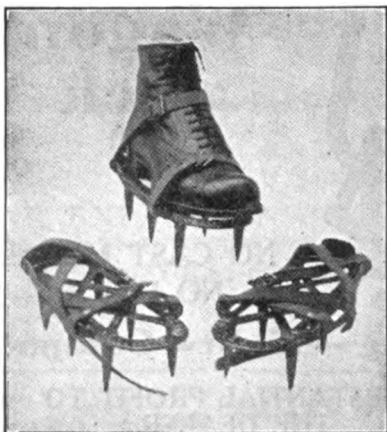


By removing the variable disc a straight stream can be had for washing windows, autos, etc. White-washing can be done successfully with this pump.

Write for  
Catalog and Prices

**Albert Lea Sprayer Co.**  
Albert Lea, Minn.

## Every Lawn Owner a Prospect



**RECOMMENDED BY LANDSCAPE GARDENERS  
AND PARK SUPERINTENDENTS**

Straps on one's shoes when working or walking on the lawn. Opens up the sod for air and moisture

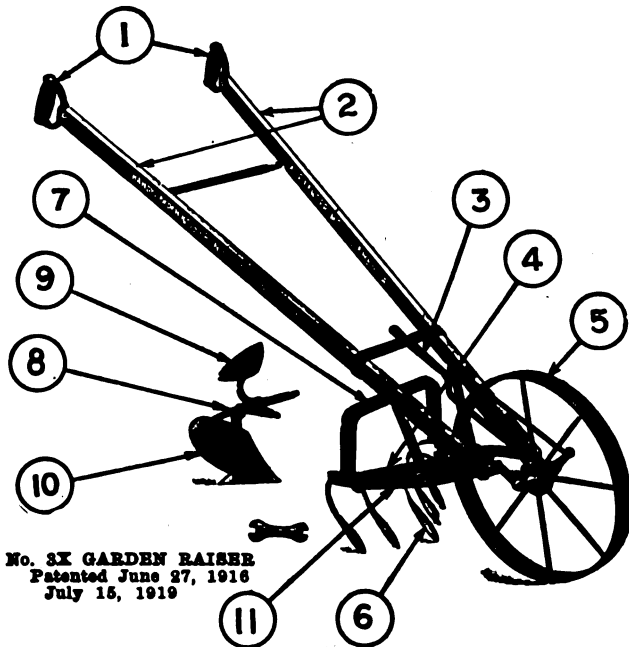
**ESPECIALLY VALUABLE ON SLOPING  
GROUND TO RETAIN MOISTURE**

**Best Sales in Dry Seasons**

**COSTS YOU \$2.00—RETAILS FOR \$3.00**

Try it on your own lawn and you will be an enthusiast.  
Samples sent responsible merchants

Write to **A. L. RICHMOND, Distributor**  
149 VALENCIA STREET . . . . . SAN FRANCISCO, CALIFORNIA



No. 3X GARDEN RAISER  
Patented June 27, 1916  
July 15, 1919

## No Wrench or Tool of Any Kind is Needed to Change Equipment Here

Pull outwardly on spring steel sides (11) of main frame of cultivator. This allows 4, 6 and 7 to be removed, turned over, and replaced, and we have a wheel hoe. Or, by laying 4, 6 and 7 aside, and placing 8, 9 and 10 in their place, we have either a plow, or, a tool for marking out rows for planting.

## QUALITY

This unique construction, together with the HIGH GRADE MATERIALS used, and the extraordinary finish given to grinding and polishing of the tillage tools, makes the No. 3X Alexander Garden Raisher the best value, in a garden tool, on the market today. Our 32 page catalog shows a complete line of seeders and cultivators.

**Alexander Manufacturing Company, Inc.**  
Established 1913  
Ames, Iowa, U. S. A.

"THE GARDEN DESERVES  
A GOOD TOOL"



## GILSON GARDEN TOOLS

### GILSON WEEDER—LIBERTY CULTIVATOR

The Gilson Line offers a profit-making opportunity to the dealer and jobber who appreciate modern garden tools of unquestioned quality—tools that have made good—including Hand and Wheel Cultivators, Weeders, Lawn Edge Trimmers, Dandelion Diggers, etc.

Write for Samples and Booklet.

**J. E. GILSON CO., Port Washington, Wisconsin**

JOHN KEGLEY,  
Western Representative,  
Lankershim, Cal.

THOS. M. GARDINER,  
Oregon and Washington  
Representative, P. O. Box  
299, San Francisco.



## GENUINE HUNTER'S SIFTER

The Standard for a  
Quarter-Century

Sectional View  
Showing Construction

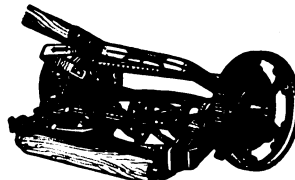
Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

**THE FRED J. MEYERS MFG. CO.**  
Bender Street  
Hamilton, Ohio

## Did you get your outfit

of the 1920  
"PENNSYLVANIA"  
Quality Lawn  
Mowers sales  
helps? Send  
for them.

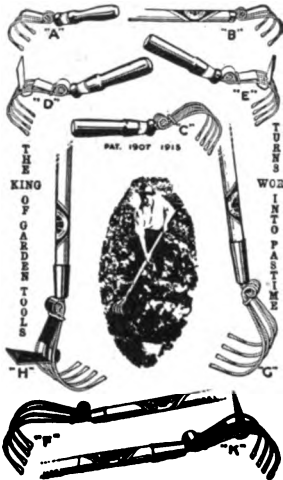


**PENNSYLVANIA LAWN MOWER WORKS**  
Incorporated

**JOHN BRAUN & SONS**  
Founded 1877  
PHILADELPHIA

## REICHARD'S Combination Spring-Tooth Magic Weeder Hoes

SAVE TIME AND STRENGTH



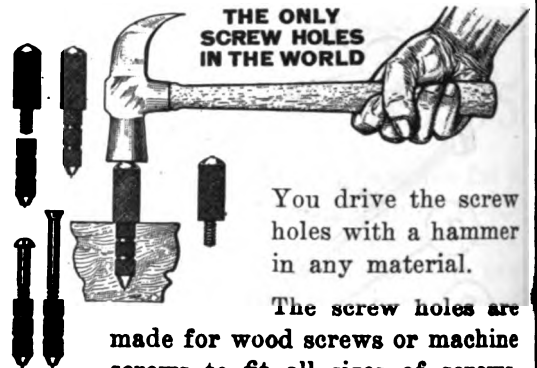
Strong in construction, light in weight. Quick sales.

Styles and sizes for every requirement.

There is satisfaction and profit in handling the acknowledged "King of Garden Tools."

Send for Booklet and Prices.

Manufactured by  
**THE F. C. REICHARD MFG. CO.**  
Bangor, Pa., U. S. A.



You drive the screw holes with a hammer in any material.

The screw holes are made for wood screws or machine screws to fit all sizes of screws. The head is removed and you leave a permanent screw hole.

### The Stine Screw Holes Co.

Manufacturers  
WATERBURY, CONN., U. S. A.

ONCE A SCREW  
HOLE, ALWAYS  
A SCREW HOLE

Department 46

THE BIGGEST  
LITTLE THING  
IN THE WORLD

Write at once for our handsome Color Card showing screw holes in various materials, which will be sent on request, together with samples and price list.

## THE BRAINERD LINE

MOST COMPLETE LINE OF CABINET  
HARDWARE ON THE MARKET



No. 699

No. 698

No. 1170

**THE BRAINERD MFG. CO.,** East Rochester, N. Y., U. S. A.

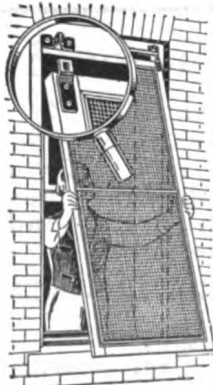
## HARDWARE AGENTS WANTED



We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus.  
O. J. CHILDS CO., Utica, N. Y.

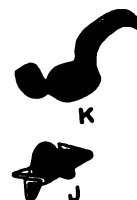
## Give Them PHENIX QUALITY

In Screen and Storm Sash Hangers and Fasteners



Phenix Storm Sash Hangers and Fasteners are simplest, handiest, easiest applied, most efficient—that's why they sell best. New improvements put them in a class of their own. Write today for Catalog showing full Phenix line. Samples free.

Sold by all leading jobbers of the Northwest



No. 30 Fastener



**PHENIX MFG. CO.,** 038 Center St., Milwaukee, Wis. No. 114 Hanger

## 9902 N. C. SLAYMAKER R.F.D. PADLOCK



(With chain—No. 9902)

**THE ORIGINAL R. F. D. PADLOCK**  
FIRST MADE BY SLAYMAKER—CARRIED  
BY MOST JOBBERS

When you order Mail Box Locks, insist on the  
genuine 9902 or 9902 N. C.

**SLAYMAKER LOCK CO.**  
Lancaster, Pa.

A. C. RIDDELL, Western Sales Manager,  
818 Higgins Building, Los Angeles, Calif.

# Parker Sash Chain

## Price Finish and Delivery

WE CAN SUPPLY ALL THREE  
IN VARIOUS SIZES AND  
STYLES

Send for Samples and Allow  
Us to Quote You

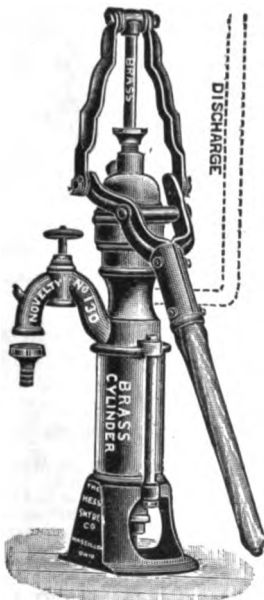
**PARKER SUPPLY CO. Inc.**  
*Manufacturers*

782 East 135th Street

New York

## GET A SUPPLY OF NOVELTY FORCE PUMPS

And treat your customers to the best



No. 130

We are the manufacturers of the original 'Novelty' Pump for WELLS and CISTERNS. Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

**THE HESS-SNYDER CO., Massillon, Ohio**

## THE BRIDGEPORT HOWE. MFG. CORP.

Bridgeport, Conn.

"A Popular Pattern at a Popular Price"

No. 4—Single Sizes 2, 3, 4, 5, 6 in.

No. 44—Assortment (8) Ea. 4, 5, 6 in.

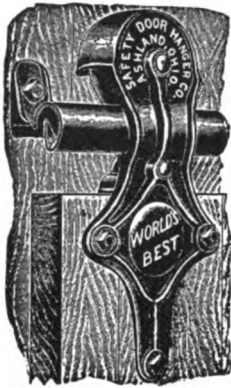
List for No. 44—\$10.00 Set

ORDER THROUGH YOUR JOBBER



C. W. GAUSE CO.  
Western Sales Agents  
693 Mission Street, San  
Francisco, Cal.

J. O. McCARTY  
Eastern Sales Agents  
New York City, N. Y.



**YOU ARE RIGHT IN  
RECOMMENDING  
"WORLD'S BEST"  
IN NAME AND FACT**

## **World's Best Tubular Track Barn, Factory and Warehouse Door Hanger**

### **EXCLUSIVE FEATURES**

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the Easiest Running Hanger on the market.

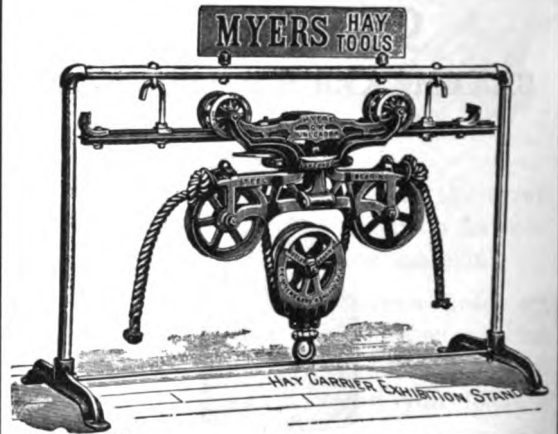
Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you we will.

**THE TOPPING MFG. CO.**

For 18 Years Safety Door Hanger Co.  
ASHLAND, OHIO, U. S. A.



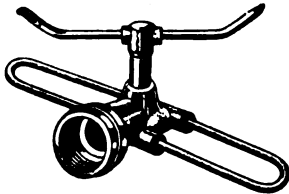
The dependability of Myers Hay Unloading Tools is so well known in all hay making circles that Myers Unloading Service has become the standard of comparison for all others.

This in itself is the best recommendation we can mention, and should lead dealers, carpenters and builders to investigate the Myers Line of Unloaders, Forks, Slings, Tracks, Pulleys and Fixtures before stocking for their 1920 trade.

Take advantage of Myers Ease of Operation, Large Capacity, Speed and uniform service, and let them produce business for you. Ask your Jobber or write us. Catalog and prices on request.

**F. E. MYERS & BRO.** 42 Orange Street  
ASHLAND, OHIO  
ASHLAND PUMP AND HAY TOOL WORKS

## **Thompson "Junior" Revolving Sprinkler**



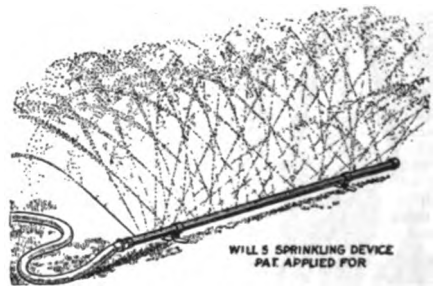
### **The "Dollar-Seller"**

The embodiment of simplicity has been the watch-word in the construction of this Sprinkler. For service and durability we recommend its use.

We solicit your inquiries on the problems of sprinkling.

**Thompson Manufacturing Company**  
East Eighth and Santa Fe Ave.  
LOS ANGELES

## **Will's Scientific Sprinkler FOR LAWNS AND GARDENS**



**"There's a Reason Why This Business  
Increased 100 Per Cent in 1919."**

**Three Superior Qualities  
Durability—Efficiency—Cheapness**

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid Standards—securely attached. No bending or breaking. Hose connection BEST made. The Spray is distributed equally, covering every space and corner.

Made in all Lengths, and to suit any pressure. Guaranteed for 10 years' service if properly cared for. Ask your Jobber or send direct to the Factory for our descriptive folder.

**WILLS SPRINKLER CO.**

607 CROCKER ST. LOS ANGELES, CAL.



Goods Made by  are Made to Please

## Kees Metal Corners

are made to fit and protect all types of siding. They save hours of expensive labor and produce a better job. Heavy gauge galvanized iron assures durability. Chemically treated surface holds paint or stain as readily as wood. Pierced to take nails. Are practically invisible if painted with building—add class if painted as trim. No ornaments to catch dust or moisture. Accurately shaped to fit the siding and make a neat and absolutely water-proof job. Can't possibly spread or open. They please the builder and the owner.



Applied on  
Drop Siding

### For Drop and Lap Siding

You can sell these satisfying specialties to every builder and home owner no matter what type of siding they use.



Used on  
Lap Siding

Write Dept. 50 today for  
prices and details

**F.D. Kees Mfg. Co. Beatrice, Nebr.**

## Is This Opportunity Yours?

There are still many populous communities in this country where the townspeople are all wishing that someone would open a neighborhood sharpening station.

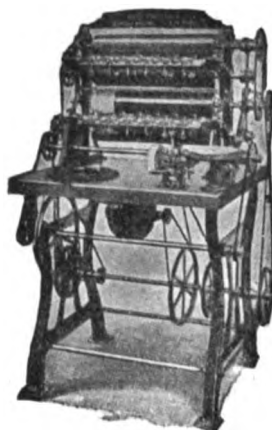
Is your community one of them?

If so, your Hardware store is the logical spot to locate said station. A

## Hatfield Complete Sharpening Machine

will have the neighbors in your store in crowds, all clamoring to have their safety razor blades, scissors, shears, household cutlery, and everything else sharpable sharpened.

Think it over and send for our catalog "Evidence" telling how others have made from \$5.00 to \$12.00 profit with their "Hatfield" and our "Wonder" Auxiliary Sharpening Attachment.



**HYFIELD MFG. COMPANY**

21 WALKER STREET

NEW YORK CITY

## He's Ready To Buy An Auto-Wheel.

Boys throughout the country are insisting on the Auto-Wheel when they go to buy a coaster wagon. They are telling the local merchants that they want the coaster wagon with Auto-Wheel on the sides.

Our consumer advertising is sending the boys to local dealers to ask for the

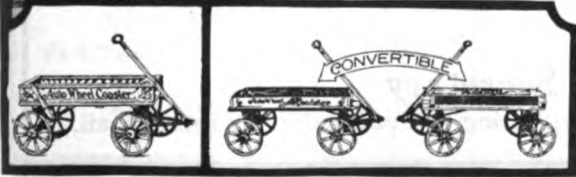
**Auto-Wheel Coaster**  
or the

**Auto-Wheel Roadster**

Our plan of helping retail merchants sell Auto-Wheel Coasters is so successful that merchants who do not avail themselves of it are losing much profitable business.

Send for the plan today— you will find it profitable.

**BUFFALO SLED CO.**  
Dept. A, N. Tonawanda, N.Y.  
Factories, N. Tonawanda, N.Y.  
In Canada, Preston, Ont.



## Build Goodwill Custom For Your Store

Wherever you sell a Sturges Steel Churn you have commenced to make a lifetime customer, and pleased customers are your best advertisements. And Sturges Steel Churns deliver a satisfactory service of efficiency and economy.

**Sturges & Burn Mfg. Co.**      **Waynesville, Ohio**  
I have used one of your steel churns nearly two years and think there is none better. It is easy to operate, easy to keep clean and a time saver. I positively could not do without it on the farm. **MRS. M. ROGERS.**

This testimonial brings out the points

in Sturges Steel Churns which make them easy to sell. Place one on display and you will attract the churn buyers of your neighborhood. All drawn steel barrel, heavily tinned. No corners to retain dirt. Cannot soak up moisture. Easily cleaned and kept pure and sweet. Attractively finished in red and blue enamel. A lifetime of service assured by its all-steel construction. Made in four sizes. Sturges Steel Churns mean more and easier sales and increased profits. Write for circular No. 35X.

**Sturges & Burn Mfg. Co.**  
Makers of Sturges Guaranteed Capacity Milk Cans  
Chicago,  
Illinois



**Sturges**  
Steel Churns

The Only Wrought Iron Anvil Manufactured in the United States



The body is made of wrought iron, the face of highest grade crucible cast steel.

The COLUMBUS ANVIL & FORGING CO.  
Columbus, Ohio

OHLEN - BISHOP

CIRCULAR  
CROSSCUT  
BAND

**SAWS**

HAND  
COMPASS  
BUTOHER

**TOOLS AND TROWELS**

—Made by—

**THE OHLEN-BISHOP CO.**

The Master Saw Makers

Lawrenceburg, Ind. Columbus, Ohio, U. S. A.

Western Trade Supplied Thru Branches at  
San Francisco, Cal. Portland, Ore.

**SAMSON SPOT SASH CORD**



Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere. We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.

|                    |               |
|--------------------|---------------|
| Sash Cord          | Shade Cord    |
| Clothes Lines      | Masons' Lines |
| Solid Braided Rope | Chalk Lines   |

Send for catalogue and samples

**SAMSON CORDAGE WORKS** - Boston, Mass.  
**JOHN T. ROWNTREE, INC., Rep.**  
San Francisco, Los Angeles, Seattle,  
Denver, Salt Lake City

Sells to Every  
Belt User



Your market for Blue Ribbon Belt Dressing is limited only by the number of belt users in your vicinity. The quality of the Dressing is high enough to suit the most discriminating purchaser. Ask your wholesaler for it or write for prices and samples.

**THE JOBBERS MFG. CO.** 327 S. LA SALLE ST. CHICAGO, ILL.

# WASHINGTON Hardware and Implement Underwriters

OF

**SPOKANE, WASHINGTON**

IS CONDUCTED BY HARDWARE AND IMPLEMENT  
DEALERS FOR THEIR SOLE BENEFIT  
AND PROTECTION

INSURES Stocks of Merchandise, Store and Warehouse Buildings, Dwellings and Household Goods for Hardware and Implement Dealers.

**SAVINGS FOR 1920**

**50% OF PREMIUMS**

This is for you if a member of your State Hardware or Implement Association.

An inquiry addressed to

**E. E. LUCAS, Secretary**

will bring full particulars by return mail.

# SAGER CHEMICAL PROCESS AXES

AND

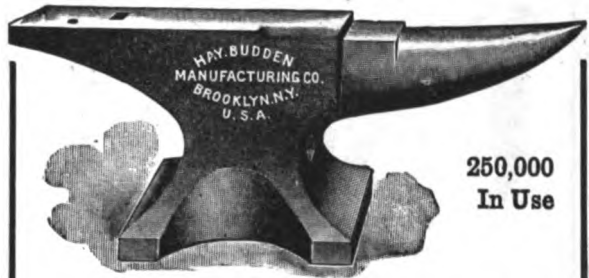
## BULL DOG LOGGING TOOLS

Recognized all over the  
United States as the  
**BEST** money and skill  
can produce

WRITE FOR CATALOGUE



# HAY-BUDDEN <sup>Solid Forged</sup> ANVILS



Entire top being in one piece of high-grade forged steel, makes a loose face impossible.

For over a quarter of a century, the name of "Hay-Budden" in connection with anvils has stood for perfection. The first Wrought Anvil Makers in America. Anvils made from the best American wrought iron and steel and sold by all the leading hardware jobbers.

### WESTERN SALES REPRESENTATIVES

Omer Cox, Postal Telegraph Bldg., San Francisco, Cal.  
Sands & Cox, San Fernando Building, Los Angeles, Cal.  
Strimble & Cox, L. C. Smith Building, Seattle, Wash.  
Strimble & Cox, Corbett Building, Portland, Oregon  
Jones & Cox, Newhouse Building, Salt Lake City, Utah  
Turnbull & Cox, Inter State Trust Building, Denver, Col.

# TRINER "LIBERTY" PARCEL POST SCALE



With indicator showing amount of postage in the regular stamps and additional amount required in war stamps.

Saves work and prevents inaccuracy in counting postage required by new war Revenue Bill

Made only in 20-pound capacity.

Furnished in black enamel finish, glass front, steel top.

Same style, tile top.

Blue enamel finish, glass front, tile top.

Insist on the Triner. Your jobber can supply you.

## TRINER SCALE & MFG. CO

West Twenty-First Street Chicago, Illinois  
W. P. Horn & Co.  
Pacific Coast Representatives  
Rialto Building, San Francisco, Cal.  
Los Angeles, Cal. Portland, Oregon

# "EASY EMPTYING" Grass Catchers

"Favorably known the world over" now made with

## Re - Inforced Non - Slipping Bottom

Rigid Light  
Durable

Many exclusive patented features and strong selling points explained in Catalog No. 20.

Write for it



### SOME OF OUR PACIFIC COAST JOBBERS

|                               |                           |
|-------------------------------|---------------------------|
| California Hdwe. Co.          | Baker, Hamilton & Pacific |
| Union Hardware & Metal Co.    |                           |
| Hoffman Hdwe. Co.             | Honeyman Hdwe. Co.        |
| Harper & Reynolds Co.         | Jensen, King, Bird & Co.  |
| Failing-McCalman Co.          | The Schaw-Batcher Co.     |
| Marshall-Wells Hdwe. Co.      | Schwabacher Hdwe. Co.     |
| Holley-Mason Hdwe. Co.        | Seattle Hardware Co.      |
| Dunham, Carrigan & Hayden Co. | The Thomson-Diggs Co.     |

THE SPECIALTY MFG. CO., St. Paul, Minn., U.S.A.



MANUFACTURERS

**WOOD SCREWS**

MACHINE SCREWS

CAP SCREWS

SET SCREWS

STOVE BOLTS

RIVETS

BURRS

NUTS

**REED & PRINCE MFG. CO.**

WORCESTER, MASS., U. S. A.

McCAFFREY  
FILE CO.  
Philadelphia

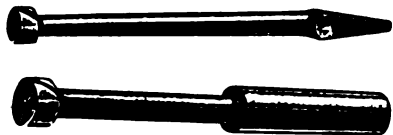
"Highest Award (Medal of Honor) for FILES and R A S P S, Panama-Pacific International Exposition, San Francisco."

Established 1863

**"Forstner" Brace and Machine Bits**

For Fine Carpenter, Cabinet and Pattern Work

SPECIALLY ADAPTED FOR HARDWOOD WORKING



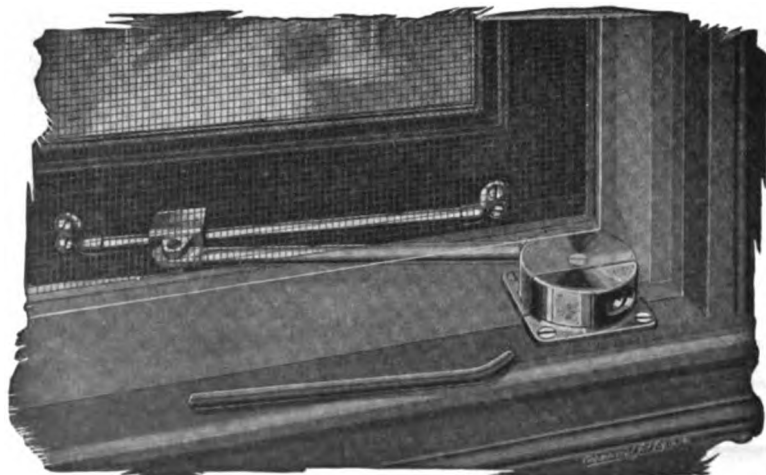
The Foster Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by **THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.**

Enquire of Your Hardware Jobbers, or Write Us Direct.

Supplied in Sets

Write for Catalogue

**Superior Casement Adjuster**For windows that open out  
Operates without disturbing the screen

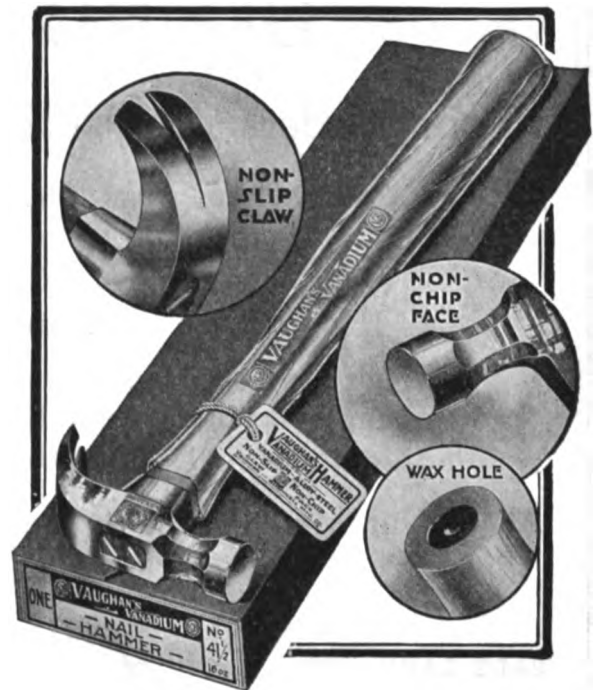
Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

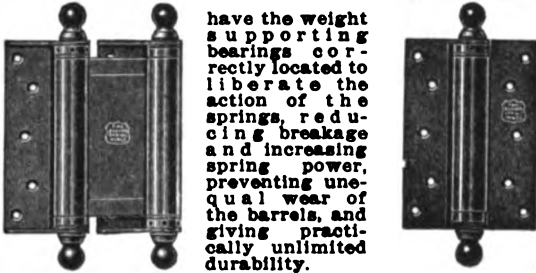
**SUPERIOR SPRING HINGE CO.**  
136 W. Lake Street, Chicago

## Vaughan's Vanadium Nail Hammers



No. 41, 20 oz.; 41½, 16 oz.; 42, 13 oz.; 42½, 10 oz.  
 VAUGHAN & BUSHNELL MFG. CO., CHICAGO

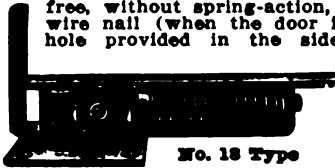
## ONLY BOMMER DOUBLE ACTING SPRING BUTT HINGES



have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.

### Bommer Floor Surface Spring Hinge Has Release and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

BOMMER SPRING HINGE COMPANY, Mfrs. - Brooklyn, N. Y.

## ATTRACTIVE WINDOW OR STORE TRIM

22 PIECE SET IN 7 COLORS, CARDS AND CUT-OUTS  
 SENT, NO CHARGE, POSTPAID, ON REQUEST TO ANY DEALER  
 IT HELPS SELL THE GOODS—ASK US FOR IT

# LUFKIN

MEASURING TAPES  
 WOOD RULES  
 STEEL RULES

THE LUFKIN RULE CO.

SAGINAW, MICHIGAN  
 106 Lafayette St., N. Y.  
 Send for Catalogue

## "LENOX"

HACK SAWS



BAND SAWS



AMERICAN SAW & MANUFACTURING CO.  
 SPRINGFIELD, MASSACHUSETTS U.S.A.



# DO NOT DELAY

## Placing Orders for **SPRING** and **SUMMER** Requirements

for if you do, you will be disappointed and lose many opportunities for **PROFIT MAKING**

We can give you **SERVICE** on Every Item in the **Hardware Line**

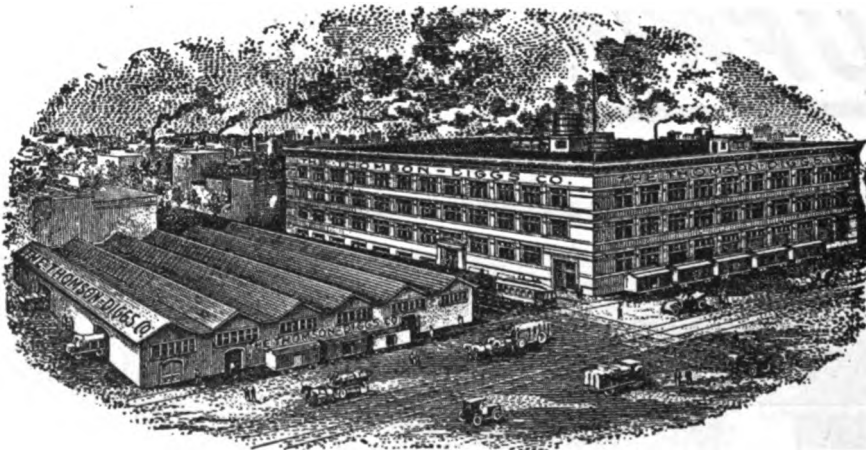
Our Stock of **Automotive Equipment** comprises everything used in the Up-to-Date Accessory Department or in the Garage

All of Our Merchandise is Dependable Quality and Priced Right

**SALT LAKE CITY, UTAH** *The Salt Lake* **Hardware Co.** **POCATELLO, IDAHO**

# THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

**The House of Fair and Square Dealing—Ask Our Customers**

**EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY**

**THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.**

# Needed Today

*Honesty and Fairness  
Backed by Service—*

**ELEMENTS MOST ESSENTIAL TO  
TRUE AMERICAN BUSINESS**

Upon them our entire policy is founded  
—the reason dealers have entrusted their  
orders with us for over twenty years—why  
you should profit by handling our complete lines.

**HARDWARE      TOOLS  
AUTO ACCESSORIES  
SPORTING GOODS  
CUTLERY  
SPECIALTIES**

**Wholesalers—Jobbers**

**Strevell - Paterson Hardware Co.  
SALT LAKE CITY, UTAH**

# HONEYMAN Hardware Company

Park and Glisan Sts.

Fourth and Alder Sts.

**PORTLAND, OREGON**

**Goldsmith Guaranteed  
Athletic and Sporting Goods**

**Camp Equipment**  
In Tents, Folding Camp Beds, Cots, Tables,  
Chairs, Stools, Etc.

**Hardy's Combination Running  
Board Box and Camp  
Cook Table**

**Columbia Auto Luggage Rack**

**Cotton and Rubber Hose**

**Seeger Original Syphon and  
White Mountain Refrigerators**

**Fine Fishing Tackle**

# A. M. HOLTER Hardware Company

Helena, Montana

*Established 1867*

**WHOLESALE**

**Shelf and Heavy Hardware**

**Blacksmith Supplies**

**Sporting Goods**

**Automobile Accessories**

# HOLTER Hardware Company

*Spokane, Wash.*

**WHOLESALE**

*High Grade Auto  
Accessories*

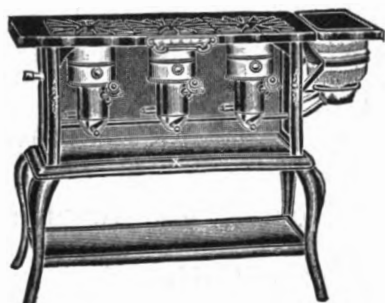
Acme Paints  
Monarch Ranges  
Schuttler Wagons  
Mill, Mining and  
Logging Supplies

Sargent Hardware  
Peninsular  
Stoves  
and Ranges  
Diamond Tires

**Prompt — Courteous Service**

# Automobiles—Oil Cook Stoves

WONDERFUL  
"KEROGAS"  
BURNER



Burns 400  
Gallons of Air. → To One  
Gallon of  
Kerosene Oil

The ENGINE is the  
*Heart*  
OF THE AUTOMOBILE

The BURNER is the  
*Heart*  
OF THE OIL STOVE

## "Mando" Oil Cook Stoves

Have Seamless Drawn BRASS Burners  
Made in One Piece — Leak Proof

DISTRIBUTORS

MANGRUM & OTTER, Inc., 827-831 Mission St., San Francisco, Cal.

## The Schaw-Batcher Co.

SACRAMENTO, CAL.

==  
**WHOLESALE  
HARDWARE**

Pipe and Fittings

Canton Steel

Ammunition

Sporting Goods

Blacksmith Supplies

Sargent & Co.

Builders' Hardware

Mill and Mining

Supplies

## NEW HAVEN SLUMBER STOPPER

ONE DAY ALARM

With Radium Dial and Hands

The radium material used on the dial and hands is of the highest quality and is guaranteed to last several years.



Height....5 $\frac{3}{4}$  inches  
Dial.....3 $\frac{3}{4}$  inches

Bowed Glass.

Case is seamless brass, and with all outside fittings is highly polished and nickel plated.

3 $\frac{3}{4}$  inch bell metal gong on back.

Has silent switch on top for use when alarm is not wanted.

A RELIABLE ALARM CLOCK

**MORGAN & ALLEN CO.**  
150 Post Street, San Francisco, California

## Caldwell Sales Co.

320 Market Street  
SAN FRANCISCO



Genuine Critchley Reamers

Hoover Steel Balls

Sterling Hack Saw Blades

Parker Drill Chucks

Vellumoid Packing

Wilton Gauge Blocks



American Machine Products Co.  
Accessories



**SALES THROUGH JOBBERS  
ONLY**

## H. Roth & Sons Company

**SPECIALTY  
HARDWARE  
JOBBER**

942-44-46 Mission Street  
San Francisco  
California



*We carry factory brands only under factory  
labels and numbers*

**WHOLESALE ONLY**



*Pioneer*  
**ROOFING**

PIONEER Roofing not only "covers California," but is used extensively in 12 other Western States as well as in foreign countries.

- Specified by leading architects
- Sold by principal dealers
- The choice of most owners
- For new or old roofs

We make a grade and weight for every requirement.

Pioneer Roofing makes customers and friends.

**PIONEER PAPER CO.**  
Manufacturers  
LOS ANGELES, CAL.

# A Good Rope— Seaport Manila



**M**OST so-called Hardware grades of Manila Rope omit the word "Manila," manufacturers well knowing that this particular grade is composed largely of colored Sisal fiber. The appellation of "Hardware Rope" has been misused and abused. It is unfair to a fraternity having a higher sense of quality in rope than any other class because larger distributors.

SEAPORT MANILA is 100% Abaca Fiber. A good rope, well made and quoted at as low a price as any Pure Manila Rope can be consistently offered. Has no equal in anything in a second grade on the market and a trial will be convincing. It is a departure in rope manufacture that will be appreciated by dealers and consumers where a less expensive Pure Manila Rope is wanted.

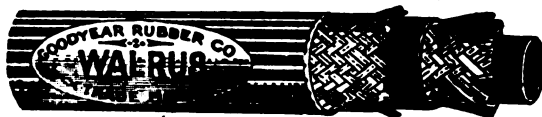


MANUFACTURED BY

*The Portland Cordage Company*  
Portland, Oregon      Seattle, Washington

# GARDEN HOSE

THE  
BRANDS  
OF  
GARDEN  
HOSE  
WHICH  
INSURE  
QUALITY



INSIST  
UPON  
THESE  
BRANDS  
AND YOU  
GET  
THE  
BEST

WRITE FOR CATALOGUE AND PRICES

## GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.  
539 Mission Street      Nos. 61, 63, 65, 67 Fourth St. & Pine St.  
SAN FRANCISCO, CAL.      PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY





Home Made  
Devices are  
child's play for  
the Burglar.  
They are no  
protection to  
the home.

MANUFACTURED BY  
**R. H. MARCHANT CO.**  
OAKLAND, CALIFORNIA

DISTRIBUTORS:  
**GRAF SALES CO.,** Manufacturers' Agent  
Hearst Building, San Francisco  
**DUNHAM, CARRIGAN & HAYDEN COMPANY**  
Northern California Distributors

## The Hatcher Safety Lock

### Baffles the Burglar

A necessity in every Home. Sells on sight.  
Meets a want that has existed for years.

RETAILS  
FOR  
**50 Cents**  
COMPLETE



The Burglar  
cannot open the  
door that is  
fitted with a  
Hatcher Safety  
Lock.



## Avis Sanitary Fly Traps

*Sell  
Themselves*

Just put them to work. That is all the argu-  
ment you need. In no time at all, they'll be  
swarming full of flies. Avis traps bring you

**A CLEANER CITY  
BETTER HEALTH  
BIGGER PROFITS**

Silently, but surely these traps are proving their  
worth, and doing their share toward the exter-  
mination of the most dangerous pest of the age.

If Your Jobber  
Cannot Supply You,  
Order Direct  
From Us

**Avis Hardware Co.**  
POMONA, CALIF.



# CLARK JEWEL

## Oil Stoves

BRING BUSINESS TO YOUR STORE

Their splendid service makes satisfied and lasting customers.

They are Durable, Handsome, Economical in operation and always dependable—the Clark Jewel is the best oil stove to buy.

They save time. They save oil.

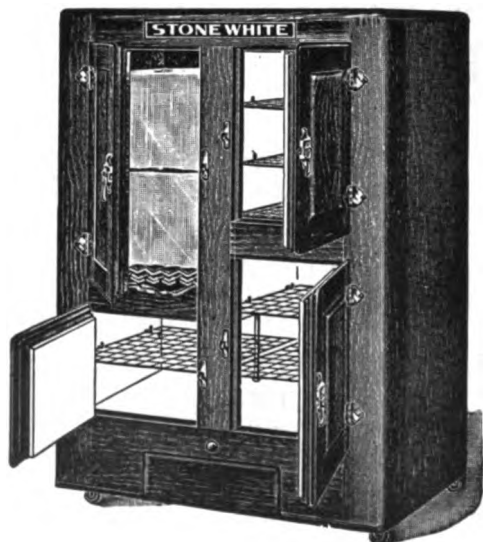
## GEORGE M. CLARK & COMPANY

*Division American Stove Company*

CHICAGO

HOLBROOK, MERRILL & STETSON, of San Francisco and Los Angeles, Jobbing Agents for California

# WHITE MOUNTAIN REFRIGERATORS



## "The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated catalogues and booklets.



**Maine Manufacturing Company - Nashua, N. H., U. S. A.**

BRANCH OFFICES:

New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo. Melbourne, Ana.

PACIFIC COAST DISTRIBUTORS

San Francisco.....Dunham, Carrigan & Hayden Co.  
Sacramento.....Miller-Enwright Co.  
Portland.....Honeyman Hardware Co.

Los Angeles.....California Hardware Co.  
Seattle.....Schwabacher Hardware Co.

# Peters Cartridges

**T**HE announcement by the United States Revolver Association of the winners of the Outdoor Pistol and Revolver Championships, again points to the leadership of Peters' Cartridges.

The World's Record, by Dr. Snook, a record by a wide margin, and the excellent scores made by T. K. Lee are added to the evidence of former years and demonstrate the genuine quality of Peters Semi-Smokeless Cartridges, which have for years been used by many winners of the U. S. R. A. and N. R. A. matches.

Users of the **P** Brand Won Three Out of Four of the 1919 Outdoor Championships of the United States Revolver Association.

Match "A" (Revolver Championship of America), T. K. Lee, Birmingham, Ala., 463x500.

Match "B" (Pistol Championship of America), T. K. Lee, Birmingham, Ala., 472x500.

Match "C" (Individual Military Championship of America), Dr. J. H. Snook, Columbus, Ohio, 651x750. World's Record.

**THE PETERS CARTRIDGE COMPANY - - Cincinnati, Ohio**

BRANCHES: NEW YORK—SAN FRANCISCO

PACIFIC COAST BRANCH—585-87 HOWARD STREET, SAN FRANCISCO

MARSHALL-WELLS COMPANY, Portland-Spokane-Duluth-Winnipeg-Edmonton  
HIBBARD, SPENOER, BARTLETT & CO., Chicago, Ill. SLOSS & BRITTAIN, Inc., San Francisco

**IT'S "SOME GUN"**  
OUT SELLS  
OUT SHOOTS  
OUTLASTS

All Others

Stock this National Advertised Gun today. Sales compelling placard on request.

WRITE

**BENJAMIN AIR RIFLE MFG. CO.**  
611 N. Broadway

ST. LOUIS - MISSOURI

**"THE BENJAMIN"**  
A REAL AIR RIFLE

This is the air rifle which is so much in demand by boys and men. It has the power, accuracy and reliability which makes an air rifle popular for target practice and small game hunting.

**SALES**

**PROFITS**

**SATISFACTION**

Order a sample gun today and give it a "tryout." Its shooting qualities will surprise you. If not satisfactory in every way return at our expense.

Pacific Coast Representatives: McDonald & Linforth, Call Bldg., San Francisco



**GENUINE  
Hildebrandt Spinners**

Fish Catchers for 20 years.  
Your customers want the genuine. A size, shape or finish for any game fish. Send for catalog.  
**THE JOHN J. HILDEBRANDT CO.,**  
Logansport, Indiana.



We make **TUCKER**  
**FEERLESS**

**BOOTS AND CAMP FURNITURE, MOPS**  
Tents, Awnings, Covers, Leggings, Carpenters' Aprons

4 Factories. Write for Prices. Prompt Shipments.  
**TUCKER DUCK & RUBBER COMPANY - Ft. Smith, Ark.**

Thruout the angling world fishermen use

**The Joe Welsh Leader**

because it is in one piece, is tough, strong, durable, light and transparent—and the fish can't see it.

Samples Sent Everywhere  
3-ft., 25c; 6-ft., 50c  
9-ft., 75c



**The  
JOE WELSH  
LEADER**

**GETS  
THE FISH  
AND  
DON'T BREAK**



**JOE WELSH**

PASADENA, - CALIFORNIA

Exclusive Agent U. S. and Canada



## A Big Summer Seller

When the mercury is high and housewives want to iron in cool comfort, it's easy to interest prospects in

### THE *Royal* Self Heating Iron

Over one million sales to date proves its worth and merit. Easy to operate; nickel plated throughout; heat regulated instantly; handle always cool.

Our Window Trims, Counter Displays, Movie Slides, Electrotypes, Circulars, etc., help promote big sales.

Dealers now selling Royal Irons are requested to write for above "Selling Helps"

**ROYAL SELF-HEATING IRON CO.**  
575 WAYNE ST. BIG PRAIRIE, OHIO

### DISTRIBUTORS YOST GEARLESS MOTOR WASHER

M. Seller  
& Co.,  
Portland, Or.  
Seattle, Wn.  
Spokane, Wn.

The Colorado-  
Utah Hdw.  
Co.,  
Grand Junction,  
Colo.

American  
Hdw. & Sup-  
ply Co.,  
Pittsburgh, Pa.

Eph Feig,  
Grand Central  
Palace  
New York  
City, N. Y.

Prescott & Co.  
Boston, Mass.

H. E. Hessler  
Co.,  
Syracuse, N. Y.



## YOST SATISFACTION

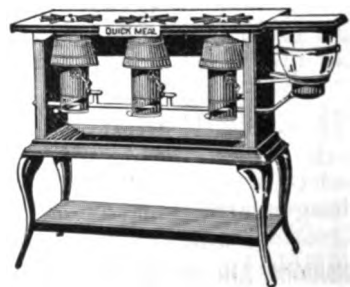
The Distributors listed in this advertisement have been arranged for the convenience and prompt delivery to customers within the territory of these distributors, and we ask that you take advantage of this service and send them your specifications.

**The Yost Gearless Motor Company**  
Springfield, Ohio

Yost Washers Work and Never Shirk



Cupola Burner Oil Stove



Short Chimney Oil Stove

WRITE FOR CATALOG NO. 128

## We now have a Large Stock and Assortment of Oil Stoves

SEND YOUR ORDERS TO  
**QUICK MEAL STOVE CO., DIV.**  
OF AMERICAN STOVE COMPANY

**C. H. SCHIECK**

Pacific Coast Agent  
715 Indiana St., near 19th St.,  
San Francisco, Cal.

We also carry a large  
line of  
**GAS RANGES**

We also carry a large  
line of  
**COAL RANGES**

**INSURANCE**  
**& POLICY**  
 LIFE ACCIDENT  
 BURGLARY, FIRE.



### Dual Protectors of the American Home!

**W**HAT home would be without the beneficent insurance policy which restores and repairs after loss and damage.

Without insurance those catastrophes, beyond the power of individuals to prevent, would be complete. And householders are being told to companion this insurance with the protection of a COLT to thwart harmful and evil influences which, unless prevented, lead to catastrophe.

These evil influences take various forms. The auto thief can be put to flight if interrupted by a COLT as he attempts to run a car out of the garage at night. The fire bug does not make a ruin of the home or factory against the argument of a COLT. The night prowler caught upon the veranda has no other thought but flight when brought face to face with a COLT.

Your sale of fire arms can very easily be doubled if you use these arguments to householders who wish the fullest protection for their homes and property.

**COLT'S PATENT FIRE ARMS MFG. CO., Hartford, Conn.**

Manufacturers of

Colt's Revolvers  
 Colt's (Browning) Automatic  
 Machine Guns

Colt's Automatic Pistols  
 Colt's (Browning) Automatic  
 Machine Rifles



**STOVOIL**  
 TRADE MARK

**Makes Stoves Look Like New**  
 KILLS RUST; PREVENTS RUST-  
 ING; CLEANS AND POLISHES.

Write for Wholesale Prices  
**SUPERIOR LABORATORIES**  
 General Offices, Dept. 26  
 Grand Rapids, Mich.

**GENERAL SALES CORPORATION**  
 Pacific Coast Representatives  
 718 Mission St., 737 Terminal St.,  
 San Francisco, Los Angeles  
 Seattle, Wash.

## HOPPE'S NITRO POWDER SOLVENT No. 9



For Cleaning High Power Rifles, Shot Guns and Fire Arms of all kinds. It will remove and prevent Rust in any climate. It will neutralize a acid residue of smokeless powder and prevent corroding. Used by Army and Navy riflemen. Sold by Hardware and Sporting Goods Dealers.

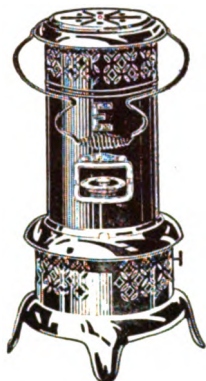
**FRANK A. HOPPE**

2314 No. 8th St.

Philadelphia, Pa.



## Elgin Oil Heaters



TAKE  
ADVANTAGE  
OF OUR

**SPECIAL  
TERMS**

PLACE YOUR  
ORDER  
NOW  
FOR DELIVERY  
LATE IN THE  
SUMMER  
WITH FALL  
DATING

**ASK YOUR JOBBER**

**ALL STANDARD FINISHES**

**USE STANDARD WICKS**

Write for Catalogue and Prices

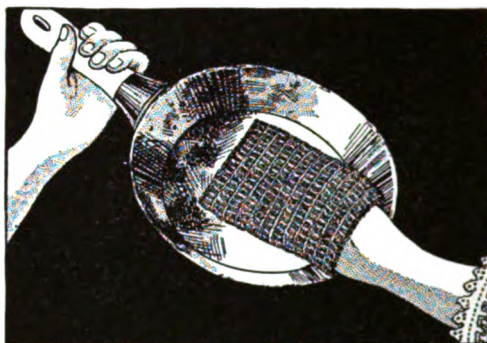
**ELGIN STOVE & OVEN CO.**  
ELGIN, ILL.

BEH & CO., 106 Franklin Street, New York City  
Warehouses: New York, Philadelphia, Boston, Syracuse

## MAGNETIC CLOTH

**CLEANS LIKE MAGIC**

and is the most ready seller of any domestic device known



No up-to-date kitchen is complete without one; no more worry over Dirty Pans; just a rub or two with Magnetic Cloth and the pan is clean and sweet and sparkles like new. The Magnetic Cloth is made of a special crinkled spun wire fabric and gives excellent service.

Retails for  
**10 Cents**



Send us your  
jobber's name  
if he can't  
supply you.

Manufactured by

**JOHN W. GOTTSCHALK MFG. CO.**  
Lehigh Ave. and Mascher St. Philadelphia, Pa.  
McDONALD & LINFORTH,  
Pacific Coast Reps., 739 Call Bldg., San Francisco

## The Ontario Knife Company, Franklerville, N.Y.

**WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE**

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.

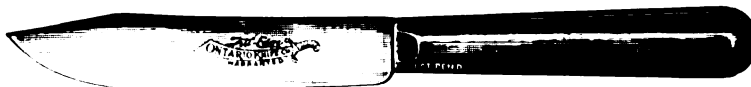


**BUTCHER  
SKINNING  
STICKING  
BONING  
SHEATH  
SLICING  
CORN  
SHOE**

# KNIVES

**KITCHEN  
CANNING  
FISH  
VEGETABLE  
PUTTY  
BEET  
CLAM  
TABLE**

**HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles**



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

# DUPLEX

## FIRELESS STOVE



### A Bigger Summer Business

Summer usually brings a sense of drudgery to the housewife. She thinks of spending hours over a hot stove in an over-heated kitchen.

But not so with the woman who own a Duplex Fireless Stove. She knows that she will be "kitchen free" this summer.

Millions of women from coast to coast are reading the advertising of Duplex Fireless Stoves in the leading women's publications and many are seeking the Duplex dealer's store. Some of them are in your district.

Duplex dealers are given every selling aid—live store displays, moving picture slides, posters, booklets and electros for their newspaper advertising. The Dealers' Help Department of the world's largest manufacturers of Fireless Stoves backs up Duplex dealers in solving every sales and advertising problem.

If you are not a Duplex dealer now—write today for our dealer's proposition. Let us show you how we can help you build a bigger and better business.

**DURHAM MFG. CO.**

MUNCIE, IND.

NEW YORK OFFICE: 108 CHAMBERS STREET  
LOS ANGELES OFFICE: 1643 FIFTH AVENUE

## Lalance & Grosjean Mfg. Co.

*Manufacturers of the Celebrated Lines of*

**Agate (Nickel-Steel) Ware**

**El-an-Ge Enameled Ware**

*and*

**Pearl-Agate**

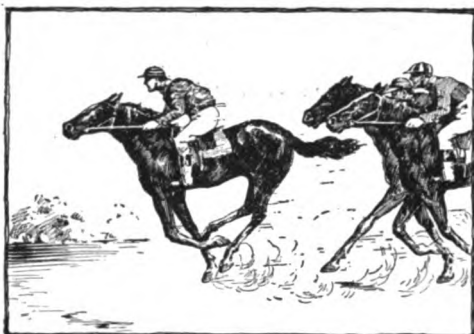
**Turquoise Enameled Ware**

New York

Chicago

Boston

San Francisco



## A Sure Winner

You are taking NO CHANCES when you stock

## Ironton Bunsen Burner Heaters

A few of the special features in Ironton Heaters: The Bunsen Burner—the air mixer—the circulation of cold air from the floor—the admixture and secondary combustion. These and many other distinctive features constitute the superiority of the Ironton, and will bring many new customers to your store.

Irontons produce more heat per foot of gas consumed than any other heater in the market. They burn the gas clean, odorless and free from soot and poisonous gases. No blackened walls or ceilings. A trial always convinces the customer of the superiority of Ironton Heaters, and helps you to sell others.

Ironton Heaters are made in 68 different styles and sizes—a size and style suited to every requirement, and to every pocket-book.

**The Ironton Stove & Mfg. Co.**

IRONTON  
OHIO  
U. S. A.



*Write now for catalog and prices and let us get together on the best gas heating proposition in the market.*

## AMERICAN SEAL PAINTS and CEMENTS

**"MAKE GOOD"**

WITH YOU AND YOUR CUSTOMERS

STAND FOR  
QUALITY and DURABILITY



WRITE US FOR DEALER'S PROPOSITION

MANUFACTURED BY

**The Wm. Connors Paint Mfg. Co.**  
1852 TROY, N. Y. 1920

## ATLAS

**10 Cent  
Fly Swatter**

This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best every sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

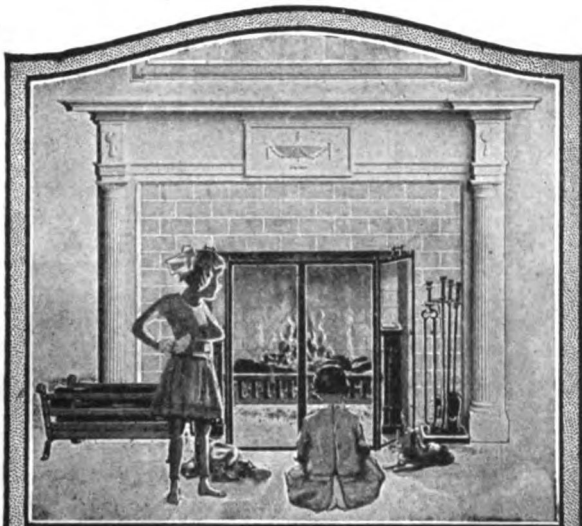
Now is the time to place stock orders. We'll gladly quote prices and terms.

**Atlas Mfg. Co.**

NEW HAVEN, CONN.

**HUGHSON & HENSTON**  
Pacific Coast Agents  
San Francisco, Los Angeles





## The Most Beautiful Fireplace

*Is incomplete without a*

### PEERLESS DOME DAMPER

You can sell a Peerless Dome Damper for every Fireplace now under construction in your city by explaining its advantages to the owner or contractor.

It saves fuel. Regulates draft. Increases heating capacity. Keeps temperature uniform. Prevents back drafts and dirt from blowing into the room. Reflects the warmth and glow from an open fire into the room instead of sucking it up the chimney.

Start today—tell your contractor friends and prospective home builders about Peerless Dome Dampers, Ash Traps, Ash Doors and Peerless Fireplace Furniture. The profits from Peerless sales pay you well. Write today for Catalog "F."

**PEERLESS MANUFACTURING CO.**  
INCORPORATED  
 Makers of Fireplace Furniture  
 LOUISVILLE, KY



There is a Peerless Dome Damper for every fireplace. Unique features of operation. Cannot get out of order. Blueprints furnished.



## Assured Profits by Selling the SIMPLEX IRONER

*"THE BEST IRONER"*

Comfort and ease at what is otherwise very tiring work is a unique feature enjoyed by women who use the Simplex Ironer. This is possible because of the extreme simplicity of the Simplex, with its wonderful automatic feed control.

Women to whom you sell a Simplex can sit down and iron. That is a big selling point which is attracting many profitable sales to Simplex dealers everywhere.

The household appliance department selling the Simplex can do so with the satisfaction of offering customers the leader in the field.

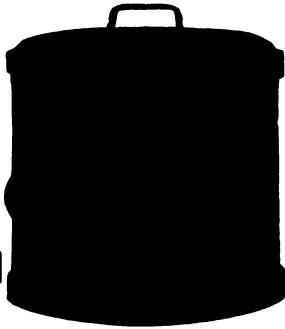
We co-operate in training your sales force in specialty selling. The SIMPLEX Sales Plan for dealers is far-reaching. It provides new practical suggestions for the building up of your entire Household Labor-Saving Appliance Department.

Write Today for Further Particulars

### The American Ironing Machine Company

431 Sutter St., San Francisco, Cal.

Home Office: 168 N. Michigan Ave., Chicago  
 8-6-20



3 Sizes  
Pail

## Witt's yellow label

- Guarantees you quick sales
- Guarantees your customers complete satisfaction

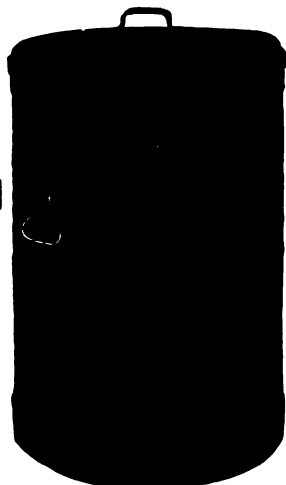
Quick sales for you because Witt's Can and Pail is the only advertised, only known-by-name article of its kind on the market. The demand is there, waiting for you to display the goods.

Satisfaction for your customers because Witt's outlasts two ordinary cans; is 29 times stronger than plain steel; possesses many exclusive features found in no other can.

**THE WITT CORNICE CO.**  
CINCINNATI, OHIO

For Sale on Pacific Coast by

|                                   |                            |
|-----------------------------------|----------------------------|
| Baker, Hamilton & Pacific Co.     | San Francisco              |
| Dohrmann Commercial Co.           | San Francisco              |
| Dunham, Carrigan & Hayden Co.     | San Francisco              |
| Heyman-Weil Co.                   | San Francisco              |
| Holbrook, Merrill & Stetson, Inc. | San Francisco              |
| Mangrum & Otter, Inc.             | San Francisco              |
| Seller Bros. & Co.                | San Francisco              |
| Thomson-Diggs Co.                 | Sacramento, Cal.           |
| M. Sells & Co.                    | Portland, Seattle, Spokane |
| Whitton Hardware Co.              | Seattle                    |
| Honeyman Hardware Co.             | Portland                   |



4 Sizes  
Can



MADE IN OHIO, U. S. A.

# ALUMINUM "Real Solid"

## ANNOUNCEMENT

The "REAL SOLID" LINE has been for 30 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

## A New Line of "REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidity and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

**TRIMMINGS**—Tinned Iron, using Double Coated Tinned Iron—The best on the market.

**PROTECTED HANDLES**—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

**OUTSIDE FINISH**—The Same HIGH CLASS polish as heretofore.

**INSIDE FINISH**—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market

Write Today and get our New Catalog just off the Press.

**The Buckeye Aluminum Company**  
WOOSTER, OHIO





**RUTEMBER ELECTRIC TABLE STOVE**  
Model 206

Is one of the Jobber's or Dealer's quick, sure sellers.

Square cooking surface, seven by seven inches.

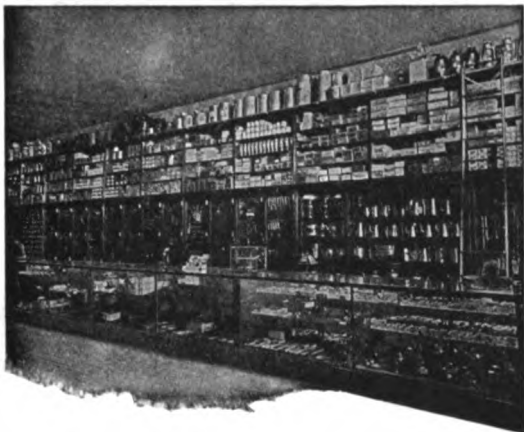
Furnished complete with all the necessary cooking utensils. Full nickel finished.

We manufacture a full line of Household Appliances.

Write for our complete Catalog and Trade Discounts.

**RUTEMBER ELECTRIC CO.**  
Marion, Ind., U. S. A.

## Hidden Hardware Won't Sell Itself



Don't keep your hardware out of sight, in odd shapes and sizes of boxes. Get it out where people can see it. If you do this you will sell more, because your customers will then be reminded of their needs.

Put "Duluth" Hardware fixtures to work for you, and they will pay for themselves in extra sales made.

**DULUTH SHOW CASE CO.**  
DULUTH, MINNESOTA

# CHATILLON SCALES

CHATILLON

## Preserving Scales

For the Housewife Who Does Not Believe in Haphazard Preserving




There is scarcely a household in your immediate vicinity in which at this time of the year the housewife is not interested in the question of fruit and vegetable preserving.

Preserving by weight is the only sure way of getting the desired results. CHATILLON PRESERVING SCALES insure preserving results. They are accurate and dependable.

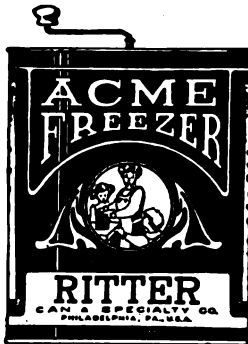
Stock them. You will not only profit from their sale, but the housewife, who will want paring knives, mason jars, and all the other preserving accessories the hardware dealer carries, knowing the reliability of Chatillon Scales, will depend upon you for these other articles, too.

Displaying and pushing household scales offers the hardware dealer an excellent opportunity of increasing his sales in all these lines, with the consequent increase in profits and prestige as a quality dealer.

Your Jobber Will Gladly Furnish  
Complete Information 



**JOHN CHATILLON & SONS**  
New York U.S.A.



## The ACME Freezer

Will do all of the following:—

- 1—Make the finest velvety Ice Cream in less than 10 minutes.
- 2—Requires but little ice or salt.
- 3—Won't rust if taken care of properly.
- 4—Only weighs 2½ pounds, but strong and durable.
- 5—Works quickly and well—has no heavy wooden tubs.
- 6—Easily adjusted—having no intricate parts.

Manufactured by

**RITTER CAN & SPECIALTY CO.**  
PHILADELPHIA, PA.

Factory Selling Agents: BEH & CO.  
106 Franklin Street, New York City

## HERCULES COLD SODER THE METAL MENDER



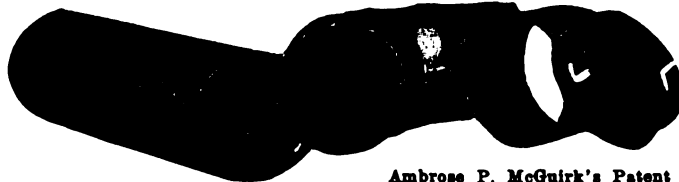
Mends any leak in any metal quickly and permanently, without heat or acid. Just apply Hercules Cold Soder, a semi-liquid, from tube, covering hole or crack. Fixes household utensils, brass, granite, aluminum-ware, pipes, gasoline tanks, auto radiators or cylinders. Finds popular sale. National advertising is intensifying demand. Ask your jobber. Write for booklet.

### HERCULES PRODUCTS CO.

Dept. A COUNCIL BLUFFS, IA.  
NOWMAN COWAN CO., Pacific Coast Representatives  
445 Rialto Bldg., San Francisco, Calif.  
AMERICAN MERCHANTILE CO., 510 Battery Street,  
San Francisco, Calif., Export Representatives

## SAFETY INTERLOCKING STOVE AND FURNACE PIPES

Fire  
Preventing



Home  
Protecting

Ambrose P. McGuirk's Patent

Our Asbestos-Covered Interlocking Furnace Pipes, Interlocking Stove Pipes, Interlocking Asbestos-Covered Flue Thimble, Interlined Interlocking Ring Flue Caps and Interlocking Elbows are not luxuries nor needless accessories. They are very necessary where stoves and furnaces are used. By fastening and cementing the Flue Thimble in the Flue Hole, and putting in and turning the pipe joint and locking it firmly therein, it can't pull out or be pushed in too far. Each successive pipe link is locked to the receding one, until the whole pipe is firmly locked together, and to the Stove Collar, so that the pipe can't fall down. When the pipe is taken down put in the Flue Cap and lock it, making the flue hole fire safe. Every home and factory owner is morally liable for impending fires on his property, and as fast as flames reap losses will our dealers reap profits on our Fire Safe, Rust Proof, Interlocking Pipes, Flue Thimbles, Caps and Elbows.

Send for Price List and Descriptive Statement.

SAFETY INTERLOCKING STOVE PIPE CO.,

MT. PLEASANT, IOWA



### Pack's Pineapple Eyesnip

is the best eyesnip on the market. All housewives want it. A big seller. Prices on request. Ask about THE MARVEL POTATO EYER ALSO. Order Now  
Christian Schlicker Mfg. Co.  
12 Bloomingdale Street  
Rochester, N. Y.



## THE PACKHAM Stove Pipe Crimper and Beader

MADE BY

**THE PACKHAM CRIMPER CO.**  
MECHANICSBURG, OHIO

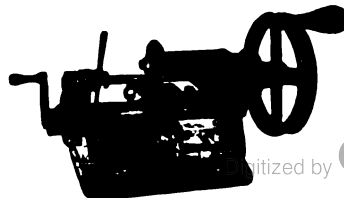
If Your Jobber Does Not  
Carry It, Write Us



## Jimmy Weeders

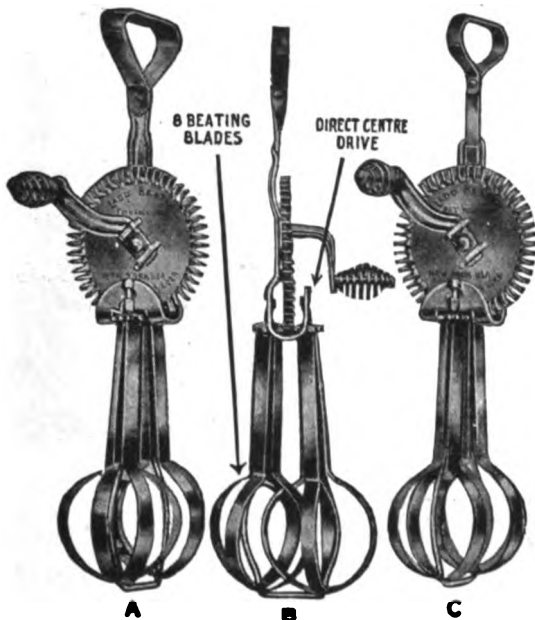
Root out Dandelions, Plantains, Russian Thistle, Sour Grass, etc. Pulls top root and all, without disturbing sod. Patented Spring Fulcrum makes weeds jump. Retail at 35c each. Write for sample and wholesale prices.

TAYLOR MFG. CO., Cooke Ave., Canton, Ohio



## With the— Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

**WESTERN SALES REPRESENTATIVES**

Omer Cox, Postal Teleg'h Bldg., San Francisco, Cal.  
 Sands & Cox, San Fernando Bldg., Los Angeles, Cal.  
 Strimble & Cox, L. C. Smith Bldg., Seattle, Wash.  
 Jones & Cox, Newhouse Bldg., Salt Lake City, Utah.  
 Turnbull & Cox, Inter State Trust Bldg., Denver, Col.  
 Strimble & Cox, Corbett Bldg., Portland, Oregon

**Ladd All-Steel Beaters****3 Sizes for All Requirements**

Put Yourself in the Woman's Place: She comes to your store for **QUALITY, SERVICE** and **SATISFACTION** (your own slogan). Then why should you sell her an Egg-beater she can get in the 10c store that has no **QUALITY**; won't provide **SERVICE** nor **SATISFACTION**. She knows this; comes to you for **BETTER GOODS. DON'T REPAY HER** by offering a cast-iron Egg-beater when you know the **LADD ALL-STEEL BEATER** alone can make your own slogan good. **KEEP IN STOCK EVERY DAY** to maintain her faith in you.

**LADD Mixer-Churns****SATURN Clothes-Line Reels**

**JOBBERs** the world over and US

**United Royalties Corporation**  
 1133 Broadway, New York

**POCKET KNIVES**  
**BUTCHER KNIVES**  
**PARING KNIVES**  
**RAZORS**  
**RAZOR STROPS**

**California Stock Pattern**

We specialize in Stock and Ranch Knives for the Western trade.

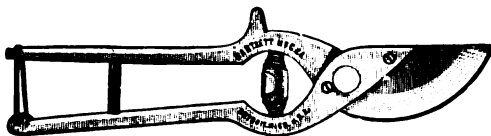
**WESTERN STATES CUTLERY & MFG. CO.**

Write for Samples and Prices

Mfgs. of Cutlery and Cutlery Products

**BOULDER, COLO.**

**SHEARS**  
**SCISSORS**  
**MANICURE GOODS**  
**FLASHLIGHTS**  
**FISHING TACKLE**

**No. 999 SECATEUR**

This hand pruner is modeled after a French tool. The handles are drop forged from open hearth steel and the blade stamped from crucible tool steel. Its worth and quality are guaranteed to give satisfaction to both user and dealer.

**BARTLETT MANUFACTURING CO.**  
 36 E. Lafayette Ave., Detroit, Michigan  
 San Francisco Office: A. RANNIE, Agt., 693 Mission St.

**HARRINGTON CUTLERY COMPANY**  
 SOUTHBRIDGE, MASS.

Manufacturers .... of **DEXTER Brand**



**HIGHEST QUALITY MADE**  
**FOR SALE BY JOBBERS**

Western Sales Representatives

**W. H. WILBURN**

602 Williams Building

San Francisco

## ROCK-A-BYE NURSERY SPECIALTIES

The universal appeal of the many items in the Rock-a-Bye line has developed nation-wide sales. Advertising has created a demand among the families *right in your trade.*

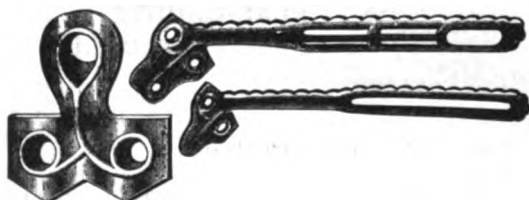
The Rock-a-Bye items that you see in your territory have probably been purchased from us direct. For many mothers write in for Rock-a-Bye products when they see our advertisements in national publications.

We prefer for our dealers to make these sales. You can reap the profit of this fast-selling line by tying up with our advertising — by displaying Rock-a-Bye Specialties in your windows, and letting your trade know that you carry them. *See Your Jobber or Write Us.*

**PERFECTION MFG. CO.,**  
Dept. W    Leffingwell and Montgomery Sts.,  
ST. LOUIS, MO.



## Great Assortment of Ears, Knobs and Handles



Leading Supply House in America for this Class of Goods. Ask for Samples, Catalogue No. 9 and Prices.

Office, 229-231 Arch Street  
Store, 237 Arch Street  
Warerooms and Factory, 110-114 Broad Street

**BERGER BROS. CO., Mfgs.**  
PHILADELPHIA

## O. LINDEMANN & CO.

35 and 37 Wooster St., New York    Established 1863



Manufacturers of JAPANNED, BRASS and  
TINNED WIRE

## Bird Cages and Cage Sundries

A. L. Conger Co., 703 Market Street, San Francisco, Cal.  
Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash.,  
Representative for Washington, Oregon, Idaho,  
Utah, Montana and British Columbia.

## Do You Realize the Profits Live Merchants are Making in Handling Phonographs?

Wives and daughters make your sales.  
No comebacks and no service.  
One sale makes many prospects.  
Follow up with profits on records.  
Prompt shipments of samples assured.

**"Let Us Tell You How You Can Profit"**



Model 95

**"The Perfect Tone for  
Every Home."**

## OPEROLLO PHONOGRAPH COMPANY

54 W. LAFAYETTE BOULEVARD, DETROIT, MICHIGAN



### PYRAMID SALES PYRAMID PROFITS

Pyramid Solvent is a sales builder because  
—it cleans firearms without danger of damage.  
—it saves elbow grease—reduces use of brass brush.  
—it is convenient—sold in 30c, 3-oz. flat can that fits pocket or shooting kit.  
—it repeats, because it satisfies.  
—we recommend using 3-in-One after Pyramid Solvent—making two sales and two profits grow for you where one grew before.

**Pyramid Your Profits.**

Order from your Jobber today. If he can't supply you, we will.

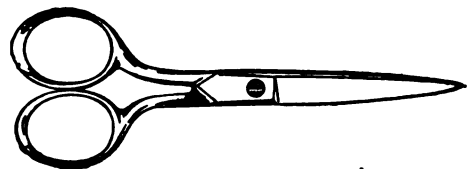
Three-in-One Oil Co., 165 KZG, Broadway, New York  
C214A

## "ATLAS" Shears and Scissors

**SHOULD BE IN THE STOCK OF  
EVERY JOBBER IN AMERICA**

The wonderful Atlas Brands are the best values in popular priced cutlery. Years of experience, with improved machinery and methods, now enable us to offer the wholesale trade a wonderfully complete and up-to-date line of Shears and Scissors in all styles and sizes.

**Our Counter Display Carded Assortments  
sell Scissors for dealers very quickly.**



Send for No. 18B Catalog.

We are prepared to make prompt shipments.

## THE ATLAS SHEAR COMPANY

250 North Av., Bridgeport, Conn.

Represented by  
**JOHN T. BOWTREE, Inc.**  
San Francisco, Los Angeles, Seattle, Salt Lake City and  
Denver.





This window display by a big Fifth Avenue New York store made profitable selling history

**T**HIS window display should impress every retailer with the selling importance of that champion of little, big profit makers—Mendets—the patented patch.

Over half a million Mendets are sold every week. One chain of stores alone sells over twenty thousand packages a week.

Mendets produce instant sales wherever displayed. They appeal to thrifty housewives, whether on 5th Ave., New York, or Main Street in a town in Oklahoma.

Mendets go on with a twist and instantly mend—water-tight forever without heat, solder, cement or rivet.

They mend graticeware, aluminum, iron, tin, and all rubber goods.

### Mendets Retail at 10c and 25c the Package

Your jobber can supply you with Mendets in the Silent Salesman Counter Cabinet at an attractive price. Ask him, or write us for the name of a nearby jobber.

Collette Manufacturing Co., Amsterdam, New York

**MENDETS**  
A PATENT PATCH

*You can make big, quick, satisfactory profits selling Mendets — from a Silent Salesman Counter Cabinet or by making a big window display like the photograph.*

**Order them by name — Mendets**



Nationally Advertised in Newspapers Every Sunday Throughout the Year



## Every account is ready for instant settlement

when the N. C. R. system for  
charge accounts is used

**Fill out this coupon  
and mail it today**

Dept. 26  
The National Cash  
Register Company  
Dayton, Ohio

Please give me full particulars about the N. C. R. Credit File way of handling credit accounts.

Name \_\_\_\_\_

Business \_\_\_\_\_

Address \_\_\_\_\_

**W**HEN a customer comes into your store and wants to know how much she owes, you can tell her the amount instantly.

No time is wasted in hunting for her account in a large ledger. No time is wasted adding up the items or striking a balance. There is no worry about the accuracy of the figures.

Your clerk merely looks at the last charge slip filed under the customer's name in the N. C. R. Credit File and there is the total of her account to date.

This saves time for the customer, for the clerk, and for you. You have the satisfaction of knowing that the amount she pays is right.

You know the amount is right, because with the N. C. R. Credit File you cannot forget to make charges. You cannot forget to credit money received on account. Mistakes cannot go undetected.

The National Cash Register Company, Dayton, Ohio  
Offices in all the principal cities of the world



# TUNG-SOL

## Complete Lines

## ONE BRAND

# Tungsten and Nitrogen LAMPS



MANUFACTURED BY  
**INDEPENDENT LAMP & WIRE CO., Inc.**

*Independent as the Name Implies*

THE LAMP OF RECOGNIZED QUALITY  
LAMPS ARE SOLD OUTRIGHT TO YOU

**NO CONTRACT REQUIRED**

**A GUARANTEE GOES WITH EVERY TUNG-SOL LAMP**

**Western Distributors**

**The Panama Lamp & Commercial Company**

**595 Mission St., San Francisco**

and

**The Capital Electric Company**

**Denver, Colorado**

**WRITE US, OR**

The following jobbers who are distributors in their territory for Tung-Sol Lamps and carry a complete stock of all styles and sizes.

Western Metal & Supply Co.  
San Diego, Calif.

California Hardware Co.  
Los Angeles, Calif.

Union Hardware & Metal Co.  
Los Angeles, Calif.

Standard Woodenware Co.  
Los Angeles, Calif.

San Joaquin Grocery Co.  
Fresno, Calif.

Mangrum & Otter  
San Francisco, Calif.

Reno Electrical Works  
Reno, Nev.

Nathan-Dohrmann Co.  
All their branches

Thomson-Diggs Company  
Sacramento, Calif.

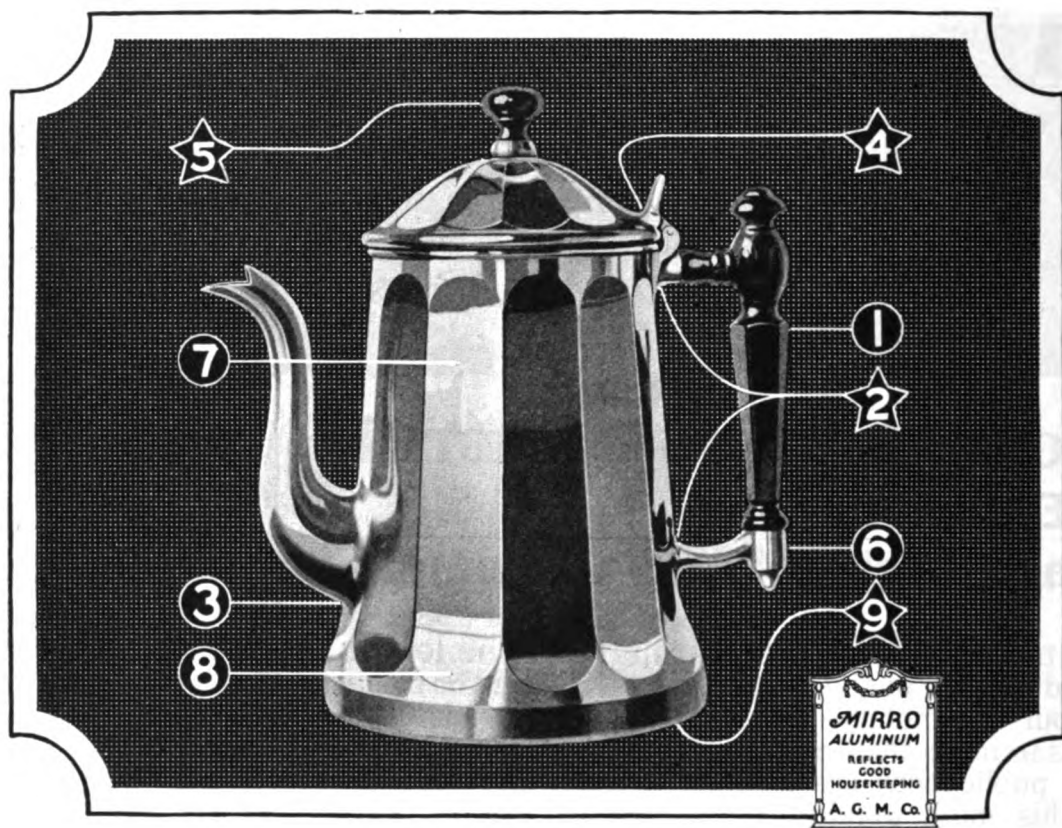
Stark-Davis Company  
Portland, Ore.

Whiton Hardware Co.  
Seattle, Wash.

E. W. Murray Lighting Co.  
Spokane, Wash.

Salt Lake Hardware Co.  
Salt Lake City, Utah





## Mirro Serves a Generation

**H**ERE is a bright and shining pot in which to brew a cheering cup of tea. It is Mirro Aluminum, of course.

Madame will welcome it, not alone for its artistic design and rich, silvery finish, but also for its durability and many conveniences.

Like all Mirro utensils, this Tea Pot will wear for years—even into the second generation, if given a little care.

Is it not a satisfaction to own so substantial and handsome a Tea Pot as this?

And note the nine features of convenience. You do not find them in ordinary aluminum ware:

(1) Sure-grip, ebonized, detachable handle which insures comfortable handling and easy pouring. ☆(2) Handle sockets are welded on, as are also (3) the spout, and

Aluminum Goods Manufacturing Company, General Offices: Manitowoc, Wis., U. S. A.  
Makers of Everything in Aluminum

☆(4) the combination hinge and cover tipper.

☆(5) Rivetless, no-burn, ebonized knob. This, with the other star features, belongs exclusively to Mirro.

(6) Flame guard protects handle when the pot is on the stove. (7) The famous Mirro finish. (8) Beautiful Colonial design. ☆(9) Famous Mirro trade-mark stamped into the bottom of every piece and your guarantee of excellence throughout.

There is satisfaction, too, in knowing that America's foremost manufacturer of aluminum ware is back of Mirro Aluminum and that this wonderful ware is the crowning result of more than a quarter-century's experience in aluminum making.

Look for Mirro Aluminum at the better stores. That is where you will find it, and at a price that is truly moderate.

# MIRRO ALUMINUM

Reflects Good Housekeeping

*The Pictorial Review, Delineator and Designer*—three great magazines that have a coast-to-coast circulation—will carry this Mirro advertisement in July. Millions of women read these magazines. Millions will see and read this advertisement. That many will buy Mirro Aluminum is a foregone conclusion. Mirro advertising, published every month in the year in publications appealing to women, is constantly bringing new Mirro customers to Mirro dealers. If you do not handle Mirro, send for catalog and our dealer proposition.



**H**ARDWARE Dealers say PYREX is the most attractive line of merchandise they sell.

It needs no introduction to your women customers.

It sells of itself and brings a quick turnover.

PYREX is a magnet that never fails to attract the eye and the mind of the housekeeper.

# PYREX

## TRANSPARENT OVEN DISHES

*Bake Everything Better*

PYREX is nationally advertised.

PYREX is guaranteed.

The leading manufacturers of metal mountings have adopted PYREX for their standard insets.

Jobbers handling housewares have complete stocks of PYREX.

Genuine PYREX is guaranteed by the name stamped in every piece.

A booklet, "How to Sell More," will be posted to buyers and salespeople, free on request.

*Pyrex Sales Division*  
**CORNING GLASS WORKS**  
*World's Largest Makers of Technical Glass*  
555 Tioga Avenue, Corning, N. Y.





## DOMES OF SILENCE

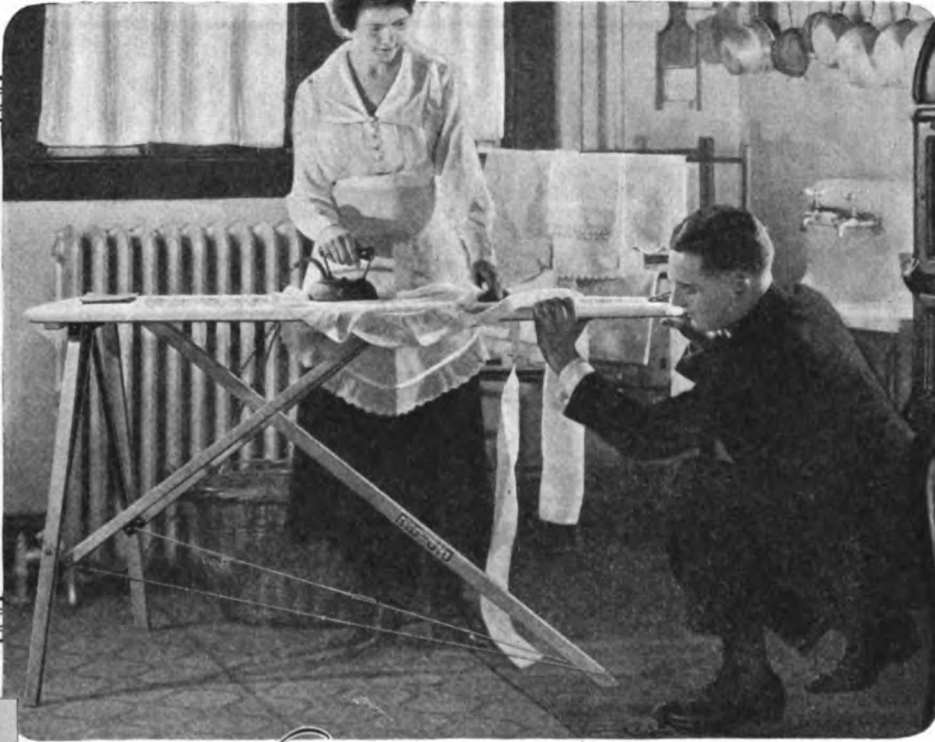
are made out of the best case hardened steel, hence they will give good service.

Our advertising stimulates the interest of the buying public.

Our new counter display gives them a final reminder that they need these efficient slides.

ORDER FROM YOUR JOBBER TODAY  
AND PROFIT THEREBY

**HENRY W. PEABODY CO.**  
17 State Street, New York City



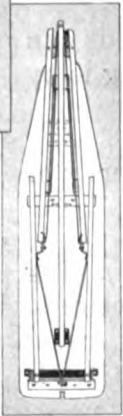
## No Wobble! No Sway!

EVERY woman is a likely customer for the Rid-Jid Ironing Table! Be sure that she can buy from you!

Just as the back-breaking method of washing clothes over a tub has given way to the efficient electric washer, and the old-fashioned flat-iron been replaced by the modern electric or gas iron—so can every woman discard her old, wobbly, rickety ironing board and possess a Rid-Jid. For the Rid-Jid Ironing Table is as steady as the Rock of Gibraltar! It is built like a bridge, on the cantilever

principle. Although very light in weight, the Rid-Jid is so constructed that it simply can not sway nor creep with the pressure and motion of ironing.

A petticoat or skirt may be slipped full-length over the Rid-Jid because of its open end construction. And when the woman is finished ironing, she can fold it up very compactly and stow it away into a closet, where it takes up practically no room. There's a mighty good margin of profit in selling Rid-Jid ironing tables. Write us for further information and terms.



Note how compactly the Rid-Jid folds up—only 2 1/4" thick. You can store it or carry it anywhere easily and conveniently.



RID-JID PRODUCTS CORPORATION, Waukegan, Illinois  
Successors to Oregon Woodenware Mfg. Co.

# RID-JID

## open end, folding IRONING TABLE

Made under the Springer Patents

Digitized by Google



*The live hardware  
dealer says:*

## "It Stretches—

"Anybody who knows rubber goods can see how good a GOOD LUCK ring is by the simple test of stretching it.

"Good live rubber there—and plenty of it.

"The way women can nowadays a ring gets boiled for several hours sometimes. A cheap composition ring won't stand such treatment. It can't hurt a GOOD LUCK ring.

"I don't keep cheap rings any more. There's very little business in them anyway, and the man who wants it with all the trouble it involves is welcome to my share.

**GOOD LUCK**  
*Jar Rubbers  
are made by*  
**BOSTON**  
**WOVEN HOSE &  
RUBBER CO.**  
*Cambridge, Mass.*

Makers of BULL DOG,  
MILO and GOOD LUCK  
Brands of Standardized  
Garden Hose.



Volume XV

JUNE :: 1920

Number 6

## Publicity One-Half of the Game

### Merchants Should Make Better Use of Their Opportunities

(By J. C. Dionne)



I have always had a profound feeling of commiseration in my heart for the young lawyer or doctor just starting out in his professional career, and for just one fundamental reason, and that is that the lawyer cannot advertise.

The first page of my book of business says that there are two great things that a man must do when he starts out in life, after he has decided upon the line of business activity he wants to follow:

First—He must equip himself to serve along his line of chosen endeavor.

Second—He must advise and convince the people whom he has equipped himself to serve, of that equipment and that ability.

Those two fundamentals, in my merchandisingly educated mentality, are one and inseparable. They are like Hiawatha's bow and arrow, "Useless each without the other."

The young attorney finishes his studies, gets his degree and his permit to practice, opens his office, hangs out his shingle, and then—finds himself facing the stone wall of ethical conservatism that says he shall not use the ways and means open to the business man who is "selling himself" to the world.

He cannot advertise, he cannot merchandise. He has a commodity for sale that he has spent years, and effort, and money, to create and build up, and make a thing to be valued and desired of men, and he finds that the manner in which he may offer this stock in trade to the public is restricted indeed.

He may have pep, punch, vigor, vision, enthusiasm, energy and ability galore, but he can get no quick action on them.

#### Hardware Merchant Not So Handicapped

Therefore, it seems to me, the hardware dealer should feel very grateful indeed, that there are no red tape restrictions around his business pathway, such as surround that of the young attorney. It is true that there still are dealers who act as though they thought it were unethical or illegal, or something of the kind, for them to use any intelligent effort to do business in a business way, but they have become few and far between.



It has always seemed to me that the man who has equipped himself to serve, and then does not follow that up by using his every intelligent effort to advise the public of his equipment and ability, has done wrong in three distinct ways.

He has wronged himself; he has wronged his business, and last and greatest of all, he has wronged the public whose favor he desires, because it is plain that if he has something that the public needs, and he does not offer the public this service or commodity—or both—in unmistakable manner, he may be the cause of their overlooking something of which they stood in distinct need.

#### **Merchant Should Use His Advantages**

Those are the three reasons why a merchant should advertise. You will understand, of course, that my reference to the trials of the young lawyer or doctor were not used in the hope of converting the legal profession to the use of advertising, nor with a desire to criticise that profession, but simply to recall to the dealer one distinct advantage his profession has over that of the law.

I have never been able to grasp even one hundredth part of the viewpoint of the merchant who depends for his living upon the trade of the public, yet who fails to utilize in his own behalf his one greatest sales force—publicity. To me the two great divisions of business stated previously must appeal to any mentality.

You equip yourself to serve; you make the public aware of your service. It is as plain as two plus two makes four. The merchant who thinks publicity is not necessary to the prosperity of his business, has simply declared that two plus nothing makes four.

For as surely as the Lord made small green apples, the one end is just as great and just as important as the other. Greater, in fact, because you may have a commodity of value for sale and fail to sell it because no one is aware of your possession; while on the other hand there are many men in this world who have in fact nothing to sell, but who create a demand through publicity, and go out and buy the stock to supply the demand, after the demand has been created. So it seems to me that of the two divisions that I have named, the selling end is even greater in importance than the possession of the commodity that is offered for sale.

And the man who fails to realize their well balanced value is short sighted indeed. I pity the young lawyer, although I respect him for doing his best under the circumstances he is called upon to meet. I have no respect for the fellow who can, and should, and don't.

He is convicted under the Parable of the Ten Talents.

When your fellow-business men meet in conventions of any sort, make it your business to be there. It will pay you to spare the time.

The fellow who never uses any business ideas save what he himself evolves is the fellow who gets lost out of sight in a rut.

Are you in the habit of asking your wife's opinion about your business moves? If not, you are missing some valuable help.

If you have seats for weary shoppers, you will please them, but if the seats are occupied by loafers you please nobody.

That "peak of the living cost" which the president said we had reached last fall seems to be like a mountain range. Each peak, when its summit is reached only discloses a higher peak ahead.

It is team work that counts, whether it is pulling a load up hill or selling an order to a customer. Two men may work side by side and yet not work together. The one is individual effort—the other is team work. Watch a pair of horses who do not pull together and see how difficult they make their job. Team work succeeds ten times where the individual work wins once. Be a team worker.

# WHY GOVERNMENT OWNERSHIP NECESSARILY FAILS

(By Herbert N. Casson)

Speaking quietly, without rage and prejudice, can anyone tell why it is that all government departments, in all countries, are slow, wasteful and incompetent?

There must be some basic reason for this, as the individuals in these departments cannot all be inferior to the individuals in private firms.

Almost invariably an able man becomes disabled when he is placed in a government department.

He becomes timid, procrastinating, non-committal, evasive and unprofitable. He becomes a mere chattel of routine.

Why is this?

The fact seems to me that a man simply cannot be competent in a government job, for the following reasons:

(1) There is no payment by results. There is no piecework. There is no profit-sharing. A man gets as much for doing badly as he does for doing well.

(2) There is no fear of discharge. A man may be transferred, but, as long as his conduct is satisfactory, he cannot be discharged for incompetence. Any sort of a fool can hold a job forever in the civil service.

(3) There are no profits to be made. There is no possibility of bankruptcy. If the department doesn't pay—very well. The treasury has plenty.

(4) There is no danger of losing customers. A government department does not depend upon its customers, so that it has no incentive to be quick and courteous and obliging.

(5) The main thing is accuracy, not success. A government employe has simply nothing to do with success. His one aim is to avoid mistakes. The less he does—the fewer mistakes.

(6) Time is of no consequence. As all government employes are made into clerks, they come to have a clerk's disregard for time. To clerks, as to lawyers, a delay is a relief and a comfort, the more the better.

(7) The work is impersonal. There is very little responsibility in a government office. The clerks have arranged a system whereby nobody is to blame, no matter what happens.

(8) There is no competition. A government department is always a monopoly. If it were not, it would be soon thrown aside. It has no competitors to battle with, and it can take its ease and do as it pleases.

(9) Routine is put ahead of service. In government departments all the workers (if I may use the word) are tied with red tape. They are all the slaves of a system of procedure.

(10) There is no enthusiasm. If a man stays in a government job long enough he becomes mummified. He loses all the energy and

joy of living that are so necessary to efficiency and success.

These are a few of the reasons why nationalization always has failed and always will.

Just put yourself in the place of these poor government automatons. No matter how able you are, how could you be efficient if you had—

No hope of profits;

No fear of failure;

No competitors;

No customers;

No reason to hurry, and

No danger of being found out?

Nationalization is not only a destroyer of trade and commerce. It is not only a coral reef built across the harbor of prosperity.

It is worse. It is far worse. It is a destroyer of men. It takes an able man and grinds him down until he is a clerical drudge.

It lowers the spirit and hardihood of a nation. It pauperizes. It dulls the mind and benumbs the feelings. It changes lions into rabbits. What could be worse?

## DISLIKE OF WORK

Anyone who reads not only the papers from abroad but our own daily press will be struck by the fact that there seems to be sweeping over the entire world a "dislike of work." There is not only almost impossible demands for wages being made, but a seeming unwillingness to do good work even when paid for.

The situation is much that of the aftermath of extreme mental or physical exercise by the human body. A man overexerts himself for a period of time and breaks down. Nature demands recuperation and rest. A point to remember is this: To recover health and strength, exercise must be taken. If you fall back into indolence and laziness, in time your body will atrophy. Exercise must be taken regularly and systematically in larger and larger amounts to regain health.

This is the position of the world today. It is worn and shattered by the exertions of the past four years. But strength and prosperity and the fruits of peace will not come by sitting back and expecting an industrial millenium to come while we lie and dream of it.

We must get back the use of our muscles by using them. Work will save us where waiting never will.

When you have personal and mental worth, the world will want you; you will be in constant demand everywhere. When your service has worth, you will have more opportunities for profitable usefulness than you can possibly take advantage of. When your products have worth, you will find it necessary to constantly increase your capacity in order to furnish the desired supply.

## AS BRITAIN SEES US

(From the "Efficiency Magazine" of London)

There is no good reason why we cannot compete with America in any line of manufacturing. America has her disadvantages. Here are a few:

(1) High Labor Turnover. A writer in an American magazine says that the average labor turnover in the states is 250 per cent. If an employer has 100 workers, he has to hire 250 workers during the year to keep his staff up.

As the cost of every new worker is from £5 to £40 a piece, there is an enormous waste in the states, because of the restless nature of the people.

In American factories alone this waste is said to amount to £5,000,000 a year. All this, of course, is added to manufacturing costs.

(2) Heterogeneous Labor. America is said to be the melting pot; but the fact is that people do not melt so easily. The Italian remains an Italian and the Slav remains a Slav, and the negro remains a negro.

There are eighty-three different nationalities in the factories of America; and consequently there cannot be the harmony and team play that is common in the British factories.

You can never blend Irishmen and Swedes, or Southerners and negroes, or Canadians and Mexicans. They are different types—as different as cat and dog.

(3) Rough Foremen. The foremen of American factories are drivers, rather than leaders. They are usually loud-voiced men, who boss their workers.

They are far inferior, as men, to British foremen. They swear more than they teach. They frequently treat the workers with great harshness, such as would not be tolerated in Britain.

American workers are, in most works, afraid of their foremen. They regard foremen as representing discipline rather than instruction. They look upon a foreman as a sort of works policeman.

(4) Destructive Legislation. America is seriously hampered by a host of politicians, lawyers and judges who cater to the mob. These people attack everything large and successful. They smashed the Standard Oil Company into thirty-five fragments merely because of its wealth and efficiency. This company had raised the quality of oil and lowered the price and opened up foreign markets, yet it was attacked as though it were an enemy of the human race.

Mr. Patterson, head of the National Cash Register Company—the kindest employer in America—was actually sentenced to a year in jail by a demagogue judge. He would have had to serve the sentence, too, if it had not been for the Dayton flood. Patterson took charge and saved the city, so that a higher court was compelled to set the verdict aside.

The game of politics, in America, is much more malicious and destructive than it is here; and every national company is at the mercy of forty-eight state legislatures, composed mostly of unsuccessful men.

## 80 PER CENT CO-INSURANCE CLAUSE

Considerable correspondence has taken place with members of implement and hardware dealers' associations in regard to the 80 per cent co-insurance clause. Because of a slight reduction in insurance rates many dealers have consented to have this clause attached to their policies. When asked if they understand what the provision of this clause means they invariably answer that they do not. A very clear and concise explanation of the clause follows:

The 80 per cent co-insurance clause is a guarantee by the owner that he is carrying 80 per cent of the total value on either stock or building, or both.

For the above guarantee, insurance companies allow a reduced premium rate.

In case of fire, the value of the building or stock is considered as well as to estimate the loss.

If there is less than 80 per cent the owner makes up the difference, or is himself insuring his own property for the amount of this difference, illustrated as follows:

|                                                      | Value    | 80 per ct. | Ins. in force | Loss     | Ins. Co. pays |
|------------------------------------------------------|----------|------------|---------------|----------|---------------|
| No. 1—                                               | \$15,000 | \$12,000   | \$12,000      | \$10,000 | \$10,000      |
| No. 2—                                               | 20,000   | 16,000     | 12,000        | 10,000   | 7,500         |
| In No. 2—\$12,000 is only $\frac{3}{4}$ of \$16,000. |          |            |               |          |               |
| 7,500 is only $\frac{3}{4}$ of 10,000.               |          |            |               |          |               |

This might be in three insurance companies as follows:

|                     |                               |
|---------------------|-------------------------------|
| No. 1—Insurance Co. | \$ 5,000                      |
| No. 2—Insurance Co. | 5,000 $\frac{3}{4}$ —\$7,500. |
| No. 3—Insurance Co. | 2,000                         |

|                          |                               |
|--------------------------|-------------------------------|
| Total ins. in force..... | \$12,000                      |
| The owner assumes ..     | 4,000 $\frac{1}{4}$ —\$2,500. |

|                           |          |          |
|---------------------------|----------|----------|
| Total ins. necessary..... | \$16,000 | \$10,000 |
| or 80 per cent of....     | \$20,000 |          |

If the average implement and hardware dealer kept books so he would know every night if 80 per cent of replacement value of his stock or building was covered it would be to his interest to have the clause attached to his policy, but the facts are very few dealers would ever know just what percentage of stock was covered, and in a majority of cases where losses occur the dealer would find when the adjustment was made that he had been insuring his own property.

The individual who is worth more money, is the one who is continually ambitious to beat his own record.

## THE REAL BUSINESS SITUATION EXPRESSED IN ROUND FIGURES

Just when we are hurraing the loudest for our phenomenal exports, some one had to come along and reveal that the figures didn't mean anything, as the Department of Commerce had got all muddled up and used one method of figuring one month, another the next, and still another the third month. The plain truth is that false notions have been inspired concerning the magnitude of our business boom. Everything has been reckoned in dollars, not in quantities. We have chosen to forget, as a rule, that prices have almost doubled since the war began. The Comptroller of the Currency embodies these significant figures in his report covering 1919, showing how production compared with former years:

Bituminous coal, 130,000,000 tons less than 1918.

Anthracite coal, 12,000,000 tons less than 1918.

Steel ingots, 9,000,000 tons less than 1918.

Cotton, 5,106,000 bales less than 1914.

Wheat, 76,000,000 bushels less than 1915.

Corn, 142,000,000 bushels less than 1917.

Copper, 900,000,256 pounds less than 1918.

Gold, \$10,157,900 less than 1918.

Silver, \$4,789,919 less than 1918.

## U. S. CUTLERS UNRIVALED

The modern pocket knife with the spring lock action is a comparatively new invention, the first pocket knives of this kind being made in Europe during the eighteenth century. Since the outbreak of the war in 1913 America has been taking care of its own pocket-knife needs and today claims to be making a product equal to the best which was ever imported.

Some of the earliest cutlery still extant in this country is of European make. London in England had a cutlers' corporation already as early as 1417, but the Scottish lexicographer, Macpherson, who lived in the sixteenth century, reports that by 1563 no high class table cutlery was manufactured in England. Cutlery of inferior quality was apparently made about this time in the district that is the Sheffield of today.

During the eighteenth century Sheffield took ascendancy and immediately was severely attacked by the London cutlers, who then claimed to make the best hand-made cutlery of the world. A long argument arose and finally King George the Third saw himself compelled to make a series of laws, establishing the rights of the London cutlers. It was decreed that the words "London made" might be affixed to cutlery only if this originated either in London proper or in a distance 20 miles from it. Also all hand-made cutlery was to be stamped with the sign of a hammer and the use of this brand upon any other article of cutlery or edge tool was prohibited by severe penalties.

## NAIL SHORTAGE TIES UP BUILDING

The old fable that because of a nail a shoe was lost, and because of the shoe a horse was lost, and because of the horse a battle was lost, has found a counterpart in real life.

The whole country is in the grip of a nail famine, building operations are being interfered with, building trade workers are unable to get work, and many industries are unable to go ahead with new structures. In the fruit and canning sections of the country growers won't be able to sell their produce, and thus the chain of trouble lengthens link by link.

The basic cause of the nail famine is the recent strike of the steel workers in the East.

While the U. S. Steel Corporation does not make over 50 per cent of the nails in the U. S. Two of the largest independent nail makers, the Colorado Fuel and Iron Company and the Pittsburg Steel Company, were completely tied up by the strike for many weeks.

The nail famine includes all the wire products, such as fencing wire, netting, etc., but the scarcity of these other products has not worked so widespread a hardship as the nail question.

The price has gone up enormously, but not to the apex of the price offered, the nail makers having turned down European offers at a base price of 12.75 cents a pound wholesale.

---

"I have never seen a man who could do real work except under the stimulus of encouragement and the approval of the people for whom he is working."—Charles M. Schwab.

---

## "A GUARANTEE IS A GUARANTEE"

"A guarantee is a guarantee;"

Back it up with a smile for me!—

Make it good with an awful frown,

Antagonize best folk in town!

I bought an ax at Smith's one day—

'Twas guaranteed in a cheerful way;

But back I came with broken ax;

That clerk frowned, said: "Give me the facts."

He wrote it down, long as your arm,

Just how that ax had come to harm.

Then he called Smith—O, how Smith frowned,

His look of woe would not be downed;

He groaned, in undertone—so cross;

"Suppose we'll have to stand the loss."

I bought an ax at Brown's one day;

'Twas guaranteed! I took it away!

I carried it back, and Brown just smiled  
Instead of frowning—being riled.

Patted my back, and said: "Good joke;

Lots more axes; we are not broke!"

So cheerful like I could but say:

"I'll trade with Brown another day."

# Get Your Town To "Paint Up"

Campaign in Your Community Means Civic  
Prestige and Certain Profit

(By Victor Lauriston)

**T**HE retailer who takes the initiative in a popular civic movement stamps himself in the public mind as a leader. That brings prestige, not merely to the man himself, but to his business; and prestige spells profits. They are profits, too, that nobody begrudges.

The Clean Up and Paint Up campaign is a highly popular civic movement. It means a lot to any community. It means healthier and more attractive surroundings, and better living conditions. The dealer who assists to launch such a campaign and helps to carry it to completion, secures substantial paint profits as a return for good work in helping along an important civic undertaking.

The bigger, the longer, the more earnest and practical the campaign, the greater will be the number and efforts of the progressive citizens who take part in it; and the larger will be the paint dealer's sales, and the higher his prestige. This is a movement that lends itself, as does no other perhaps, to dealer cooperation; but the dealer who starts the ball rolling, and those dealers who are the first to join in pushing and who push the hardest are the ones who profit most in a material way.

## A Word as to the Profits

They represent the practical, dollars-and-cents side of the Clean Up and Paint Up campaign. Here are a few samples of what the campaign accomplishes:

"Campaign brought big increase, at least 300 per cent," writes an Illinois dealer.

"Campaign increased our paint sales 200 per cent." So speaks Nebraska.

"Campaign increased our sales 100 per cent." This is the voice, not of one dealer, but of scores if not hundreds of dealers who have tried out the Clean Up and Paint Up campaign idea by the most practical of all tests—that of actual experience.

Increase, increases, everywhere increases—this is the record of what the Clean Up and Paint Up campaign has done everywhere for the paint business. And not merely for the paint department, but for lines from vacuum cleaners to fly swatters, from fencing to insecticides. A host of commodities and articles that help to make the community and the home cleaner and brighter and more sanitary and attractive are in greater demand as a result of the organized Clean Up and Paint Up campaign.

Some dealer in your city is in line for the chance to start a business getting, profit making movement in the local Clean Up and Paint Up campaign.

Why shouldn't that dealer be yourself?

## The First Step Is Easy

It's a lot easier than waiting till the end of the painting season and then fervently regretting that you put off till too late the starting of a campaign.

The first step is to write to the National Clean Up and Paint Up Bureau, St. Louis, Mo., for full particulars as to how to start a Clean Up and Paint Up campaign.

The rest is easier than any individual paint-selling campaign you ever carried on, and tremendously more far-reaching and effective. For with the Clean Up and Paint Up campaign you don't have to depend on your individual, unaided efforts; you link up your own work with the community and nation-wide movement in which progressive citizens all along the line are enlisted.

Every dealer is well aware that paint selling is largely a matter of paint education. Heretofore, the matter of paint education has rested largely with the dealer, in cooperation with the manufacturer. Under such circumstances, paint education—that is, instilling into the customer's mind the importance of regular painting—has been quite often a slow and tedious and difficult process. It pays—you know that—but it takes a lot of persuasion.

What the individual dealer finds hard to handle alone, the Clean Up and Paint Up campaign makes far easier by enlisting collective effort. The individual dealer can appeal only as one man talking to another; the Clean Up and Paint Up campaign enlists the growing community spirit. It not merely unites your own community in a local campaign, but it lines up your community with thousands of other progressive towns and cities which are marching ahead with faces toward the light.

It educates all the public to the value and importance of cleanliness, and it reaches, not a few selected individuals, but the entire community. It gives your individual efforts as a paint seller the backing of a nation-wide movement which is growing from year to year.

The more thoroughly you can educate your community in regard to the value and importance of painting, the larger will be your paint profits, the easier will it be to secure paint business. Now is the time to act, not merely for a better community, but for bigger paint profits.

It will pay the merchant who wants to sell more paint, and sell it with less effort, to take hold of this campaign and push for all he is worth. The Clean Up and Paint Up campaign is being taken up in many more communities than ever before; and thousands of dealers have proven its profit making possibilities.



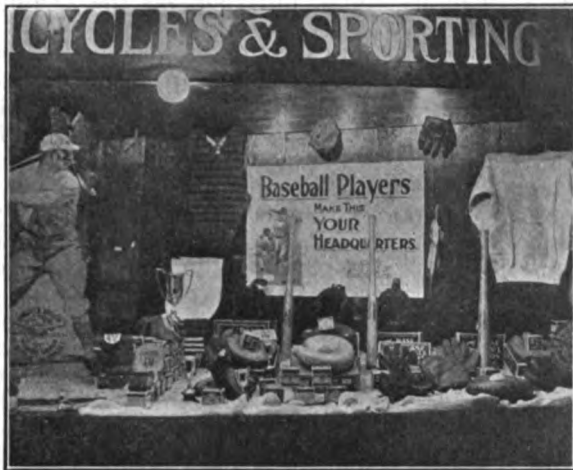
# Playing Up Base Ball and Sporting Goods

**Every Merchant Should Interest Himself In  
the Boy Leaguers If He Wants to  
Interest Them In His Store.**



Now that the baseball season is open, Young America en masse, and many who are not so young, are taking an absorbing interest in all that pertains to the great American game. Of course, this is the harvest time for all hardware men who handle baseball supplies, and now is the time to deck your window with your catchiest offerings in order to call attention to the fact that you can supply every requirement of the baseball enthusiast. Aim to make your window display distinctive.

A mere exhibition of sporting goods laid out as for an inventory is not an especially attractive sight. Give your display that "somewhat different" touch that will cause people to stop to study it. Once you have caught their eye it is easy to interest them in your goods, provided they are of standard quality and price.



The same merchant whose window tempted baseball players at the start of the season promoted and kept headquarters for four separate baseball leagues during the summer.

At San Diego there is a man who is a living example of effective methods of salesmanship of sporting goods—and especially baseball lines. Carl Klindt, manager of the sporting goods department of the Cycle & Arms Co., is one of the busiest men in the trade. As he says "Life is just one sport campaign after another." Almost before he has completed the pushing of the supplies for one line of sport, he is busy planning another. At the opening of the baseball season—although in this delightful climate there is really no season, and the national game is played all the year around—he installed a crisp baseball display.

To the window glass was pasted a lifesize cut out of a man in baseball uniform—the same being supplied by the sporting goods manufacturer. Tacked to the rear wall was a large card:

**BASE BALL PLAYERS**  
Make This Your Headquarters  
We carry a Full Line of Baseball Supplies

The floor was covered with billows of white cloth, upon which were boxes containing single balls, and also nest of half a dozen, while down in front were shown a number of balls. There were also catcher's gloves, bats, masks, chest protectors, and sweaters.

As an effective method of "killing two birds with one stone" he also called attention to their tennis line by displaying in the window two handsome silver trophies, offered by the firm for the winners in the ladies' tennis contests which was being played of that week at one of the municipal playgrounds. Any girl or woman was eligible to enter this series. All that was necessary was to register at the store. It was not necessary to purchase any merchandise—but very naturally when any balls were to be purchased, or racquets restrung this enterprising firm was given the preference. The local papers also made mention of the matches on the sporting page, and this gave them considerable free advertising. There was no admission fee charged to see these matches and thus a large crowd of tennis fans gathered to see the sport and cheer their favorites.

## Promote Teams and Leagues

But to get back to Mr. Klindt's baseball activities. During the height of the baseball season he has four different leagues running. These play many other teams in their class, and on the wall inside the store is a big blackboard on which are chalked up the schedules for all the games. Not only the clubs under his direction, but all those of the city may post their schedule here, and thus the store becomes the headquarters for all the baseball fans of the city.

The most interesting league under his direction, which wins for him the enthusiastic support of all the youngsters—whose good will is a most valuable business asset—is the Midget League. This is composed of boys from the four different playgrounds of the city, and none of the youngsters must weigh over 90 pounds. They play a regular series of matched

games, and each member of the winning team in the series is given a prize, all of the articles being merchandise taken from the regular stock. As in the case of the tennis matches, all the ball games under Mr. Klindt's charge are written up in the sporting columns of the daily papers, and thus the store becomes known to all who read the sports—and that comprises almost every man and a good proportion of the ladies of the city.

#### He Holds a Baseball Ball

Another method which keeps the firm much in the public eye is the Baseball Ball given to all the baseball clubs of the city and their ladies at the close of each season. The announcements of this ball are printed on huge cardboard baseballs, and always attract much attention. The souvenir is also much sought after and treasured as a remembrance. It is a little booklet in the shape of a baseball, and contains the menu, the dances, the names of the members of all the clubs, the records of games, and the pictures of some of the teams and leading lights. The booklet pays for itself, as it contains the advertisements of a number of the leading firms.

A large business is done in outfitting the various clubs with uniforms and sweaters, especially the latter: "We have a large sale of sweaters for the different clubs each year," said Mr. Klindt, "Frequently among the adult clubs an order will be given to outfit the entire team, in order that they may present a uniform appearance. Navy blue seems to be the prevailing color, as it goes well with almost any kind of uniform, and the sweaters are always of high grade, warm and durable."

A very catchy ad run by this firm in the local papers, plays up their baseball line in the vernacular of the diamond:

#### OUR BATTING AVERAGE IS HIGH

We sell baseball goods of the finest make—stand back of them and guarantee satisfaction. For many years we have handled this particular line, which is the recognized standard of quality.

Our costs, as well as our service, have yet to be caught napping between first and second.

Miss Alice Wood, teacher in the District of Columbia, suspended by the board of education for teaching revolutionary doctrines, now defends herself by saying she took President Wilson for a model and that instead of being a bolshevist she was merely quoting from the president's words.

The people have a right to know the facts about Assistant Secretary of Labor Post, who turned loose over two thousand radicals convicted by the courts and ordered deported. Who is he, what is his record, why was he appointed to his present responsible position, and why is he kept in it.

#### WHAT IS CAPITAL?

Socialism is based on the premise that "capital" so-called, is unnecessary, that it represents, "profits," "stolen" by the "employer class" from the "workers" who created it, that its cost places an illegitimate burden upon society.

Which sounds very simple—only unfortunately it isn't true. Offhand, we are likely to think of "capital" as money, but it is perfectly obvious that money itself forms but a very small part of capital. A bank's capital happens to be mainly money, or an almost equally liquid equivalent, but a railroad's capital is not its money alone, but, and mainly, its roadbed, rails, terminals and rolling-stock. A manufacturing corporation's capital may be partly cash and partly machinery, raw materials and buildings. So the blacksmith may not think of his anvil and tools as his "capital," but they are, none the less.

#### Stored Up Labor

"Capital" is, in a word, stored up labor, and this labor, in even its crudest manifestations, is partly physical and partly mental. Even the ditch digger uses some intelligence along with his muscles, and the completed ditch is just as truly capital—stored up labor—as the factory building.

The capital of the skilled workman is, of course, his skill, the stored up labor of the hours he spent acquiring that skill. The capital of the physician is his professional knowledge, similarly the stored up mental labor of the years he spent in its acquisition.

All capital represents present sacrifice by some one for the sake of future reward. And, since society is immensely the gainer because of these sacrifices, it is glad to compensate the holder. The professional knowledge of the physician, the skill of the expert workman, the factory and the railroad, all deserve well of society, because society—mankind as a whole—are immensely benefitted by them.

We are not attempting to say anything, mind you, as to the relative rewards of "capital" and manual labor. Nor as to the distribution of those rewards. All we wanted to emphasize here was the necessity of clearly comprehending the nature of capital and its social necessity.

We understand that the astute Mr. Lenine has gone so far as to promulgate the doctrine that the skilled workman, by virtue of the ownership of his skill, is no longer a simon-pure member of the "proletariat," but actually bourgeois, and in essence a capitalist.

Of course he is; economically, there's no doubt about it.

The profit you exact from the public is not given you simply for the pleasure of supporting you. It is given in payment for certain services which you must render.

## COUNTRY MERCHANT ISN'T A MIDDLE MAN—HE'S AN END MAN

(By H. E. Miles)

In the pursuit of the popular indoor sport of "Find the Profiteer," there is some danger of making the small retailer the "goat" all of the time; which obviously isn't fair, but there is no telling what the practice will lead to unless merchants do something on their own account to overcome the effect of such charges.

Whatever interests are back of the campaign to swat the small merchant, the fact that they have so far been unable to make much of a dent in the country's distributing system is evidence that thinking people do not believe that the small dealer is a profiteer nor that he is an inefficient and expensive medium of distribution.

### Small-Town Merchants' Valuable Service

It is also evident that the manufacturer of merchandise has discovered that the small dealer is a part of his selling organization and that he renders a valuable service to the rural community, both by the efficient distribution of goods and by the building of community centers that will have a tremendous bearing on the future agricultural production of the country.

The country merchant is one of the most important links in the chain between the manufacturer and the consumer, he is the last link—not a middle man, but an end man—

However, there are some links in the present chain of distribution that ought to be strengthened or cut out altogether, because their weakness affects the strength of the entire system of distribution and leads to much of the misdirected accusation of profiteering.

### The Unknown Brands a Liability

Speculators, sometimes called "brokers," are, in our opinion, of questionable value as distributors, because they seldom aid in giving the service that goes with good merchandising, merely standing between the manufacturer and the dealer and often taking an unwarranted profit. Many of these speculators handle unadvertised lines and unload them on unsuspecting merchants by the representation that "you can make more money on them because you don't have to pay for expensive advertising."

In this way they force merchants to push unknown brands that have already had an excessive profit tacked onto them before they got into his hands. They are usually inferior goods, selling at about the same retail price as the advertised, guaranteed brands and consequently cause the merchant who sells them to be accused of profiteering. The salesmen who sell these unknown brands might also well be classed as "non-essentials."

Many of this type of salesmen never make a territory but once, and merchants testify that they are often guilty of stuffing their orders

to two or three times their original size, loading the merchant to the "gunwales" with non-advertised, slow-sale stuff—thereby reducing his turnover, adding to his overhead and making it impossible for him to do business on the margin that he can if he handles quick-selling, advertised merchandise and team-works with the manufacturer by local advertising.

### Other "Weak Links"

Some other traveling salesmen are in danger of becoming "weak links," and unless they make a closer study of merchandising conditions and get into closer touch with the advertising departments of their houses so that they can give the small retailer selling service along with the goods they sell, they will also have to be classed with the non-essentials.

There are many keen business men on the road—men with vision and clear, analytical judgment. They are selling the merchant just as much merchandise as he can sell and helping him sell it by giving him all the modern merchandising and advertising ideas they can get hold of.

But there is another class of salesman or "order taker" that doesn't seem to know anything beyond padding the order and telling the latest story, and he constitutes one of the weakest links.

The time is swiftly coming when every man connected with the manufacture and sale of an article will be thoroughly grounded in the merchandising principles that go with its distribution, and the marketing of that product through the small retailer will be done through an efficient, sensible Team-Work system that will leave no room for anyone to be called a profiteer.

## "MORNING EXERCISE FOR TIRED BUSINESS MEN."

(Submitted by R. M. Burton Sales Agency)

Rise 7:00 a. m.

Stand in middle of room, raise arms slowly, take deep breath and say: "D—n the Government," lowering arms in attitude of despair. Do this ten times.

Extend body flat downward on floor, cover eyes with hands, kick heels, think of the railroads and weep—till dry.

Kneel, wring hands, meditate upon labor unions and groan 150 times.

Collapse on floor, grovel vigorously, think of the income tax and gnash your teeth as in anger. Follow till exhausted.

While cooling off try to get a number on telephone.

Note—Observe this simple rules very carefully and you will reach the office every morning with most of the cares and trouble of the day already out of your system.

# The Steel Market

(Address of W. H. Stackhouse)

**T**HE records of the American Iron & Steel Institute indicate there was produced in the United States during 1918 about 43,000,000 tons of steel ingots while the statistics for 1919 show but about 35,000,000 tons of which only something under 30,000,000 tons were converted into the finished products.

This subnormal production for last year, coupled with the steel strike which was promoted and vigorously prosecuted by the American Federation of Labor beginning in September of last year, had a most direct bearing on production as this strike alone cost this country about three months production as to time and more nearly four months production as to tonnage with the result that an exceedingly heavy tonnage of unfilled orders was carried over January 1st into this year, and as a further result of additional strikes to which reference will shortly be made, there will be a still heavier carry-over of similar tonnage July 1st next into the last half of the present year.

Just as the carry-over referred to on January 1st correspondingly reduced the otherwise available capacity of the steel mills for the first half of 1920, so will the increased carry over of unfilled orders July 1st next, already referred to, to a greater extent reduce the otherwise available steel capacity to the manufacturers of this country including the exceptionally essential farm operating equipment industry and while the steel shortage during the past twelve months has been particularly acute, we are, nevertheless, exporting steel at the rate of some three million tons a year and to that extent disregarding the domestic demand therefor.

## Independent Producers Charging High Premium

Despite the frequent interruptions in the production of steel and other essential materials due to strikes, a peculiar viewpoint has been developed by the steel producers for while heretofore during recent years the Steel Corporation has dominated that industry's policy thus enabling manufacturers to contract in advance with some intelligence, we are now confronted with the possibility of a split steel market as the Corporation is indicating a willingness to contract with their regular customers for the last half of the present year on the basis of about \$2.35, Pittsburgh, for steel bars while in striking contrast with such a moderate and constructive policy, many of the independent producers seem determined to charge their regular customers for the period mentioned prices ranging from \$13.00 per ton upwards additional to the price above mentioned for steel bars.

This unprecedented situation will necessarily tend to further disturb the equilibrium of the farm implement industry and operate to the great advantage of those manufacturers

who are the exclusive customers of the Steel Corporation and to only a lesser degree to the advantage of manufacturers who are partial customers of the Corporation. The most unfortunate effect of this split steel market is that it will likely prove to be a factor in precipitating a commercial explosion in the near future.

It will scarcely be possible for the various members of the farm implement industry to sell their products at vastly different prices as competition will prevent, so it is extremely probable that those manufacturers who will be obliged to pay the exceedingly higher price for steel will be involved in more or less loss in disposing of their products.

## Pig Iron

Another vital item of raw material necessary to our industry is pig iron of which, in 1918, there was produced thirty-nine million tons in the United States while last year only thirty-one million tons was produced, out of which but 8,250,000 tons were for sale, the balance being intended for conversion into steel; in 1919 production figures being by far the lowest since 1915.

There exists today a very great shortage of pig iron and, while the price thereof ranges around \$45.00, it bears no relation whatever to production cost and is simply prompted by the idea of the producers to obtain as high a price as possible during existing exigencies.

## The Coal Situation

Last fall about the time the steel strike was settled, it was promptly succeeded by a strike of the soft coal miners which was both vigorously and savagely promoted by unnaturalized labor union officials and immediately indorsed by the American Federation of Labor in an attempt to make such strike nationwide and successful under the threat that if necessary they would starve and freeze everyone in the country in addition to paralyzing all the interstate commerce in order to impose upon the mine owner their demands for union recognition, a 60 per cent wage increase and a 30-hour week.

## Another Pretense

Thereupon our weak and vacillating Federal Government immediately indulged in a pretense of prosecuting as conspirators the labor leaders who promoted said strike and court proceedings to that effect ensued when suddenly through a compromise effected in Washington between the Government and the mine workers union, the former abandoned its prosecution of the latter and lent its good offices toward seeing that the miners obtain a wage increase ranging somewhere between thirty and forty per cent in addition to the President of the United States writing a letter and congratulating for their patriotism the very scoun-

drels whom the Government had in the first instance started to prosecute for criminal conspiracy.

The most serious result to the public of this strike and the succeeding burlesque between the Federal Government and the Union leaders already referred to, was to cause an extremely great scarcity of fuel which has existed ever since and to about an equal extent as in the case of both steel and pig iron to which reference has been made. In substantiation of this statement, it is interesting to note that while in 1918 this country produced 579,000,000 tons of soft coal, production in 1919 fell to 458,000,000 tons which is 42,000,000 tons below the country's average requirements of 500,000,000 tons.

**Result of Switchmen's Strike**

Just as the rate of production in steel, pig iron, and coal had begun to reach normal there occurred another strike and this time on the part of some 25,000 switchmen which rapidly grew to 50,000, they insisting upon an immediate allowance of a heavy wage increase and declining to avail themselves of the medium provided in the recent Railroad Act for adjusting disputes of this character.

Despite the fact that the American Federation of Labor and the Railroad Brotherhoods have both officially denounced the strikers, any settlement of the trouble is at this time not in sight but as a result of these difficulties all the manufacturers are badly crippled in their business, being unable to ship any raw material in or finished products out of their plants while most of the steel mills, pig iron furnaces and coke ovens are entirely closed down and production in these lines is practically at a standstill, with hundreds of thousands of men out of employment.

**Reasons of Car Shortage**

When the Director General of Railroads made his final report to the President of the United States March 1, 1920, on which date the roads were returned to their private owners, he indulged publicly in a practice which I am much given to observe in private by furnishing his own certificate of character, as in such report he not only stated and admitted that his extravagant administration of the transportation companies was more economical than would have been possible under private operation, but he also claimed that he returned the properties to their owners in equally as good, if not better, condition than when they had been taken over by the Federal Government twenty-six months previous.

In making this statement this self-complacent Director General entirely overlooked among other things the fact that during his administration he made but a feeble and futile effort to maintain the supply of freight cars which the railroads owned when the Government took

them over, the number thereof aggregating 2,400,000. As the maximum life of a freight car is about twenty years, it therefore becomes necessary in order to maintain this number of cars in usable order, to say nothing of providing for additional needs, to build at least 120,000 cars per year, instead of which, according to the Director General's report referred to, he only built 100,000 freight cars during the twenty-six months of his jurisdiction over the railroads, or somewhat less than one-half of the necessary number to maintain the original total of usable cars already referred to.

The result is that at present the railroads find themselves requiring for immediate use some 260,000 new freight cars yet to be built while at present cars are as difficult to obtain as is steel, pig iron and other factors vital to successful manufacture.

**Increase in Railroad Rates**

The car shortage naturally suggests to our attention the existing railroad situation and, while we have become accustomed within the last four years to pay enormous prices for things we need and outrageously high prices for things we neither need nor can afford and these being the things which we generally buy, there is now pending before the Interstate Commerce Commission a request from the railroads for an increase of 25 per cent in freight rates which demands our most serious attention as such increase is not only imperative from the standpoint of the railroads, but equally necessary in order that all industry in this country may be perpetuated and prosper.

Commercially speaking, the railroads constitute the country's basic industry for the reason that not only all business including manufacturing and mercantile, but agriculture itself, are equally dependent for their existence and prosperity upon interstate commerce which we cannot have unless railroad credits are first re-established, maintained, and the entire railroad industry rehabilitated and equipped in a manner commensurate with the enormous increase that has occurred in both industry and commerce in this country during the past few years.

**FOR AMERICAN CUTLERY**

Judge Gary, chairman of the Steel Corporation, told the stockholders at the recent annual meeting that "America can take and maintain the leading position industrially, commercially and financially of all countries of the world." His sentiments were perhaps more directly reflected when, in the course of a recent interview, he said "I think at the present time the leading cutlery makers of this country are producing razors, shears, pocket knives, carving sets, etc., of quality and workmanship fully equal to the best foreign products. I stand for the American cutlery manufacturers."



# Toys In Stock and Joys In the Stocking



Children have been taught to expect toys in their stockings. The live hardware merchant is learning to include toys in his stock. In fact he has put the cart before the horse and has turned toy stockings into "stocking toys."

The **HARDWARE WORLD** asked H. B. Morris, Sales Manager for M. Seller & Co., to put his wide-awake and tried-and-true ideas on the toy proposition into a short article for us, and we are proud to be able to turn it over to our readers for thoughtful and interested consideration. Mr. Morris knows whereof he speaks, for he has worked this matter out in practice. To introduce the article in Mr. Morris' own words, "Now, Mr. Retail Hardware Merchant, cash in on the following facts."

**I**N a town of fifteen hundred people, twenty miles from Seattle, I asked the proprietor of the leading hardware and furniture store how many washing machines, dishpans and enameled tea kettles he sold during the two weeks before Christmas. He replied, "Not many, my business at that time consists chiefly of the sale of percolators, electric irons, cutlery, roasters, carving sets and other useful items which are purchased for gifts."

Now—this is the case with every hardware man, so I asked this merchant why the requirements of the younger members of his customers' families should not be offered for sale at this time. Naturally I referred to the better grade of toys.

It so happens that this man has met with success in his business, so did not resort to the time worn alibi, "I have not the room in which to make a proper display." Instead he said he had been thinking of just that very thing and needed some advice as to what he should buy.

We drew up our chairs and I put forth this theory, "People come throughout the year to the hardware store for good goods. The nature of the hardware man's stock makes it necessary for him to stand behind the goods he sells, that they may remain sold. He does not depend upon cheap goods for his trade, hence, he is the man to offer quality toys."

The result was that Mr. Merchant left to us the selection and amount of the stock he should try out.

Having found a man who I knew had met with success in his regular lines, looking so favorably on our idea, I at once got in touch with several hardware accounts in different parts of the territory and started the ball rolling. In each instance the idea took hold.

## Another Helpful Suggestion

To one live wire hardware man whose town is not more than an hour's ride from Seattle, I put up this argument, "For the past few years you have been handling with a fair degree of success, a certain class of toys, consisting of wheel goods, construction toys, tool chests, mechanical and electrical trains. With your enthusiasm, and the reputation you have built up in this community for handling dependable merchandise, you cannot only get away with seven or eight hundred dollars worth of these toy lines, but you can by means of investing two thousand dollars in a general toy line, including

dolls, make your store the headquarters for Christmas goods. These toys will bring in the youngsters, the youngsters will bring their parents. For the parents you will already be stocked up heavily with a general line of useful and practical gifts. Thus—the toy business will increase the possibilities of other staple and holiday merchandise."

Each of the hardware men referred to met with unqualified success in the sale of their toys. They had handled the right kind of toys. No junk. They had placed their orders early, so their goods were shipped complete and at a seasonable time. They were all enthusiastic, in consequence of which each man made in his store an attractive display.

Before January 1, 1920, we had booked the orders for the following holiday season's requirements of each of these men and it is with pardonable satisfaction that I can state—Each order is considerably larger than the experimental order of last year.

People want good goods. They want good toys. A tool chest retails for fifteen dollars, hence the volume possibilities are easily seen.

Play the game, boys, but be sure you get the right kind.

## A JUST COMPLAINT

I may be wrong, but it strikes me, as a traveling salesman, that hotels as a rule are doing about as much or more profiteering as any class of business men now-a-days. Their prices as to rooms and meals are often unreasonable and exorbitant. Traveling men will welcome the time when instead of having to wire ahead for a room which leaves the price to the discretion of the hotel clerk, he can register and get a room, consistent in price with what he can afford to pay. Hotel profits during and since the war are without much doubt the largest in the history of the business, and reservations of rooms without doubt contribute to that end.

Traveling men's associations must look after the welfare of their members and as a body in convention assembled petition our representatives in Congress to pass such laws that will give us mileage rates on railroads and if possible reasonable rates and privileges at hotels commensurate with the four or five billion of dollars spent almost entirely at hotels and on railroads.

—A Salesman.

# Individual Attention For Customers

---

**How Often Does This Happen in Your Store?  
Remember, It Is Better to Make Sales Than to  
Humiliate Customers**

---



"Say, Joe, what made that man so uneasy when I was selling him a lock?" Ben Wilson stood looking after the customer who had just left the store. "He acted like he was out of sorts for some reason; yet when he came in he appeared to be in good spirits. What do you suppose I did to make him angry?"

Joe Bates, long since recognized friend of hardware clerks, paused a moment before replying.

"Well, Ben," he replied, "the man seemed alright when he entered. But he was evidently disturbed in some way before leaving. I'm glad to know that you realized the situation. So many clerks would never have noticed anything wrong, and they would have been satisfied just as long as a sale had been made. To correct a fault we must first recognize it, and your observing eye proves that you can see a mistake after it has been made."

"But what did I do?" Ben demanded, going over to the traveling man.

"You simply worked on that man's nerves, that's all. He came in intending to make a purchase, and you began to puzzle him with a lot of perplexing questions. No wonder he showed signs of anger before he left the store; I'd do the same."

## **This Happens Too Often**

"Suppose you went into a hardware store and asked for a lock, as he did. You, as a clerk, are acquainted with the many kinds of locks, but if you didn't know one from another you would object if the clerk made you expose your ignorance in the matter. Few like to advertise the fact that they don't know the difference between a padlock and a night-latch. Yet that is exactly what you did in this case. The man asked for a lock. You interrupted him to learn if he wished a padlock. He started to explain that it wasn't a padlock, and again you offer a lot of suggestions, such as rim knob, or mortise lock; yet these were not what he wanted. They only served to confuse him more."

"But I thought I'd help him out," defended Ben, "he seemed unable to say what he did want."

## **Saying the Wrong Thing**

"Yes, your intention was alright, but it was out of place. You will find that it always pays to give customers plenty of time to express in their own way what they wish to buy. Some may not be able to tell you in words, and in that case they may even draw a picture of

what they want. Such actions must be treated with tact and under no circumstances should a clerk laugh at a buyer's lack of expressive powers.

"The countless number of articles on the shelves of a hardware store all have their proper names, but the average buyer cannot know the name of each article, unless a study is made of the subject. And when a man decides that he needs a catch for a cupboard door, he is not going to take time to learn if it is called a cupboard catch or just simply a lock. He will probably enter the store and call for a lock, and if you give him time to explain, you will then learn that he really wants a cupboard catch.

"Or if you attempt to sell him a catch without first knowing that he wants something for the inside of the door, you will have a hard time learning that what he wants is an elbow catch. It requires a little patience on the part of the salesman, and the ability to grasp the customer's meaning from a meager description.

"Yes," another clerk interrupted, "your advice sounds alright, Joe, but we cannot afford to wait ten minutes while Mrs. Jones tells us that she wants a moulding hook."

"No; but there's no need of using such an exaggerated comparison, Ed. The lady wouldn't take that long to express what she wants, and surely it would be better to wait a little for her description, than to take her all over the store showing her the different kind of hooks in order to find what kind she wants.

"You might show her the cup hooks, the screw hooks or the square hooks, all of which are located in different parts of the store. And after all this walking you would finally learn that she wanted them to hang pictures on. Had you waited a moment in the first place, you would have spared her the needless walking and she would escape any embarrassment from her inability to tell what she did want."

"Isn't a clerk's ability judged by the way he handles his customers?" asked Ed.

## **Real Satisfied Customers Return**

"Yes, Ed, not so much as to the number of customers, but the way he handles them so as to assure satisfaction and continued patronage. You may sell fifty articles to as many buyers in the time another clerk may require to sell half that many. But unless satisfaction and proper attention is given every sale, you lose in the end. The slower clerk studies his customer and deals with him accordingly, whereas

you rush through the sale without giving individual attention to each buyer.

"And in time, the buyer will seek the clerk who gives him the proper attention; he will feel confident in his purchases. But if he is forced to buy hurriedly, he hesitates because he cannot use his opinion in the deal and therefore dissatisfaction is more apt to result."

"How are we to deal with the person who thinks we ought to know beforehand what he wants. You know, some people think clerks are mind-readers."

#### Wonderful Power of a Smile

Bates laughed. "You are right, Ben, many people expect a whole lot from a clerk. But again, with a little patience you can overcome these conditions. For instance, that man we have been discussing came in abruptly and said he wanted 'a lock.' He didn't say what kind he wanted, but in this case you didn't give him a chance. But suppose you had waited for him to explain more fully and he failed. Then the best way to draw him out is to smile. A real honest smile and a pleasant 'What kind, please?'"

"The smile will break the gap between you, and in most cases it brings the desired results. He will readily understand that you don't know what he wants and he will then amplify his remarks to enable you to recognize the article."

"But if you remain cool or indifferent and make a few odd guesses that are far from what is wanted, your customer will probably lose his patience. All it requires in any case is tact and judgment. The man who is impatient and cranky must be handled differently than one who is jolly and good natured; and all the time you must remember that each one's dollar helps

to swell your day's sales. Therefore you must handle them both in such a way as to make the register ring in both instances."

"I guess I was a little hasty with Mr. Wilson," confessed Ben. "He would probably have told me what he wanted the lock for, if I had only waited."

"Yes, Ben, he would have explained that he was making a cupboard and from that you would divine that he wanted a cupboard catch. As it happened you confused him by showing him padlocks and rim knob locks until he grew flustered and excited. Many men would have walked out without buying at all."

"You're right, Joe; after this I'm going to use more judgment and not try to tell the customer what he wants. They know what they want, and if we just give them time, they'll make it plain enough for us to fill the order."

"That's the stuff, Ben." Ed Miller saw the point of Joe's argument, too. "And when a man buys what he wants, he is far more satisfied that if he takes what is forced upon him by the clerk."

"Well, boys," Joe arose to depart, "I'm glad you realize the importance of individual attention in the handling of customers. And you can bank on it, your sales will grow steadily if you continue to practice the lesson you have learned this afternoon."

"Good-bye, Joe," called Ben. "We won't forget; you can bet on that."

Time is money only if you have gumption enough to make it so. There is a vast army of people who are long on time and short on cash.

#### PAINT CAMPAIGN SUGGESTIONS

No merchant can complain that the campaign committee for the Clean Up and Paint Up Campaign did not offer to supply him with full data and suggestions for the conduct of a local campaign, particularly advertising. The committee has issued circular letters, reading matter which can be reproduced in local papers, as well as a large number of attractive and convincing advertisements. Mats and electros are also offered to any dealer, to be ordered by number.

Just as an illustration we reproduce herewith a cartoon on the subject by Briggs, and this can be secured in a three column electro for 60c, with a mat of the same width for 30c. A five column electro costs \$1.50, with a mat for 50c.

Any dealer not in touch with the plans of the campaign, or any dealer wishing further information should communicate with the National Clean Up and Paint Up Campaign Bureau, Pontiac Building, St. Louis, Mo.



# Advertising Your Community

**Every Merchant Should Do His Share.**

(By W. H. Levings)

**I**N the time of King David there were those who "went down to battle" and those who "tarried by the stuff"—and those who tarried by the stuff thought that they should share alike in the spoils of war with those who went down to battle.

Direct descendants of those who tarried by the stuff are the men who attach themselves to a community in a sort of parasitic way and expect to be rewarded for the mere work of hanging on. They have no vision, no imagination, no initiative.

They risk nothing of their own in behalf of their community. They husband what they have and they depend for their increase of store upon the exertions of those who go down to battle.

And there are those who "sleep in the daytime." They have come down to us in a straight line from the days of Confucius. The Master, who was just a gentle teacher, passed up these daytime sleepers as a hopeless lot. "Rotten wood," he said, "cannot be carved."

Also we have the non-resisters. They deduce their birth from Po-yi, who retired to the edge of the North Sea when things went wrong—and he is sitting there yet, waiting for the world to become clean.

Do you know these gentlemen:

Those Who Tarry by the Stuff

Those Who Sleep in the Daytime

Those Who Are Waiting for the World to Become Clean.

They are the "Oregon Boot" on the leg of commerce—and the criminals will tell you that an "Oregon Boot" is a most effective retarder of progress.

The potential buyer of a motor car, for instance, is not interested in your motor car as such. Before you can sell him any particular brand of car you must have brought him about to the wish of owning a car—and this wish springs from the sense of pleasure or profit he will derive from the use of a car.

It is just like getting married. You cannot wish any specific kind of a wife on a man until, by roseate painting of the general state of matrimony, you have given him a connubial inclination. If he don't want a wife, then of what use is it for you to advertise that your type of wife has the valve in the head or has three or four speeds, or is water-cooled, or anything else that might help to distinguish her from any other kind of wife. But if he really and truly wants a wife you can sell him anything.

The other day I asked a man only three

cities from here, who is a world traveler, to sit down and tell me what he thought was most needed in the effort to push any city to her place of relative importance in the world. "We don't have to sit down to tell you that," he answered. "In all my travels I have found just three American cities that have the right idea.

Those cities are New York, Chicago and Los Angeles. The people of those cities are selling their towns twenty-four hours of every day. No matter whether they are at home or abroad, they are always boosting and advertising the place in which they live and do business. It has come to be a second nature to them. It is a part of their life. No city can be kept favorably before the world unless her own people keep her there. That is what is most needed in any town or city.

Make your advertising sell the district in which you do business. On the other hand, this kind of advertising, which will necessarily be more attractive than the advertising which is now done, will bring you a greater immediate return upon your investment; and on the other hand you will find that your city and your state, when once definitely sold by you to the world, will bring you and your community a volume of business that could not otherwise be achieved.

Your local, regional and national advertising are alike subject to this community treatment. If you persistently devote your best thought to the exploitation of your city and state in pictorial and textual advertising, you will keep your territory favorably before the world all the time.

Any city that is satisfied with a natural increase of trade is hastening to commercial decay. No city can achieve and hold commercial supremacy without artificial stimulus. If you are going to depend upon natural forces, the struggle is over. You can definitely estimate our future sales by consulting the mortuary records.

When once you have fairly entered upon this work of community advertising it will quickly become a keenly competitive part of your business, and one of the finest results of that will be that the quality and variety of every man's advertising will be improved and increased.

It is a work worthy of your best effort. Give your imagination free play. Imagination is vision—and with vision plus faith and courage and persistence, we can come near to moulding our own future.

## E. C. Simmons---Great Builder and Mighty Prophet

**D**URING the month just past, every heart in the hardware trade in this nation, as well as many an ironmonger's overseas, has been heavy in the thought of the passing of E. C. Simmons.

In every sense, he was the dean among merchants of hardware, and the trade's noblest figure before the world of business. As the words of sympathetic praise and acclaiming recognition have sounded on all sides, the thoughts of the thousands who knew "Dear Old Number 8," and of the ten thousands who knew of him and appreciated his worth,—these thoughts have been constantly dwelling upon his memory and his life.

One great master suggests another and strangely enough, at this time we think of that other spirit as He went about doing good in Galilee, saying, "A prophet is not without honor, save in his own country and in his own home."

Surely here is at once a kinship and a difference. E. C. Simmons was every inch a master. He was a prophet among prophets. He went about doing good. Yet how just and fine it is to feel that this prophet is not without honor in any sense. Surely the thousands of members of his own house bear him the deepest love and the tenderest memories. In his own country there has been no stint of praise, nor any shallowness of feeling.

The life of E. C. Simmons is a wonderful example to every young man in the trade, in fact to every young man who is starting on a business career. Let us look back briefly on the main facts of his wonderful life history.

Born in Frederick City, Maryland, September 21, 1839, his parents started out across the plains seven years later, to his future home at St. Louis. Here Edward Campbell Simmons had a taste of the frontier life in an undeveloped country, calling into play the strength and resourcefulness which were to come to the pioneer, the explorer, the nation builder.

He had his schooling at the early and primitive grammar schools and secondary course at St. Louis. But early his parents felt the pinch of poverty and the pressure of financial necessity and the boy started to work January 1st, 1856, over 64 years ago. It is said that when he approached Mr. Pratt of the wholesale hardware firm of Child, Pratt & Company, the proprietor asked him what he could do. He answered, "I can do as much as any boy my age. Where shall I hang my coat?" He started with the broom and dust cloth and the mop. He dusted and arranged the stock, wrapped up the

bundles, built the fires. All this while his eyes were open and his hands busy.

### Sold Goods Before the Store Opened

His enterprise and enthusiasm were evident from the start. He wanted to sell things, and the only time he could sell things was when the more experienced members of the organization were away. He asked for the key to the building to come down at six thirty in the morning and open the store. The country buyers who were on the streets early found a pleasant reception and an eager merchant to wait on them and represent the house of Child, Pratt & Company. Sales were brisk by the time the regular force arrived.

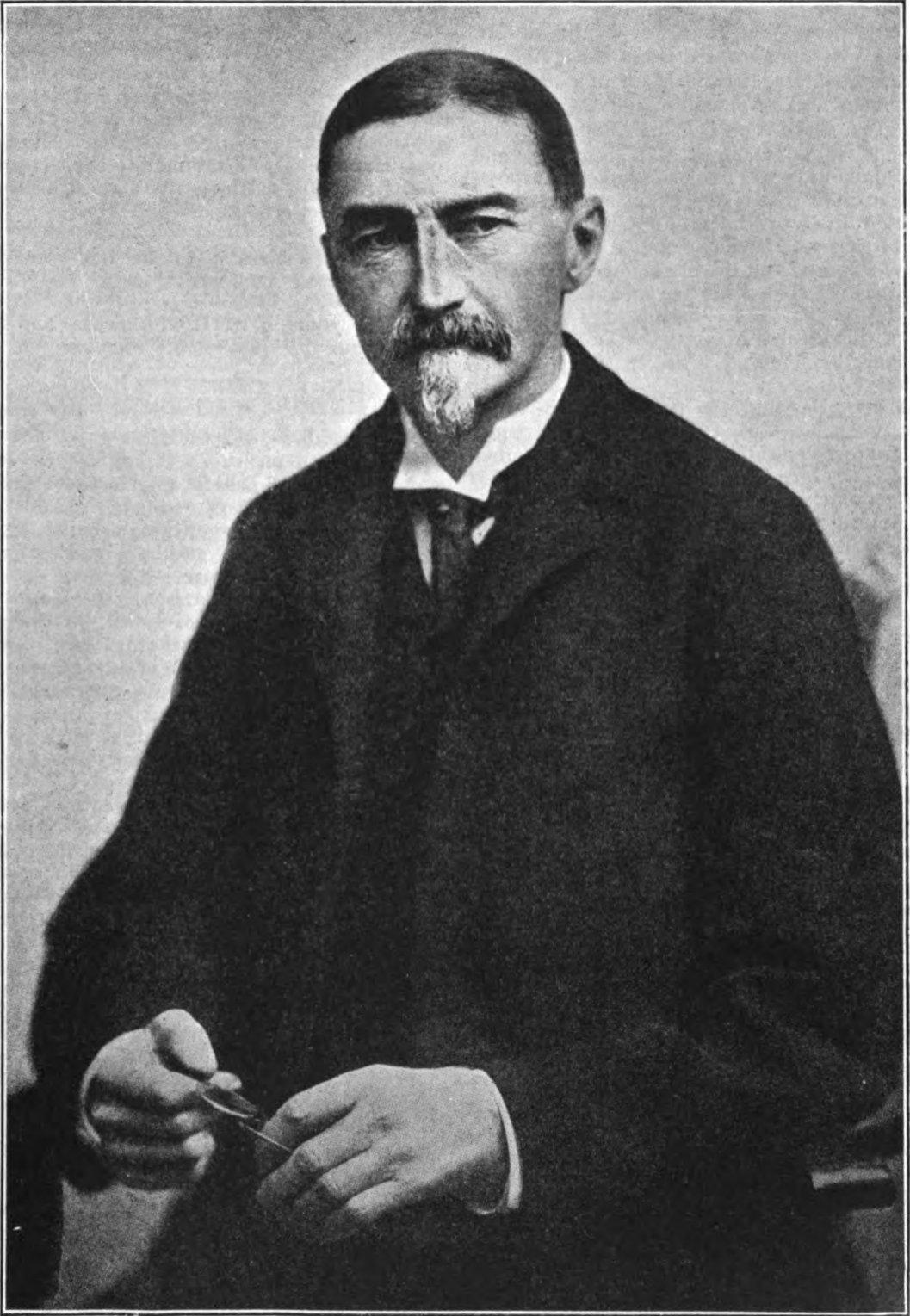
These little things summarize the later success of E. C. Simmons. "Where shall I hang my coat?" and "May I have the key?" His advancement was steady and in a few years he had doubled his salary. When the firm was reorganized ten years later, taking the name of the Waters-Simmons Co. he was a partner in the firm. In 1871 Mr. Waters retired from the business and the firm became E. C. Simmons & Company. In 1874 the Simmons Hardware Company was incorporated with a capital of \$200,000. From that time to this it is said that no new money has been put into the business, although its undisturbed earnings are worth seventy times the original capital.

Up to 1897, the development of the Simmons Hardware Company was the immediate and evident result of the active, energetic constant labor of E. C. Simmons himself. He handled a tremendous volume of correspondence. He did a huge day's work. He looked after the future, seeing thing large, even while handling this mass of detail. He picked his men and left them quite on their own initiative, yet he was always with them as counselor and advisor and friend. In wonderful combination he mixed the practical, close-focused, pusher with the far-seeing prophet and a man of vision.

### His Innovations in the Trade

The Company went through stages of growth that have set the pace for all wholesale hardware institutions in the United States as well as for large business in general. The first full line of high grade hardware under one name or trade mark was produced, starting with Keen Kutter axes in 1870. The use of traveling salesmen and their cooperation with the main house was developed to a point never before and probably never since attained by any other institution. In 1880, came the Simmons illustrated catalogues, which were the first and most effective method of meeting the competition of





**E. C. SIMMONS**

One of the master builders in world history. He has given to the United States a great business institution, to the hardware trade such an example and such leadership that his name, his fame, and his impress can never be forgotten.

catalogue and mail order houses in the hardware business.

Twenty-three years ago, the health of Mr. Simmons was dangerously threatened, and he retired from active business, turning over the management and responsibility of the business of the great institution bearing his name to his three sons, W. D. Simmons, E. H. Simmons, and G. W. Simmons, who have been in active charge since that time. The health of the sturdy, strong old man rallied and he was not by any means ready to pass on. He has watched over the destinies of his sons and his big family of business associates ever since. He has spent a few hours every day at the office—he has kept closely in touch with business affairs,—he has ever been the dean, the honored head of the hardware fraternity.

His very passing was typical of his life—simple, vigorous, strong to the end, yet reconciled to a force mightier than his own. Up until a few days before his death, he had been at his office regularly. His doctors noticed that his heart action was somewhat weaker than usual, though there was no change in his active manner or in his outward appearance. As he became weaker, his words to his family and to the nurse in attendance were perfectly normal, perfectly steady. He knew the end was very close, "I do not think you can help me. I think this is the climax." So for a day he rested, yet faded and finally Sunday morning, April 18, he went peacefully to his final sleep in the arms of his son.

#### His Cardinal Principles

Of the many factors which entered into the secret of Mr. Simmons' success, we might summarize a few that were outstanding. These cardinal principles may well be the lode star for the young man who is following along the same way that E. C. Simmons so famously traveled. First and foremost was **HARD WORK**. From early morning to late at night and always at a tremendous speed, with keen force, with alert mind, E. C. Simmons was a worker.

Then again, Mr. Simmons was guided and distinguished by the most **UPRIGHT PRINCIPLES** of personal life and business conduct. As his long associate and later rival, Saunders Norvell puts it, "I never knew him to do a mean thing." He demonstrated to the world that a man, a business man, can at the same time be a Christian gentleman—that a business can be run strictly on Christian principles. Never at any time, during its history, have any of the competitors of the Simmons Hardware Company, had anything but respect and admiration for E. C. Simmons or the Company.

An outstanding quality in Mr. Simmons' makeup was **VISION**—the ability to look way ahead. In addition, he could look deep within the men with whom he came in contact and analyse the situations in various business cen-

ters and in the branches of the trade with which he was concerned.

Added to these three cardinal virtues of Industry, Upright Dealing and Vision were appreciation of the importance of sales, his great enthusiasm, his consideration and interest in the men with whom he had to deal either as associates, customers or competitors. All of these qualities of course combine into that one, which we call genius, mastery, the highest attainment of the highest goal.

---

Work is a blessing to the man who works,  
a curse to the man who shirks.

---

Make yourself worthy of success and it will matter but the smallest bit whether you win it or not.

---

#### THE FIRST ADVERTISEMENTS

The rainbow was the first great advertisement. It had position. It had color. It held out a promise of benefit in effect: "I shall not drown you again if you behave." And then it had the value of repetition, because it is repeated in the same position and color and promise after every rain.

The next big advertiser was Caesar when he wrote on the walls of Rome for the people to read just what the senators were doing in the senate chambers. These advertisements of old contained the elements necessary in all great advertising, which are:

Advertising must be seen; it must be read; it must be understood; it must be believed; it must create a want.

Advertising is difficult because you must make the man stop thinking as he thinks and make him think as you think and interested in the thing you are interested in. It is easy to interest a man in himself. If your advertising convinces him that it is good for him, you have him sold.

Domestic prosperity depends on what we can sell to the outsider. Good advertising creates a want and a desire abroad, and thus creates employment, prosperity and happiness at home.

Don't take it for granted that the other fellow knows all about what you have. Few of us ever know enough, and many of us never know anything. Don't be afraid to keep on telling the world what you have. You have got to keep it up.

Advertising is the heart of business. If you stop a man's heart, he dies. If you stop advertising, business dies.

Bacon said: "Reading makes a full man; writing an exact man, and talking a ready man"; and let me add: "Thinking maketh a real man!" One great trouble with our American life is that we have invented every device to save us the trouble of thinking.

—Arthur Brisbane.

**A CLERK'S THOUGHTS AT CLOSING TIME**

"If I had only exercised a little more patience I believe I could have sold that fine refrigerator to Mrs. B—. Am afraid that she went down to Brown's for her refrigerator. Guess I'll have to stock up on patience and have it on tap for these patrons like Mrs. B—. Hope the boss will not find it out!"

"Wonder if the boss noticed that I was five minutes late? Wish he wouldn't always get here on the dot, then he would not smile at me in that peculiar way of his, and say: 'Want me to give you the correct time, Bassett!'"

"Possibly I could have found that odd bolt for Jones if I had gone to the basement, but it only lacked five minutes of quitting time when the old fellow came in. Hope the boss will not find out that I allowed him to go to Brown's for it."

"Stock does look rather disorderly, but possibly I can get down in the morning before the old man appears, and put things to rights. Wonder if the boss hung up that motto: 'A place for everything, and everything in its place' for my benefit?"

"Am afraid that I did exaggerate the good points of that cultivator. Wonder if Farmer Jackson meant anything when he said to me: 'Pears to me it can do anything but climb a tree?' Boss is rather emphatic when he says: 'No misrepresentation in this store!'"

"Don't see how the boss sells so many goods; he doesn't talk half so much as I do! Would not like to ask him; he might say: 'Principal reason is lack of interest.' Mighty sharp things the boss says at times, even if he does smile while he is saying them."

"I surely must think more and try to do what I would want my clerks to do if I was paying them a salary instead of being paid one."

**A CREED FOR AMERICANS**

I believe in the United States of America.  
My opportunity and hope depend upon its future.

I believe that its stability and progress rest upon the thrift and industry of its people; therefore:

- I will work hard and live simply.
- I will spend less than I earn.
- I will use my earnings with care.
- I will save consistently.
- I will invest thoughtfully.
- I will buy government securities to increase the financial strength of my country and myself.
- I will hold above barter the obligations my country thus incurs.

**TALK NATURALLY, AS IF TO ONE PERSON  
IN YOUR ADV. COPY**

Many a merchant who has no difficulty in constantly making earnest, convincing talks across his counter that result in sales, is bothered almost to death when he sits down to write his once-a-week ad for the home paper.

It is a sort of stage fright which "gets" him, when he starts to put his thoughts on paper. Now, the remedy to cure it is this: be natural. Imagine that you are talking to your customer across your counter. Write your plain, straight selling facts just as you talk them. Forget about "pretty" writing or essay writing. Be short and to the point. And always remember that your local newspaper publisher, or one of his men, is around the corner willing and anxious to help you with your ad copy.

**What an Editor Tells Us**

Speaking of newspaper men helping out the merchants with copy, a successful young newspaper owner and editor who lives in a thriving Illinois town, told us that he writes practically all the ads which his local merchants run in his paper—and he carries a fine line of ads. This is his method: He drops into the store and first asks the merchant if he has some ideas or notes for the week's ad. Often, but not always, the merchant has ideas or notes. And then they plan out the ad together.

But sometimes the merchant is too busy to do any collaborating, and it is then all up to the editor to produce that week's change of copy. At such times the scribe looks over the stock, talks to a clerk and then bases his ad on some timely, seasonable articles.

**The Foreman Helps Out**

This editor said that he in turn is helped out by his experienced foreman, who takes pride in setting up attractive ads; who really enjoys having the lay-out and style of type left to his judgment.

Practically every ad he prepares mentions from one to four high-class, standardized brands of merchandise. And he uses liberally the attractive cuts which the advertising manufacturers furnish free for the small town merchants' weekly newspaper copy. Of course, there are hundreds of other editors and foremen who are thus helping out their friends and most important clients, the local merchants, every week.

**Try Writing Your Next Ad as if to One Customer**

**HABIT**

"Habit" is hard to overcome. If you take off the first letter, it does not change "a bit." If you take off another you have a "bit" left. If you take still another, the whole of "it" remains. If you take still another, it is not "t" totally used up. All of which goes to show that if you wish to be rid of a "habit," you must throw it off altogether.

## NATIONAL INEFFICIENCY AND EXTRAVAGANCE

**You As a Business Man, Employee and Employer Must Pay Your Share**

(From the Kansas City Star)

Do you know the government spent from 1917 to 1920, 36 billion 813 million dollars? (This in 3 years).

Do you know the total appropriations from 1789 to 1917 were only 40 billions? This in 128 years including all the cost of the several wars in which we have had.

Do you know from 1917 to 1920 the government collected in taxes 13 billion 99 million dollars and borrowed 24 billion?

Do you know the government spent 150 million dollars building port terminals at Charleston, Norfolk and other places from which not a single ship sailed during the war?

Do you know the government spent 20 million dollars building a terminal up the river from Charleston which ships could not reach because the river was too shallow to float them?

Do you know the government spent 120 million dollars building nitrate plants, but did not produce a pound of nitrate for use in the war?

Do you know that the government spent 100 million dollars on tanks, powder plants, none of which produced a pound of powder used in the war?

Do you know the government spent 100 million dollars on tanks but that the first American tank reached France after the armistice?

Do you know the government spent one billions dollars on shells, but that only 17,000 American made shells reached our forces in France—about ten minutes' supply?

Do you know the government spent 117 million dollars on gas but that not a single American made gas shell was fired by the American forces in France?

Do you know the government spent 478 million dollars on guns but that only 72 American made guns reached our forces at the front?

Do you know the government spent 7 million dollars on a naval training camp in Virginia after the armistice was signed?

Do you know the government spent 70 million dollars on a powder plant at Nitro, W. Va., and sold it for 8 million?

Do you know the government spent 100 million dollars for a nitrate plant at Muscle Shoals, Ala., and that congress has been asked for additional appropriations to make this plant capable of producing fertilizer?

Do you know these items and others like them—cited by Representative E. V. Denison of Illinois in a recent speech—helped to explain the size of the expenditures for which the people are paying today and will continue to pay for years to come?

## DEFECTIVE CERTIFICATE OF NOTARY INVALIDATES CHATTEL MORTGAGE

In a recent case tried in Indiana it was held by the court that the failure of the notary public to state the name of the state and county in which he was notary, or the names of the party or parties acknowledging the instrument, failure to state that the parties acknowledged the instrument before the officer ("before me" clause was omitted) and failure to state the county in which the notary had his appointment constituted a defective certificate of acknowledgement and invalidated the chattel mortgage on an automobile in the case involved.

The notary public simply acknowledged the certificate as follows:

"Sworn and subscribed to this 12th day of November 1914." Signed John H. Immels, Notary Public, my commission expires November 13, 1917.

This is a technical matter that would mean a great deal to retail merchants having chattel mortgages on any goods which he might sell, or in fact any instrument where a notary's affidavit and seal is required. It is one of the points that a merchant should look closely to, and if he is one sufficiently informed on all these matters should have his attorney pass upon it.

## IT ONLY TAKES A MINUTE

It only takes a minute to say;

"How are you getting along?"

Or simply say: "Wheat doing well?"

To good old Farmer Strong.

It only takes a minute to say

To poultry raiser Brown,

When he is buying chicken wire;

"Hope hens are giving down!"

It only takes a minute to say,

In offhand, cheery way;

"I'm glad your boys are doing well;"

Then why not say it, pray!

It only takes a minute to say;

"I'm glad you got that job!"—

No cheery words like these can e'er

With hardware trade raise hob.

Jones carries axes, plows and hoes,

And kitchen ware galore,

As good as any stock that you

May have within your store.

But folks must human treatment have;

Folk-interest, expressed,

Has way of crystalizing in

Great hardware-interest.

Use your will to make the hill.

# Do You Sell or Do Your Customers Buy

**P**RACTICALLY every successful dealer uses advertising and window displays to draw customers into his store. But does he as universally continue using the power of suggestion after the customer enters his store?

The average customer enters a store with some particular purchase in mind. He should never be allowed to leave without some suggestions being made to him about merchandise he has not asked for. This can often be done without offense by word of mouth, but must be done tactfully and with keen recognition of the type of customer.

## Value of Suggestions

Suggestions made verbally should be in line with the customer's purchases. If, for example, the customer buys paint for a porch, the clerk might suggest the purchase of a new brush, or paint for shutters, trim or porch furniture. The clerk might go further and talk paint for the customer's house.

In suggesting the painting of a customer's house, the clerk should appeal to his pride in appearance and to his sense of economy. The latter appeal is probably best expressed by the slogan of the Save the Surface Campaign, namely, "Save the Surface and You Save All." There are many arguments in support of the thought behind this slogan. It might be pointed out, for example, that a postponement of painting might easily result in an actual loss of money in repair bills due to deterioration of unprotected surfaces.

The customer may not immediately follow the clerk's suggestion, but when he does decide to paint his house he is likely to return to the store employing that clerk for his paint materials. On the other hand, the clerks' suggestion might hurry his decision, the customer having considered painting for some time, only needing a short argument to arouse him into action.

Salesmanship in the store should not be confined to verbal suggestions or arguments. An attractive display of merchandise on the shelves and in the show cases is also an effective form of salesmanship. So is the printed suggestion or argument.

Many manufacturers issue printed selling arguments or suggestions in various forms. The majority are effective business-getters and should therefore be used whenever possible. But manufacturers have no corner on such ideas; many dealers have conceived excellent printed business appeals or suggestions.

## Methods of a Successful Dealer

A Poughkeepsie dealer keeps a row of printed cards suspended over his display counters. Each card is suspended at such an angle that a customer can easily read them so that

these men-in-type get busy as soon as the customer enters the store. The cards are placed in a frame, which is open at the top so that they can be changed easily and as often as desired.

Each card carries a brief, pointed suggestion, directing the attention of the reader to some particular line of merchandise carried, or to some bargain being offered at that time. The cards mainly serve to remind customers that certain goods are offered for sale, but in some cases their object is to effect an immediate sale. In the latter case, prices which are attractive are mentioned, or a seasonable appeal is made in such a way that an immediate purchase can be urged effectively.

Dealers are never really successful until they make the most of salesmanship in all its branches, a few of which have been touched upon in this article. Summing up, they include well-trained clerks; judicious advertising in such medium as newspapers, dodgers and follow-up letters; frequently changed and well-trimmed show windows; attractively displayed merchandise on shelves and in show cases; and, last but not least, printed or pictured selling arguments, either furnished by manufacturers or conceived by the dealer, and prominently displayed. Perhaps you have an idea along this line that you would be willing to pass along to the other fellows.

## AMERICAN KITCHEN UTENSILS WIN FRENCH WIVES

American kitchen utensils have come into favor with French housewives after a long struggle for popularity. Not yet reconciled to the loss of her age-old copper pots and pans, the Gallic menagere for a long time looked askance at the queer utensils which the American Red Cross supplied to thousands of families in the devastated districts.

Her especial disfavor was visited on the queer contraption the Americans gave her for sifting flour to take the place of her beloved wooden hoop covered with horsehair. She could not believe that a sifter with a handle was simpler or quicker than rubbing the flour through the horsehair.

A full "kitchen battery" formerly was the French bride's most prized gift. The "battery" today includes all the aluminum and tinware which make gay the advertising sections of our American household magazines.

The French woman is firm in her belief that everything new under the sun comes from America, and the trick brooms, odd shaped coffee pots, metal dish-washers, patent egg beaters and dishpans are at last winning her praises.



# Breaking Customers Delivery Habits

**Confusing Service With Expense. Good Salesmen Can Lead Buyer's Thought Into Carrying His Purchase Home.**



"Glad to see you, Ed," exclaimed Bob Evans, as he shook hands with the traveling man. "Joe and I have been waiting for you to come around again, we have several problems for you to solve."

Ed Wilson smiled; as a knight of the grip he considered every clerk on his route a friend, and they invariably looked forward to his monthly visit with pleasure.

"Well, Bob, I'm glad to hear that you fellows have been doing some thinking. You know it is easy to dodge a problem, but it takes work to overcome it. That's why I like to see you keep at a question until you get an answer. What's on your mind this time?"

"It is a question along the line of one you settled on your last trip. If you remember, you gave us a talk on Sales Suggestions, and ever since our sales have really increased by using your ideas.

## **Use Your Head More Than Your Hands**

"Just yesterday a lady came in for a paring knife. I suggested a tea strainer and she remembered that she really needed one. Then I showed her some new enameled sink strainers and showed how they would prevent stoppage of the sink; it sold the strainer. When she left the store she had bought four articles instead of the one she came in for. Such methods run your sales up in a month's time."

"You bet they do," agreed Ed. "Not only that, by your attention and apparent interest in the customer you create a better feeling that ultimately means more sales. By your suggestions you show that you are interested in the customer. In nearly every case this thoughtfulness is appreciated."

Joe Barnett, another store salesman joined the discussion.

"I wish you'd tell us how to handle what we call the 'petty delivery' customer," said Joe. "You know, the person who calls up and asks that a box of tacks be sent out right away, or a pound of nails. It costs money to make these deliveries, yet if we fail to do so people think it is a mark of poor service."

"Today," added Bob, "Mrs. Smith called twice for simple little articles that were hardly worth delivering. And Mr. Watson asked us to deliver a paint brush that he could easily put in his pocket."

"That's the way it goes, Ed, what would you do?"

"Well, boys," Wilson spoke with deliberation. "you have asked a hard question. But

you know that people abuse the word 'service' just as they do anything else. And they believe that prompt delivery of small items is a part of store service.

## **Reasons for Such a Belief**

"I believe it comes from the fact that many stores, especially drug stores, advertise what they call quick delivery. They have a boy on wheel who rushes small parcels at practically no expense. But when you have to deliver with a horse and wagon, or a motor truck, the proposition is different.

"You see, to deliver a small order it costs just as much as a large one, and you could deliver ten items for the same expense that one requires. So the problem is to eliminate the small deliveries as much as possible.

"One method would be to establish regular delivery hours. Serve notice to your customers that from a certain date deliveries would be made at a specified hour and nothing could be delivered before or after that time unless paid for by the customer."

"But that is not service," interrupted Joe. "people like to deal where they get prompt delivery. Besides they would object to your plan of charging for deliveries made outside of the regular time."

"You may think they would, Joe, but you'll find out that a customer is generally quite reasonable in such matters. If a merchant points out that delivery is an expense and if he shows how the customer can help eliminate the expense, very few people will raise an objection. Instead they will be glad to help the merchant.

## **Confuse Service With Expense**

"The trouble is that so many confuse service with expense. They forget that delivery costs the merchant just as his merchandise does. And since no one can afford to give his goods away, why should he be expected to give this service free? People should be made to realize this fact and they would be more willing to curtail the delivery of small items."

## **Charges for Special Delivery**

"You pay ten cents for a special delivery letter," observed Bob, "why not pay for special delivery of merchandise?"

"That's a good point, Bob. The government charges the public for special service, yet merchants think they can afford to render the same service without a thought of the cost. That theory could be extended to cover every delivery you make. It costs a certain amount for every trip made, and the customer could

pay for his goods and then pay for their delivery, instead of paying more for his goods to cover the delivery charge. Goods could be sold at a closer margin and the buyer would know why he paid more when he had the goods delivered, and he could save the amount if he carried them himself.

"Of course that is a big question to decide. But there are other factors to consider in this question of delivery habit. That is what it can be called, a habit. Most buyers have things sent out merely through habit. They grow accustomed to the idea and seldom think of the expense that they create. But with the help of the store salesman they can be shown how they can help themselves by helping the storekeeper.

"When a customer enters the store and you sell him what he desires, your influence has a direct bearing on his purchases. Thus he buys this hammer instead of that, or this two bladed knife in preference to a cheaper knife. Perhaps without knowing it, you control the customers actions and his purchases.

#### **Sell Your Customers Out of the Delivery Habit**

"This same influence should not cease with the close of a sale. Carry it farther and convince the buyer that he can carry the goods himself. I notice that most of you say, 'Shall we send this over, Mr. Jones?' And he replies in the affirmative because you make him believe that you consider it a privilege to make the delivery. But if you change tactics and lead Mr. Jones into another line of thought, you will accomplish a great deal toward eliminating small deliveries.

"Change your question to one like this, 'Will you take this with you, Mr. Jones,—or do you wish it delivered?' Always make a slight pause in the middle of the question, to allow Jones a chance to grasp your suggestion. You see, you are suggesting to him that he carry the goods, and he will generally follow that suggestion readily. But if you suggest the delivery, he will just as willingly accept your offer.

"So the idea is to lead him into the idea of taking the things with him. A person will accept an idea in your favor as well as in their own if it is put to them in the proper way. Hence the first part of the question should be said in such a tone as to lead the buyer toward acceptance. The latter part can be said so that it will unconsciously leave him with the impression that he doesn't want you to send the things over. And he will take them rather than have you make the trip.

"Generally when you say, 'Will you take this with you,' the buyer will say yes before you can finish the question. That is the object of the pause in the middle. It gives the customer a chance to grasp your lead and he accepts it in a natural way. And if you say the latter part in

the proper manner, he will carry the article rather than do something which you have lead him to believe he doesn't want to do."

#### **Psychology, Diplomacy or Tact**

"You can call it that if you like. But it is an established fact that if a clerk can influence a customer in his purchases, the same clerk can lead the customer toward accepting a suggestion relative to the delivery of those purchases. If you lead their thoughts during the transaction, continue to do so until they pass out the door.

"You understand that I don't mean you can make a person do just what you want him to do. But I do mean you can exert the same influence in regard to delivery that you do in the selection of goods."

"That's good stuff, Ed." Bob was pleased with the talk Ed had given. "I believe if we clerks use those tactics we can help a great deal in cutting down needless deliveries. At the present prices of gas and tires it costs something to run way out to Pine street with a pound of nails. We'll try your plan immediately, Ed."

"You bet we will," concluded Joe, as he stepped forward to wait on another customer who entered the store just then.

Even the people who profess most earnestly not to believe in advertising, are continually giving publicity in the show windows of their appearance and conversation, to their own ideals and the lack of them.

#### **GROWING OLDER**

A little more tired at the close of day;  
A little less anxious to have our way;  
A little less ready to scold and blame;  
A little more care for a brother's name;  
And so we are nearing the journey's end,  
Where time and eternity meet and blend.

A little less care for bonds and gold;  
A little more zest in the days of old;  
A broader view and a saner mind  
And a little more love for all mankind;  
A little more careful of what we say;  
And so we are faring a-down the way.

A little more love for the friends of youth;  
A little more zeal for established truth;  
A little more charity in our views;  
A little less thirst for the daily news.  
And so we are folding our tents away  
And passing in silence at close of day.

A little more leisure to sit and dream;  
A little more real the things unseen;  
A little bit nearer to those ahead;  
With visions of those long loved and dead;  
And so we are going where all must go,  
To the place the living may never know.

A little more laughter, a few more tears,  
And we shall have told our increasing years;  
The book is closed and the prayers are said,  
And we are a part of the countless dead.  
Thrice happy, then, if some soul can say:  
"I live because he has passed my way."

### TAKE ADVANTAGE OF THIS MECHANICAL AGE

When the servant girl went into the office and factory, and the washlady followed the servant girl, they brought a condition and not a theory upon the world which it didn't know how to tackle. Many thought these two useful members of society would "come back," and the lady of the house consoled herself with the pleasing reflection that her one-time helpers would soon return and the old world would jog on as before.

But it has gradually dawned upon the people that the servant girl and the washlady have gone for good, and that we must get along without them.

And then the inventors—may they live long, and may their tribe increase—jumped into the breach and proceeded to set their inventive faculties at work. They invented things literally by the hundred.

They invented vacuum cleaners, and washing machines, gas ranges and appliances, electric cookers and ironers, quick-working hot-water heaters, and what not.

They didn't simply invent one each of the above, but produced them literally by the score, if not by the hundred. The name of the clothes-washing-machine is legion and then some. New styles of vacuum cleaners are still being put on the market, and there is a veritable torrent of new labor-saving machines of every possible description.

These are the things which are taking the place of Bridget and Mary—and the housewife is buying them galore. And she will continue to buy them for many years to come. Also she will be continually buying their parts and fixtures.

This totally unexpected condition has opened up opportunities for the alert and the live wires in the trade.

Here are innumerable household appliances all at interesting prices which warrant interesting profits, and they are so absolutely necessary that many of them just must be bought by every fairly prosperous family.

### READ YOUR AD ALOUD

The next time you sit down to write any kind of an ad, pick out one person, preferably a customer whom you know very well, and write out what you would say if you were selling face to face.

Then work it over. Cut out useless words, strengthen it here and there, but don't make it stiff or unnatural! Then read it aloud. If you can say it in print naturally to a customer, it will express your individuality. It will get close to people. It will have the friendly ring of your private conversation. And thus it is bound to be an ad that will sell goods.

### "DON'T FORGET TO SELL YOUR STORE'S SERVICE"

There is one commodity that the merchant, be he small or great, seems often to forget in preparing his advertising copy—or ordering it prepared. And that commodity is service. In other words, he has service to sell as well as merchandise.

The merchant knows that his success depends on offering service to all his customers. He knows he must deliver service as well as deliver the goods, but does he, as a rule, talk about it enough in his advertisements?

#### Talk About Your Service

Of course, the greatest proportion of your newspaper space must be devoted to sales-producing descriptions of your merchandise, and the prices. That is self-evident.

Don't be satisfied, therefore, just to give service to the people who come into your store, but talk about it in your advertising.

If you make deliveries promptly, if you have clerks enough so that people need not be delayed in making purchases, if you guarantee the goods you sell—whatever may be the quality of service that you render—keep hammering away steadily on it in your advertising. It pays.

#### A Friendly, Homelike Store

A simple sentence like one of the following might serve the purpose: 'This store is operated on the basis that no sale made in it is complete until the purchaser is perfectly satisfied.'

'We have something more to offer you than just honest goods at fair prices—we can offer you also a type of service that will make you want to continue to deal with us.'

'This is a friendly, homelike store where there are good goods, reasonable prices and a sincere desire to serve each customer well.'

These are simply rough suggestions, but they illustrate the point.

### CUTLERY MARKET HAS TREBLED

According to last reports in the year of 1919 total sales of cutlery at retail prices amounted to \$150,000,000. Higher prices for material and labor are responsible. Consumption of cutlery has trebled since pre-war times. Before the war the United States market required \$50,000,000 worth of cutlery every year, to fill the demand for new cutlery and replace worn out knives, scissors and razors. While in former years as much as 20 per cent of all the cutlery found in the United States cutlery stores was of foreign make, the imports have decreased heavily and for every 100 American pocket knives, for instance, only one sold comes from abroad. Increased cutlery consumption does not mean extravagance, for in nine cases out of ten a knife is purchased for economical purposes.

# EN ROUTE TO NATIONAL AUTOMOTIVE CONVENTION

Elsewhere in this issue appears the announcement of the National Automotive Convention to be held at Del Monte, California, commencing June 10th.

Before this issue is in the hands of our readers, several hundred delegates from the eastern and middle western states will be en route to the Pacific Coast.

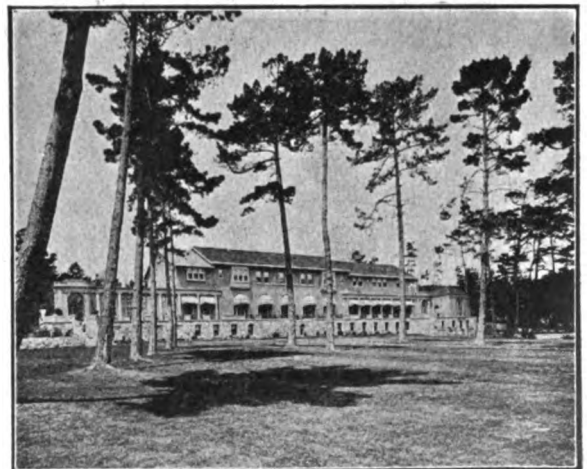
For many it will be their first far western trip, and many of the delegates plan to make a circuit of the entire West, visiting all the principal cities and jobbing centers from the Canadian border to Mexico.

It is a splendid education as well as a business opportunity for the trade—for the visiting members as well as the various jobbers.

At the time of going to press we do not have available all the members who will attend, but among those who are making the trip are the following:

E. G. Guthard, Edgar C. Guthard Co., Chicago.  
 Happy Rhoades, Howe Lamp Mfg. Co., Chicago.  
 Mr. and Mrs. O. D. Kimball, Mid-West Mfg. Co., Minneapolis.  
 H. B. Hamer, American Ever Ready Works, Long Island, N. Y.  
 Chas. P. Hughes, Automotive Equipment Assn., Chicago.  
 E. R. Schultz and J. Courtney, Schultz Auto Supply Co., Sioux City.  
 Mr. and Mrs. C. Rattner, Sidel-Rattner Mfg. Co., Brooklyn.  
 W. F. Edwards and party, Globe Mach. & Stamping Co., Cleveland.  
 Mr. and Mrs. H. M. Cooper, Cooper Mfg. Co., Marshalltown, Ia.  
 A. C. Delson and J. B. Victor, Victor Mfg. & Gasket Co., Chicago.  
 Mr. and Mrs. R. G. Ames, Mr. and Mrs. R. W. Proctor, Mr. and Mrs. S. D. Black, Black & Decker Mfg. Co., Baltimore.  
 E. A. Pegau, Western Auto Supply Co., Omaha.  
 R. M. Smith, National Standard Co., Niles, Mich.  
 B. Miller, Economy Auto Supply Co., Newark.  
 Mr. and Mrs. B. Cochrane, Howe Lamp Mfg. Co., Chicago.  
 Mrs. A. J. Richs, Miss N. Everhart, Giant Grip Mfg. Co., Oshkosh, Wis.  
 D. M. Peck, H & D Co., Crawfordville, Ind.  
 J. O. Donnell, Multibestos Co., Walpole, Mass.  
 C. W. Hauck, Perkins Campbell Co., Cincinnati.  
 Mr. and Mrs. H. M. Dine, Dine-De Wees Co., Canton, O.  
 Mr. and Mrs. Wm. M. Webster, Automotive Equipment Assn., Chicago.  
 Mr. and Mrs. C. O. Boynton, "X" Laboratories, New York.  
 Mr. and Mrs. S. A. Fulton, The Fulton Co., Milwaukee.  
 Mr. and Mrs. R. R. Englehart, Sieg Co., Davenport, Ia.  
 Mr. and Mrs. W. E. Wissler, Herring Motor Co., Des Moines.  
 Mr. and Mrs. B. J. Grigsby, Anderson Elec. Sup. Co., Chicago.  
 Mr. and Mrs. J. F. Galvin, Metal Stamping Co., Long Island.  
 Mr. and Mrs. O. P. Hand, Burd High Compression Ring Co., Rockford.  
 Chas. E. Faeth, Motor & Machinists' Sup. Co., Kansas City.  
 S. B. Dean, Nicola, Dean & Gregg, St. Paul.  
 Mr. and Mrs. Geo. N. Niekamp, Beck & Corbett Iron Co., St. Louis.  
 Mr. and Mrs. O. G. Stark, Inland Mach. Works, St. Louis.  
 Mr. and Mrs. L. W. Golder, Metal Specialties Co., Chicago.  
 Mr. and Mrs. H. C. Calvin, Bonniwell Calvin Iron Co., Kansas City.  
 W. P. Coghlan, American Hammered Piston Ring Co., Baltimore.  
 Geo. N. Lockridge, Kansas City Auto Supply Co., Kansas City.  
 A. J. Grimm, National Lamp Works of General Electric Co., Cleveland.  
 J. W. Lawhead, Au-to Compressor Co., Wilmington.  
 F. W. Stewart, F. W. Stewart Mfg. Corp., Chicago.  
 F. P. Gaul, Gaul, Derr & Shearer Co., Philadelphia.  
 R. J. Cahall Motor Sup. Co., Philadelphia.  
 J. W. Lawhead, Au-to Compressor Co., Wilmington.

A. A. Gross, Gross Hdwe. Co., Milwaukee.  
 C. J. Lamont, Lamont & Co., Ft. Wayne.  
 C. B. Ozias, Dayton Iron & Steel Co., Dayton.  
 A. L. Lockwood, Lockwood Ash Motor Co., Jackson.  
 W. F. Parker, Packard Electrical Co., Warren, O.  
 L. A. Hine, Hine-Watt Mfg. Co., Chicago.  
 F. H. Suter, Shadbolt & Boyd Iron Co., Milwaukee.  
 J. Prescott, Prescott Auto Parts Co., Webster.  
 Mr. and Mrs. F. W. Conant, Conant & Donelson Co., Conway.  
 H. R. Buntin, Rajah Auto Sup. Co., Bloomfield, N. J.  
 T. M. Avery, Arrow Grip Mfg. Co., Glens Falls, N. Y.  
 C. Schofield, J. B. Burwell Sup. Co., Oklahoma City.  
 M. E. Gates, Motor Equipment Co., Wichita.  
 R. C. Carlisle, Watson Weldon Motor Sup. Co., Salina, Kans.  
 J. H. Hopkins, Geller Ward & Hasner Hdwe. Co., St. Louis.  
 E. J. Smith, Jr., Gill Piston Ring Co., Chicago.  
 Mr. and Mrs. N. H. Oliver, Metal Specialties Co., Chicago.  
 George Frits, Automotive Equipment Assn., Chicago.  
 J. C. Stiles, Stiles Mfg. Co., St. Louis.  
 Geo. F. French, Champion Spark Plug Co., Toledo.  
 Chas. Rubel, Chas. Rubel & Co., Washington.  
 Mr. and Mrs. Jas. Higgins, Higgins Spring & Axle Co., Racine.  
 Mr. and Mrs. J. E. Countryman, Elite Mfg. Co., Ashland.  
 Mr. and Mrs. Jas. T. Greenlee, Imperial Brass Mfg. Co., Chicago.  
 Mr. and Mrs. W. M. Scott, Sterling Mfg. Co., Cleveland.  
 H. F. Kircher, Peoria Overhead Washer Co., Peoria.  
 Mr. and Mrs. D. A. Graves, Southern Auto Supply Co., Chattanooga.  
 Mr. and Mrs. J. Foster, Foster Auto Supply Co., Denver.  
 L. L. Dawson and party, Robinson Bros. Co., Louisville.  
 Mr. and Mrs. M. J. Judd, Raybestos Co., Bridgeport.  
 Mr. and Mrs. E. J. Smith and daughter, Gill Piston Ring Co., Bridgeport.  
 Mr. and Mrs. J. W. Fulton, Fulton-Houston Co., Chicago.  
 Mr. and Mrs. Geo. H. Wilkins, Keystone Reamer & Tool Co., Millersburg.  
 Mr. and Mrs. M. J. Tisch, Tisch Auto Supply Co., Grand Rapids.  
 Mr. and Mrs. C. J. Wollheim, Atlas Specialty Mfg. Co., Chicago.  
 Mr. and Mrs. Geo. C. Rinkenberger, Washington Auto Supply Co., Washington, D. C.  
 Mr. and Mrs. H. E. Olson, American Bureau of Engr., Inc., Chicago.  
 Mr. and Mrs. B. M. Asch and child, Asch & Co., New York.  
 Mr. and Mrs. Geo. Bouthinon, Spencer Metal Products Co., Spencer, Ohio.  
 Chas. H. Hathaway and party, Badger Mfg. Co., Milwaukee.  
 Geo. L. Brunner and party, Brunner Mfg. Co., Utica.  
 Mr. and Mrs. Noah Van Cleef, Van Cleef Bros., Chicago.  
 Geo. H. Southard, Jr., F. A. Knight, J. & B. Mfg. Co., Pittsfield, Mass.  
 Mr. and Mrs. E. M. Tarbell and niece, Tarbell-Watters Co., Springfield.

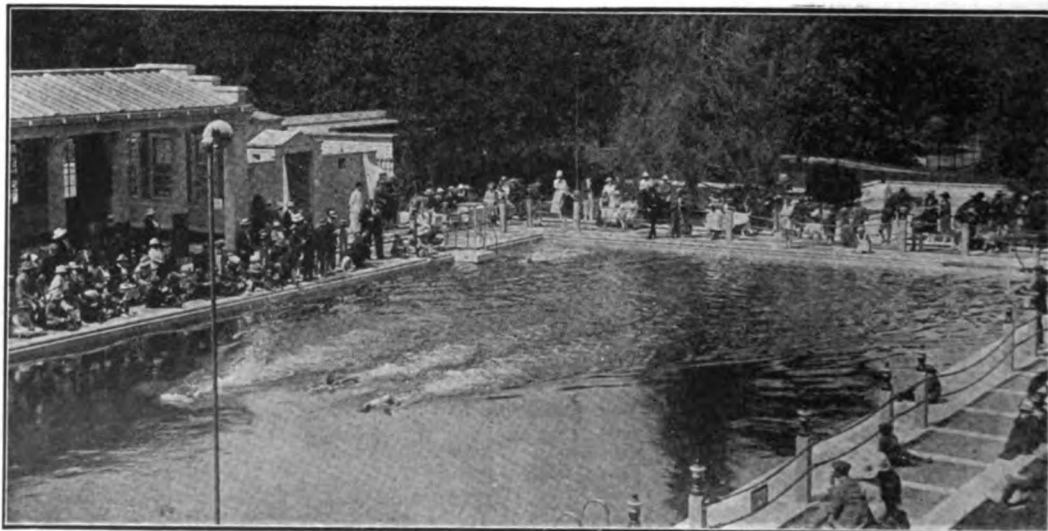


FAMED DEL MONTE LODGE

On Pebble Beach, Carmel Bay, where the members of the Automotive Association with their families will "recreate" while attending the Convention.

- R. A. Picard, A. J. Pickard Co., New York.  
 Mr. and Mrs. O. Albertson, Mr. and Mrs. B. Weldon and daughter, Albertson & Co., Sioux City, Iowa.  
 J. C. Hipp, Penn. Rubber & Supply Co., Cleveland.  
 E. C. Deardoff, Toledo Rubber Co., Toledo.  
 R. A. Picard Co., A. J. Pickard Co., New York.  
 E. R. Waterman, Splitdorf Electrical Co., New York.  
 Mr. and Mrs. W. J. Ford, Gill Piston Ring Co., Chicago.  
 Mr. and Mrs. W. J. Shay, Champion Spark Plug Co., Chicago.  
 Mr. and Mrs. W. T. Walker and family, Walker Mfg. Co., Racine.  
 E. J. Hess, The Equipment Co., Kansas City.  
 J. F. Keegan, Chicago.  
 Mr. and Mrs. L. J. Miley, Russell Mfg. Co., Chicago.  
 Mr. and Mrs. J. S. McGauley, Beck and Corbitt Iron Co., St. Louis.  
 Mr. and Mrs. A. L. Severin, Severin Tire & Sup. Co., Oklahoma City.  
 Mr. and Mrs. V. L. Johnson, Johnson Bros. Auto Sup. Co., Wichita.  
 C. R. Churchill, Electric Appliance Co., New Orleans.  
 J. Van Benshoten, John Van Benshoten, Poughkeepsie, N. Y.  
 H. H. Brenner, I. J. Cooper Rubber Co., Cincinnati.  
 W. H. Walker, Walker Mfg. Co., Racine.  
 G. W. Anderson, Inland Machine Works, St. Louis.  
 F. W. George, Shattuck-George Co., Wichita.  
 Mr. and Mrs. L. H. Van Briggie and family, Van Briggie Motor Device Co., Indianapolis.  
 D. S. Campbell, Mr. and Mrs. Chas. W. Price and Mrs. McDonald, Tuthill Spring Co., Chicago.  
 Chas. F. and Miss Hodgson, Weaver Mfg. Co., Springfield, Ill.  
 Mr. and Mrs. C. F. York, York Supply Co., Greenville, Ohio.  
 Mr. and Mrs. Chas. N. Hauck, Perkins-Campbell Co., Cincinnati.  
 Mr. and Mrs. A. S. Hatcher, A. S. Hatcher Co., Macon, Ga.  
 Mr. and Mrs. H. B. Lasher, International Magazine Co., Chicago.  
 Mr. and Mrs. W. J. Heineke, D. Moberly, L. P. Halladay Co., Streator, Ill.  
 L. F. Iverson, Piston Ring Co., Muskegon, Mich.  
 L. H. Woodruff, C. S. Mersick & Co., New Haven, Conn.  
 Mr. and Mrs. J. S. Carswell, Carswell-Hammond Mfg. Co., Boone, Iowa.  
 N. Leverone, Hill Pump Valve Co., Chicago.  
 C. H. Shruptine, Cedar Rapids Co., Cedar Rapids, Ia.  
 F. G. Norton, J. D. Grant Co., Fargo, N. D.  
 H. C. Farran and W. C. Payne, Gates Rubber Co., Chicago.  
 Mr. and Mrs. C. J. Smith, C. J. Smith & Co., St. Paul.  
 A. J. Hopkins, Canadian Fairbanks Morse Co., Montreal.  
 Lee Freudenthal, Champion Ignition Co., Chicago.  
 Mr. and Mrs. W. E. Cody, W. E. Cody Co., Columbus.  
 Mr. and Mrs. H. M. Behan, Chicago Auto Equipment Co., Chicago.  
 J. T. Spicer, Thermoid Rubber Co., Trenton, N. J.  
 Miss Julia Braatsch, Automotive Equipment Assn., Chicago.  
 D. H. Lansing, Lansing Hardware Co., Scranton, Pa.  
 J. Liston, Hippee States Co., Des Moines.  
 J. B. McMullin, Western Mfg. Co., Oskaloosa, Ia.  
 J. R. Rhoads, Terre Haute Automobile Co., Terre Haute.  
 C. R. Swisshelm, Crescent Tool Co., Jamestown, N. Y.  
 F. Mayo, Mayo-Skinner Mfg. Co., Chicago.  
 W. R. Snyder, Frank Rose Mfg. Co., Chicago.  
 A. E. Gorham, Motor Specialties Co., Waltham.  
 L. R. Upham, Williams Hardware Co., Minneapolis.  
 H. B. Burlow, Templeton, Kenly & Co., Chicago.  
 Paul G. Niehoff, Paul G. Niehoff & Co., Chicago.  
 F. E. McGuire, Alvord Reamer & Tool Co., Millerburg, Pa.  
 Mr. and Mrs. F. E. Sparks and daughter, American Chain Co., Bridgeport.  
 Mr. and Mrs. W. S. Isherwood, Champion Ignition Co., Flint, Mich.  
 Dr. and Mrs. D. H. Cunningham, Chicago.  
 Mr. and Mrs. Fred Campbell, Fred Campbell Auto Supply Co., St. Louis.  
 Mr. and Mrs. W. McCollum Chas. O. Tingley & Co., Rahway, N. J.  
 Chas. J. Parker, Western Motor Supply Co., Minneapolis.  
 J. H. Rose, S. Smith & Sons, London.  
 F. R. Hall, Northwestern Chemical Co., Marietta, Ohio.  
 Mr. and Mrs. A. C. Johnson, Apex Electrical Co., Chicago.  
 N. J. Clark, General Sales Co., Detroit.  
 Mr. and Mrs. M. Miller, Master Sales Co., Omaha.  
 Mr. and Mrs. A. M. Roper and O. R. Dunn, Roper, Harris & Dunn, Greenville, Tex.  
 R. B. Miller, Service Products Co., Springfield.  
 A. S. Lenhart, Goodrich Lenhart Mfg. Co., Hamburg, Pa.  
 H. Gooch, General Auto Supply Co., Colorado Springs.  
 L. W. Korsmeyer, The Korsmeyer Co., Lincoln.  
 C. H. Hawley, Inter-Mountain Electrical Co., Salt Lake.  
 O. J. Shields, F. W. Stewart Co., Chicago.  
 Theo. Bass, National Electrical & Auto Supply Co., Peoria.  
 W. F. Neff, Automobile Supply Co., Chicago.  
 Mr. and Mrs. H. E. Patterson, Warner-Patterson Co., Chicago.  
 F. J. Radloff, A. Nelson Mfg. Co., Chicago.  
 L. W. Perkins, Jiffy Jack Co., Cleveland.  
 L. Weidenhoff, Jos. H. Weidenhoff, Chicago.  
 H. J. Reade, Wheeler Scheller Co., Indianapolis.  
 H. E. Duffield, New Era Spring & Specialty Co., Grand Rapids.  
 W. A. White, Orr Iron Co., Evansville.

Ludwig Ilfeld who for twenty years has been a leading merchant at Las Vegas, New Mexico, has purchased the Greenclay Hardware Store in his city and will combine the two businesses. Mr. Ilfeld has recently purchased a new building and when alterations are complete the combined stocks will be carried in the new home.



For those members of the National Automotive Convention who hesitate to "brave the briny deep" at Monterey while attending the Convention at Del Monte, a special swimming pool has been constructed on the grounds, where they may sport to their hearts' content.





We strongly advise selling Hygrade Lamps at list. They're worth it.

## Satisfactory Profits From Hygrade Lamps

The Hygrade Selling Plan enables any dealer, however small his total sales, to make—even from the start—a satisfactory profit from those sales.

Hygrade Lamps are sold to you just like any other merchandise—at outright sale.

You sell them just as you sell other merchandise—at your own price and under your own terms.

Hygrade Lamps, too, are made so thoroughly that in spite of their higher cost, they yield a greater net profit because sales are so much larger and complaints so few.

### HYGRADE LAMP CO

GENERAL OFFICE  
AND FACTORY



SALEM MASS



# BUR-NOR HATCHETS

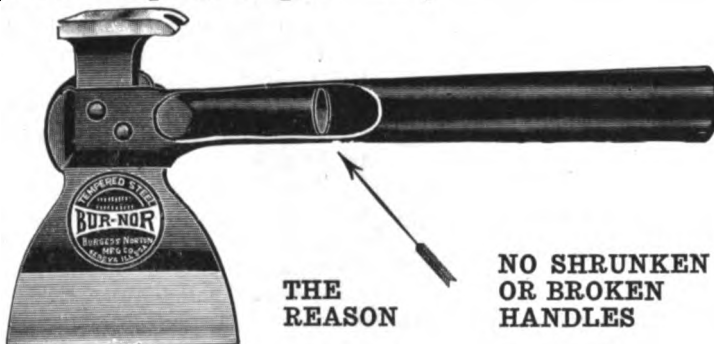
## HOLLOW STEEL HANDLES

Nationally Advertised

Always to be depended upon—They never lose their heads

**NO  
LOOSE  
HEADS**

**BETTER  
AND  
CHEAPER  
THAN  
WOOD**



**NO SHRUNKEN  
OR BROKEN  
HANDLES**

A High Grade Tool Sold Under an Unconditional Guarantee  
Standard Equipment on 31 Railroads

## BURGESS-NORTON MFG. CO.

SAN FRANCISCO

GENEVA, ILL.

SEATTLE

85 WALKER STREET, NEW YORK

**R. R. ENGLEHART**

President Automotive Equipment Association. The National Convention to be held at Hotel Del Monte this year, commencing June 10th, promises to be the most largely attended as well as one of the most interesting and helpful meetings that the Association has ever held.

President Englehart believes that all members who have not visited the Pacific Coast will avail themselves of this opportunity.

**R. A. STRANAHAN**

Vice President of the Automotive Equipment Association, who ably seconds President Englehart's efforts and invitation for the biggest Convention yet held. Mr. Stranahan and a number of his associates of the Champion Spark Plug Co. can be counted upon to practice what they preach and lend a helping hand.

### NEGATIVE VIRTUES OF AN AUTO

An auto never kicks the dashboard to flinders and then looks around, longing for more worlds to conquer; no, not even in these days of scarcity of fuel.

An auto never gets the line under her tail and holds on like the bulldog in the Hoosier Schoolmaster that "heaven and yarth couldn't make let go."

An auto never takes the bit in her teeth as a dog would a bone, and then runs away with it—not a bit of it!

An auto never shies out from a newspaper and scatters its human load all over the inhuman street.

An auto can cover more miles in a day than old Dobbin could in a full-fledged month. Even a newly-tried auto never becomes weary, but is always workbrittle. And the name of their owners is "Legion."

Why should an unjust judge say to the guileless autoist: "Fine"? This patting a man on the back with one hand and taking money out of his pocket with the other, is hard on a modest man's feelings or on a poor man's cash.

Never try a self starter on a balky horse or kindle a fire under a balky auto—you cannot reverse nature without suffering reverses yourself.

### MOTOR BRIEFS

The first New York show was held in 1900.

In 1898 gasoline sold for 6 cents a gallon.

The first four cylinder car was brought out in 1900.

In 1896 Barnum & Bailey announced that they would exhibit throughout the country a "horseless vehicle."

In July, 1898, the news was given that a plant would be built to turn out "one motor carriage a week."

Gen. Nelson A. Miles, Chauncey M. Depew, and John Jacob Astor were judges of the second automobile run to be held in this country.

In 1896 there were only four automobiles in the United States.

The first long distance tour was made from Cleveland to New York. It took from July 28 to Aug. 7.

The highway budget of the United States for 1920 is four times greater than the expenditures for similar purposes in 1919. The proposed amount will be \$633,000,000 as compared with \$125,000,000 for 1919.

This will mean greater use of passenger cars and motor vehicles than ever before and will be a great incentive to the ship-by-truck movement all over the country. If production schedules are increased so that the demand for passenger cars may be filled, this will undoubtedly be a banner touring year.

No amount of hot air by a disgusted motorist has ever inflated a punctured tire.



Nearly every customer that comes into your store for a car part or accessory is a prospect for one of the BEATS-ALL Products.

It is easy to sell any of these products when you explain to your trade that the original Stormproof qualities and Factory Durability can be restored by using any of these car ECONOMIES.

BEATS-ALL Top Dressings for Mohair, Pantasote and Imitation of Leather are the only Top Dressings in which LIQUID RUBBER is incorporated into the base. That is why they are sold on a guarantee to WEATHERPROOF and RE-RUBBERIZE the fabric.

If your jobber cannot supply you, write direct to these representatives:

**CHARLES A. DOWD SALES CO.**  
320 Market Street  
San Francisco, Cal.

**THE RUBBER SALES CO.**  
53 West Jackson Blvd.  
Chicago, Ill.

**CURRIE BROTHERS**  
511 Grand Building  
Atlanta, Ga.

For a Catalogue and Discounts

## Every Can Contains Lasting Protection for the Car Owner



### Mohair Top Dressing

Will give the shabby, leaky, weatherbeaten top that new appearance and factory durability. It re-dyes and re-rubberizes, making the fabric stormproof, leaving the top soft and pliable.

Pints, 85c; quarts, \$1.50



### Re-Knu Upholstery Dressing

The Upholstery which has become worn and shabby can be made to look as good as new by a coat of this dressing. Puts on a rich and elastic surface, retains the new pliability and affords a good durable wearing finish. Dries in 15 minutes.

Pints, 75c; quarts, \$1.35



### Drab Lining Dye

It re-dyes and re-finishes the inside lining a fast light color, giving it that fresh and new appearance. Covers all stains and discolorations.

Pints, \$1.35; qts., \$2.50



### Dull-Lac Top Dressing

For all Leather and Pantasote tops—weatherproofs and re-rubberizes—softens and preserves the material, giving it that rich egg shell non-gloss finish.

Pints, 85c; quarts, \$1.50



### Knu-Lac FORD Top Dressing

A coat of Knu-Lac applied to any FORD, Rubber or Imitation of Leather Top will positively waterproof and re-rubberize it. Gives it that original pliability and wearing quality—produces a rich gloss black durable finish.

Pints, 75c; quarts, \$1.35

MANUFACTURED BY

**Auto  
Specialties  
Mfg. Co.  
Incorporated**

40 ELM STREET  
BUFFALO, N. Y.

**WILLIAM M. WEBSTER**

Commissioner of the Automotive Equipment Association, whose untiring efforts for the past several years have resulted in placing the Association on a splendid basis in every particular. The Association is especially fortunate in having such a hard working and painstaking commissioner and secretary, for to a very great extent he is the wheel horse that must keep everything running smoothly and efficiently.

We feel sure that could they voice their feelings now, both Noah and Daniel and the other illustrious members of the Webster family, would add their approval.

## WE MUST PRODUCE

(By John S. Capper.)

The world is hungry for the things we eat, wear and use. Stark Hungry! The cupboard is bare as a bone. Prices mount to staggering figures and the cry of our worker is—more pay; shorter hours—and then a shortage shoots the price of things up another notch; again the cry—more pay; less hours. Ye Gods!

Must the vicious circle continue? Shall we never see that it is more hours we need, that to reduce the cost of things we use we must produce not less but more? I just received a cablegram from my brother in London, reading, "Market bare, prices awful, hopeless, sailing home. Oh, if Americans would grasp their opportunity."

Merchandise is even shorter on the other side than here. They have nothing to sell and their shelves are bare. They want to buy—to buy from America—to buy the things that Americans make—and the answer of our workers is—reduce our hours—44 hours a week instead of 60—a cut in production of 25 per cent.

The writer sympathizes with those who work. He understands what hard work, privation and struggle of life is—he has lived it. He has walked eight miles a day to earn fifty cents, carrying water for the workers who built the town of Pullman. He has gotten out of bed at three o'clock to milk fifteen cows on a winter's morning.

**F. T. CHASE**

Of the Frank Mossberg Co. and a member of the Board of Directors of the Automotive Equipment Association. Mr. Chase is anticipating a most interesting and helpful Convention, and considers it will be well worth the trip across the continent to visit with his associates and co-workers.

He has put in fifteen hours a day in a store. He is not a natural born plutocrat; rather—he is the son of a steel worker. He feels that he know the needs of those who struggle, but anyone would be foolish indeed who failed to see that the waste of time by carpenter, plumber or other worker, in turn raised the price of rent, raised the price of the very clothes that he himself wore, and everything used by him or his fellow worker.

Short hours in the city has made the farm worker restless; he, too, wants short hours and increased pay. May Kind Providence preserve us if farm workers ever insist on 44 hours per week, or an eight-hour day. You and I, my friend, will go hungry. I farm 800 acres and I know what short hours in the city are doing for the farm.

We may keep high wages, we may keep our present scale, and still reduce the cost of living by a simple remedy—work—good, hard, honest, faithful service—not 8 hours, rather 10 and then some. Let us for one year, at least, resolve to work, and work like H—!

Many a man works overtime to keep his auto tired.

There is only one careful auto driver. Yes, you can see him in the mirror.

When a man sits at the steering wheel for the first time he gives fancy full play, but when his machine balks he remembers that his auto is a fact, and that facts are stubborn things.

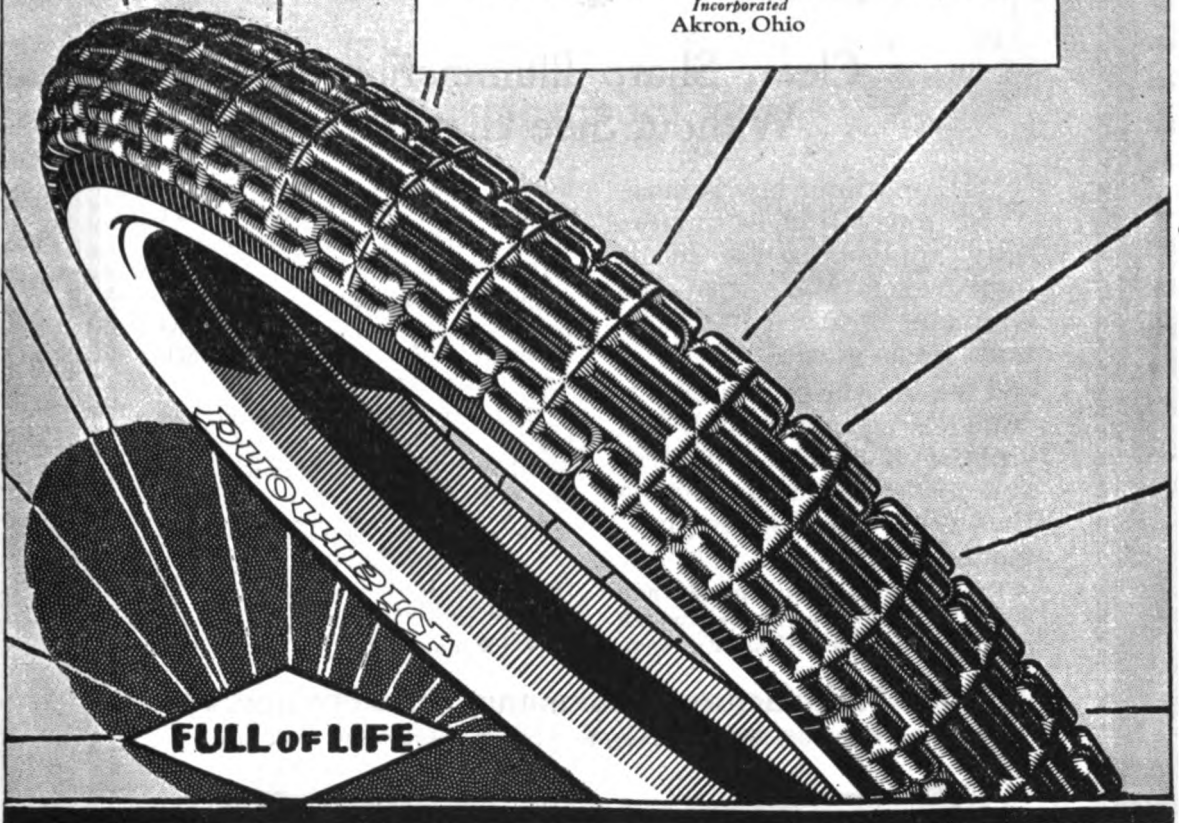
**D**IAMOND TIRES are the hardware dealer's most successful merchandised tires, because Diamond Tires are high quality tires—and the trade appreciates them. Diamond salesmen co-operate very closely with hardware dealers—and the hardware dealers know it. Diamond Tires are nationally advertised—and dealers cash in on it. Furthermore, Diamonds are giving such extra big mileage and splendid service that you have no trouble selling them and no trouble after they are sold.

*Adjustment Basis*

|                   |             |
|-------------------|-------------|
| Cords . . . . .   | 8,000 miles |
| Fabrics . . . . . | 6,000 miles |

**The Diamond Rubber Company**

*Incorporated*  
Akron, Ohio



# Diamond

## TIRES





## Clear, Sharp Illumination— Without Side Glare

**T**HE spotlight law is here. Soon it will be as universally applied as the headlight regulations, with the dominant feature "There must be no glare."

The Raydex Shaftlight, which is equipped with full circular Raydex Glassless and Glareless Lens, meets the most exacting requirements.

Each lens contains more than 9000 small metal reflectors, which eliminate all glare without absorp-

tion or diffusion of light. They concentrate and intensify the beam, providing clear illumination right where you want it.

Every dealer who has seen the Raydex pronounces it the most efficient and best looking shaftlight on the market.

Made of silver, aluminum and brass. Rattleproof, reliable and durable. Universal bracket fits any car.

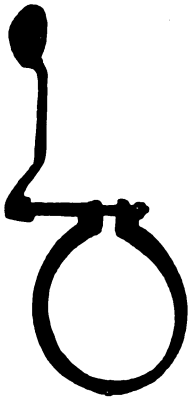
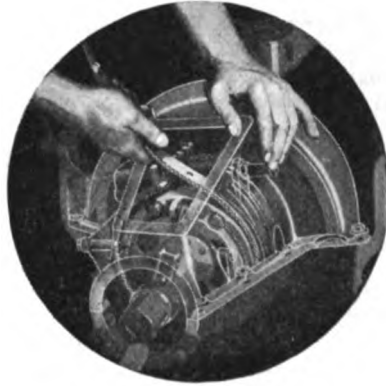
The Raydex Shaftlight is one of those profitable, easy-to-sell specialties that appeal to dealers and distributors.

Order a sample.

**Raydex Manufacturing Company, Brackenridge, Pa.**

Sales Dept.: Charles F. U. Kelly, Inc., 1834 Broadway, New York City

# RAYDEX



## Saves Time and Effort In Relining Ford Cars



**N**O longer is it necessary when relining Ford brake bands to tear down the transmission. Raydex Reliners have made the Ford one of the easiest cars to reline.

Simply remove handplate of transmission cover, pull out pedal, slip Raydex between transmission and drum, then reinsert pedal.

The job is finished in a very few minutes. The dealer

or garageman can complete with ease what formerly was a long, tedious job, and he makes a quick profit.

Also he will make many such sales, for the Raydex Reliner appeals strongly to Ford owners—thousands of whom are now having their brakes Raydex lined. Many will call on you. Will you be ready?

Order a sample.

**Raydex Manufacturing Company, Brackenridge, Pa.**

Sales Dept.: Charles F. U. Kelly, Inc., 1834 Broadway, New York City

# RAYDEX

# Motor Accessories Will Sell Big

**The How and Why of This Profitable Side Line  
For the Country Store.**

(By Frank Farrington)



The business on automobile accessories is growing, and it is growing rapidly. If the number of cars in use remained the same, the business would be a growing business, but with the number of cars increased every year, right in your community, it is one of the best lines a store can stock.

Perhaps a milliner or an exclusive woman's apparel shop might not be adapted to the trade, but even at that I am not sure but certain kinds of accessories might be sold even in those seemingly incongruous places.

## **Motorists Always on Lookout**

The point is that whenever automobilists see accessories displayed they will buy there if the appeal is strong enough. The motorist is always interested in automobile affairs. He is usually considerable of an enthusiast. He is looking for new things for use about the car, and he is constantly faced by big advertising of just such things. There is no line of goods you can stock that has the general advertising behind it that backs up automobile supplies and accessories.

An important fact about the accessories trade is that mighty few garages handle such things in a way that makes a strong appeal to the user. The garage is the natural source of supply of such goods, but most garages do not display the line in show cases or make attractive window displays, or use any merchandising methods in selling them. They simply depend upon the motorists coming there to buy because it is a garage.

Well, in many towns the garages are losing their hold on the accessories business, and merchants of one sort or another are grabbing it. There are in the larger towns accessory specialty stores, and even in competition with these, other merchants, general stores, harness stores, hardware stores, etc., are getting a profitable trade in the line.

Many stores, perhaps your own store included, carry automobile accessories without realizing it. A hardware store, for example, sells wrenches. A drug store sells flashlights. You may sell dry batteries or robes or lunch kits, or some few of the thousands of items that are properly enough classified with motor equipment.

Why not get all this automobile stock together and add the important items not carried and make an accessory department out of it, even if you have not been able to depart-

mentalize the stock? When you do this, you make a new appeal to the public, an appeal not being made before. You make a direct and distinct appeal to the motorist.

There, no doubt, is someone in your store, and there may be several, who own or operate cars. Such persons will have more intelligence about handling motor supplies than someone who does not know a bumper from a torison rod. And for a salesperson who knows nothing about automobiles there is only one way to wait on a customer in that line, and that is to let the customer wait on himself—or at least to keep still unless asked a question that can be answered intelligently.

So you need to have somebody on the job who knows something about the job and can camouflage the rest. And this somebody ought to be interested in the department and in its success. It is a department that requires constant attention, just like any other live department. The more interesting and the faster turning the line naturally is, the more attention it takes to keeping it going constantly.

## **Advantage of Keeping Up-to-Date**

You cannot run an accessories department on the basis of an idea that certain items are staples year in and year out and need only to be kept in stock and they will sell themselves. Self-selling is a feature of well-advertised automobile accessories, but there is such a constant change and improvement all along this line that it is a mistake to think of any portion of the stock as being permanently staple and free from change.

When you have picked out the best line of accessories today, you have taken care of the immediate future, but must watch the trade and especially its advertising in order to know about new and improved items when they are offered by the manufactures. Before reordering on any novelty, be sure that it has not been or not being superseded by some improvement. Keep up to date along the line.

## **Buy Stock to Suit Needs of Your Community**

In order to know what and how to buy for accessories trade you should make a study of the field. Consider the type of car used mainly by your customers and the type used by people whose trade you may be able to get. Pick your stock to fit your customers. Stock up with a good variety of Ford car accessories and specialties if your customers are in the main Ford users, and be prepared for that class of trade to some extent, anyway, because there is

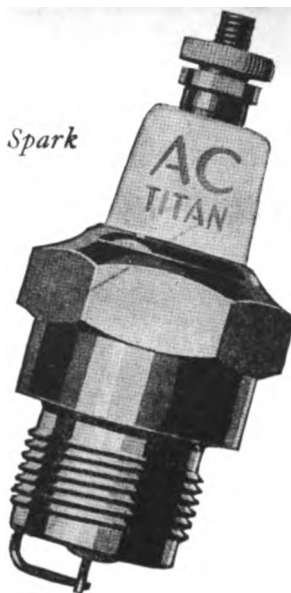


**These manufacturers use AC Spark  
Plugs for factory equipment**

Acacon Trucks  
 Ace  
 Acme Trucks  
 Advance Rumely  
 Tractors  
 Ahrens Fox Fire Trucks  
 Alsace  
 American Beauty  
 American-La France  
 Anderson C. Trucks  
 Apex Trucks  
 Apperson  
 Appleton Tractors  
 Argonne Four  
 Associated Engines  
 Atco Trucks  
 Austin Manufacturing  
 Company  
 Automatic Lighting  
 Plants  
 Available Trucks  
 Avery Tractors  
 A & T Tractors  
 Bates Steel Mule Tractors  
 Beaver Motors  
 Beck-Hawkeye Trucks  
 Beeman Garden Tractors  
 Bell  
 Bellanger Freres (France)  
 Beasmer Gaso-Kero  
 Engines  
 Betz Trucks  
 Birch  
 Boeing Tractors  
 Bour Davis  
 Braddon  
 Bradley  
 Bridgeport Trucks  
 Briggs & Stratton  
 Motor Wheel  
 (formerly Smith)  
 Brinton Trucks  
 Brockway Trucks  
 Buda Motors  
 Buffalo Motors  
 Buick  
 Bullock Creeping-  
 Grip Tractors  
 Cadillac  
 Cameron  
 Capital Engines  
 J. I. Case T. M. Co.  
 Chandler  
 Chevrolet  
 Chicago Trucks  
 Clark Tractors  
 Cleveland  
 Cole  
 Collier Trucks  
 Comet  
 Commonwealth  
 Conestoga Trucks  
 Continental Motors  
 Curtiss Aeroplanes  
 Deane  
 Dart Trucks  
 Davis  
 DeLance Trucks  
 Delco-Light  
 Denby Trucks (Canada)  
 Dependable Trucks  
 Diamond T Trucks  
 Diehl Trucks  
 Dodge Brothers  
 Doman Engines  
 Domestic Gasoline  
 Pumping Engines  
 Dort  
 Duesenberg Motors  
 Duty Trucks  
 Dyanelectric Plants  
 Eagle Tractors  
 Eclipse Engines  
 Elmir  
 Essex  
 Excelsior Motorcycles  
 Fairmont Ry. Motors  
 Falls Motors  
 Federal Trucks  
 Flour City Tractors  
 Friable Motors  
 Frontmobile  
 F-W-D Trucks  
 Galloway Engines  
 Gary Trucks  
 Genco Light  
 Glide  
 Golden West Trucks  
 Gramm-Bernstein Trucks  
 Gray Dort (Canada)  
 Gray Motors  
 G. B. S. Motors  
 G. M. C. Trucks  
 Hahn Trucks  
 Hall Trucks  
 Hamlin-Holmes  
 Front Drive  
 Harvey Trucks  
 Hatfield  
 Haynes  
 Henderson Motorcycles  
 Hendricks Trucks  
 Herschell-Spittman  
 Highway-Knight Trucks  
 Holt Tractors  
 Howell Tractors  
 Hudson  
 Huppmobile  
 Huriburt Trucks  
 H. R. L. Trucks  
 Independent Trucks  
 Ingersoll-Rand  
 Air Compressors  
 Jackson  
 Johnson Motor Wheel  
 Jordan  
 J & J Trucks  
 J. V. B. Marine Motors  
 Kalamazoo Trucks  
 Karavan Trucks  
 Kearns Trucks  
 Kent Concrete Mixers  
 Kenworthy  
 Keyatone Trucks  
 Kissel Kar  
 Kiesel Trucks  
 Kleem Trucks  
 Knox Tractors  
 Koehler Trucks  
 Koehring Road Pavers  
 Lalley-Light  
 Lathrop Marine Engines  
 Lauson Tractors  
 Leach Power-Plus Six  
 Liberty  
 Linn Road Tractors  
 Locomobile  
 L. M. C. Trucks  
 Maccar Trucks  
 Malbohm  
 Marmon  
 Master Trucks  
 Maxim Fire Trucks  
 Maytag  
 McLaughlin (Canada)  
 Menominee Trucks  
 Meteor  
 Midwest Engines  
 Milwaukee Gasoline  
 Locomotives  
 Minneapolis Motors  
 Minneapolis Tractors  
 Mitchell  
 Monroe  
 Moreland Trucks  
 Napoleon Trucks  
 Nash  
 National  
 Nelson  
 Nelson Tractors  
 Nelson-La Moon Trucks  
 Netco Trucks  
 New Britain Tractors  
 Noble Trucks  
 Northlite Lighting  
 Plants  
 Oakland  
 O. K. Trucks & Tractors  
 Old Reliable Trucks  
 Oldsmobile  
 Onelda Trucks  
 Oshkosh Trucks  
 Owens Light &  
 Power Plants  
 Packard  
 Paige  
 Pan  
 Parker Trucks  
 Patterson  
 Patriot Trucks  
 Perfect Power Sprayers  
 Phisana  
 Pierce-Arrow  
 Pilot  
 Pioneer Tractors  
 Pittsburgher Trucks  
 Porter  
 Premier  
 Ranger Trucks  
 Red Wing Thorobred  
 Motors  
 Reo  
 Re Vere  
 Reynolds Trucks  
 Riker Trucks  
 Roamer  
 Roberts Motors  
 Robinson Fire Trucks  
 Rock Falls  
 Rowe Trucks  
 Rutenber Motors  
 R. & V. Knight  
 St. Cloud Trucks  
 Seamon Tractors  
 Sandow Trucks  
 Sanford Trucks  
 Sawyer-Massey  
 Tractors (Canada)  
 Saxon  
 Schwartz Trucks  
 Scripps-Booth  
 Scripps Motors  
 Walden W. Shaw  
 Signal Trucks  
 Slinger  
 Sperryway Motors  
 Standard "B"  
 Standard Trucks  
 Stanwood  
 Stearns-Knight  
 Sterling Engines  
 Sterling Trucks  
 Stevens-Duryea  
 Stewart  
 Stewart Trucks  
 Stockton Tractors  
 Stouton Trucks  
 Strubel Engines  
 Sullivan Portable  
 Air Compressors  
 Sullivan Trucks  
 Super Trucks  
 S-S-E-Co.  
 Texas  
 Tima Trucks  
 Tioga Tractors  
 Titan Trucks  
 Tepp-Stewart Tractors  
 Tower Trucks  
 Trego Motors  
 Turner-Simplicity  
 Tractors  
 Union Marine  
 Engines  
 United Trucks  
 Universal Trucks  
 Ursus Trucks & Tractors  
 Van Bock Motors  
 Veeco Motors  
 Vim Trucks  
 Vogue  
 H. J. Walker Motors  
 Walter Trucks  
 Ward La France Trucks  
 Watson Trucks  
 Westcott  
 White  
 White Hickory Trucks  
 Whitney Tractors  
 Whitits Trucks  
 Wilson Trucks  
 Wisconsin Motors  
 Wolverine Tractors  
 Woolery Ry. Motors  
 W. S. M. Motors

*The Standard Spark*

*Plug of the World*



Your customers will never demand as much  
 of AC Spark Plugs as Tommy Milton did  
 in winning the recent 50-mile Los Angeles  
 Speedway race at an average of 111.8 miles  
 per hour. But there's a world of satisfac-  
 tion in knowing that the spark plugs you  
 sell will stand up under such terrific punish-  
 ment. Moreover, the achievements of  
 AC's—spectacular and everyday—have  
 given them a pronounced preference, both  
 as factory equipment and as replacements.  
 Write today for complete dealer information.  
 Champion Ignition Company, FLINT, *Michigan*

always a big field for the sale of "trimmings" for cheap cars which are sold with comparatively little on them in the way of extras.

There are many people who are glad to buy the small parts and minor supply items for cars at a store where they are sold at their value rather than with a service charge attached. A man who wants a dry cell which he could just as well take home and put in the car himself would rather buy it at your store for the regular price than to go to the garage for it and feel under obligations to let the mechanic put it in, and usually as a result have to pay double its actual worth.

#### Women Buy Accessories

Spark plugs, battery connections, coil springs, grease cups, many other things, are salable easier in a store than in a garage. Then, too, women who have occasion to make any such purchases, where they are sent for them by their husbands when coming to town, don't find garage shopping agreeable or easy. They prefer a store. And if you know of women drivers who are interested in accessories, and they always are, you know they will look them over and ask about them in a store when they rarely, if ever, would get to see them in garages.

The feminine trade is increasing in the automobile accessory and supplies line, and it is a wise merchant who makes his plans accordingly.

In many towns with pretty good garages it is difficult to get specialties for your car, because the garages do not bother to stock up with anything until they are practically compelled to do so, and in the meantime, with no regular local source of supply, motorists get on without what they want.

#### Garages Usually Not Merchants

Oh, yes, the garage man will order for you almost anything you say you want him to get, but have you ever had much experience right along that line? You know how it works when you try to get a garage man, the average garage man, to order, say, a different spark plug or a different kind of piston rings from the kind that he keeps.

He wants to sell what he has. He is a conservative on these new developments. He says, "Oh, yes, I see advertising every day for some new thing like that and they all claim theirs is the best. I'll get it for you if you say so, but it ain't any better than what I've got." It makes it hard work to get a special order through, and it takes a long time to get the thing, because the man getting it for you is glad to see the order held up, and to have the whole proposition fall through, pleases him.

As a merchant you know how to give the trade service on special orders, and you want to get the trade and you can make it easy for motorists to get what they want through you. If you advertise strongly that you are prepared to get for a motorist any specialty he sees ad-

vertised and wants, you will interest him in a kind of service he has had little to do with hitherto.

By keeping in touch with the big advertising of makers of accessories you can be supplied with at least a minimum stock of such new things and display them along with the clipped out magazine advertisements of them, and in this way you will tie up your store to the advertising. You can make your accessories department known as headquarters for advertised accessories. If you work along that line you will make a strong appeal to the interest of the best buying class of car owners.

You find that owners sort of naturally divide into two classes, those who are enthusiastic about their cars, who might be said to specialize on their cars, and those with whom cars are more or less incidental. The latter class are interested mainly in getting the things the car needs, as it needs them in order to give good service. The former class are looking for new features just because they are new, for extra equipment that will add to appearance, speed or comfort, that will bring the old car up to date, or give it more style.

#### A Mailing List Most Useful

In arranging your mailing list of motorists, for you must have one for advertising purposes, you will do well to check it up in such a way that you can reach any class of users you want to reach without the waste circulation involved in sending advertising to those whom it would interest.

There are accessories you can sell that the garage rarely sells because it does not try to sell them. Take piston rings, for example. The average driver gives them no thought. The garage man does not suggest trying any special ring in a car. The sale is comparatively small. But you stock a few sets of rings in the best selling sizes and you call motorists' attention to the fact that they get more power for less money, get snappier action and use less gas by putting in a set of those rings, and you will make sales because you have something to offer that presents a real value. There are great opportunities for branching out along this line and getting trade that is just waiting for you to come after it—or for someone to come who has the merchandising sense that successful merchants lack, or lack incentive for using.

The point with the garage man nowadays is that if he is the right kind, he has all the business he can handle, and more than likely he is in the position where the motorist deems himself lucky if he can get a mechanic to take time to look at his car. Under those conditions the garages are not going to try to develop their accessories to trade. They feel no need for it. They are not giving it much thought. This is the time for the merchant who can handle accessories, to get busy and lay the foundation for a future trade in that field that will be mighty profitable to him for years.



# RUSCO CLUTCH FACINGS



They are dependable. This has been proven by their actual use on automotive vehicles of all kinds, from heavy truck to speedy roadster.

In congested city traffic and on hilly country roads, they have been a source of positive protection to those who drive and ride. So has been RUSCO Brake Lining.

And that protection is woven into their every strand.

**WEAR LONGEST—GRIP STRONGEST**

**THE RUSSELL MANUFACTURING CO.**

38 Factory Buildings

Established 1830

25,000 Shuttles

**RUSSELL AVENUE, MIDDLETOWN, CONNECTICUT**

Branch Offices

NEW YORK, 349 Broadway  
ATLANTA, 60 S. Forsyth St.

CHICAGO, 1438 Michigan Ave.  
DETROIT, 266 Jefferson Ave., E.

San Francisco, Cal.

Western Representatives, JOHN T. ROWNTREE, INC., Los Angeles, Cal.  
Seattle, Wash.

Salt Lake City, Utah

Denver, Colo.

Southwestern Representatives, WARE SALES CO., Dallas, Texas

**RUSCO**

**L. P. HALLADAY**

Vice Chairman of the Board of Directors, and president of the well known L. P. Halladay Co., of Streator, Illinois. Mr. Halladay is looking forward with much pleasure to the Del Monte Convention and expects a "bumper" meeting.

**G. L. BRUNNER**

Is the New York representative on the Board of Directors of the Association, and a member of the well known Brunner Mfg. Co. of Utica, New York. Mr. Brunner will meet his many friends at Del Monte.

### BRITISH MOTOR TAXES BASED ON ROAD WEAR

U. S. Consul William J. Grace, at Sheffield, England, cables that the new taxes, which it is contemplated will be levied on motor vehicles in the United Kingdom, will be based on the principle of road wear and tear, according to a statement of the Ministry of Transport.

The "horsepower" will be the unit for the calculation of the tax on private motor vehicles, their weight the unit for commercial vehicles, and their seating capacity for hackney carriages and omnibuses. Motorcycles will be taxed on their weight, with an extra amount for side car or trailer.

The proposals, which are likely to figure in the recommendations of the Motor Legislation Committee—a body advisory to the Ministry of Transportation—are that private motor cars should be taxed \$4.87 at normal exchange per unit of horsepower, with a minimum of \$29.20; that commercial vehicles should be taxed according to their weight, and that the tax on hackney carriages and motor omnibuses should be based on their seating capacity.

Of commercial vehicles, it is estimated that there will be 1000 motorcycles, and these will be taxed \$14.60, and the 3000 three-wheeler motors will each have to pay \$19.47. The 30,000 commercial vehicles not exceeding 1 ton, unladen weight, will pay \$77.86; the 12,000 vehicles exceeding 1 ton and not exceeding 2 tons, unladen weight, will pay \$102.20; the 20,000 vehicles exceeding 2 tons and not exceeding 3 tons, unladen weight, will pay \$121.66; while the 15,000 vehicles of between 3 and 4 tons, un-

laden weight, will be taxed \$136.26; and the 8000 vehicles of over 4 tons, unladen weight, will have to bear an annual tax of \$146.

It is estimated that there will be approximately 210,000 pleasure motor cars, and each of these will be taxed, as already stated, on the basis of \$4.87 per unit of horsepower, with a minimum of \$29.20.

There is a variety of other miscellaneous vehicles which will come within the scope of the new taxation proposals; for instance, the 10,000 commercial vehicles with the right to draw trailers, and for which a special tax of \$24.33 may be imposed. The 2,000 motor tractors may not escape with less tax than \$102.20. Road locomotives will, according to their weight, pay \$121.66 to \$146 each, while agricultural tractors used on roads for haulage will pay a \$48.67 tax, although agricultural tractors not used for haulage may escape with but a nominal duty of a few shillings.

### THE PUZZLE

When the cranker, a' cranking, keeps  
turning the crank;  
And his muscle, though lanky, keeps  
growing more lank;  
While his hair, wet and danky, keeps  
getting more dank;  
And his words, which are rankling, keep  
growing more rank;  
"Which," we say, "is the cranker, and which  
is the crank?"

The man who only half tries doesn't even  
half make good.



*A distributor may not have been appointed in your community and we may need each other*

**THE EMPIRE RUBBER & TIRE CO., Trenton, N. J.**

## Another sale!

## You can't keep them on your shelves

**M**EN who are always on the lookout for *quick sellers* push Johns-Manville products. They keep the Johns-Manville Speedometer for the new Fords on display. They go after the Ford owners—and they make sales. It doesn't take long to attach this accurate, useful instrument and there's a mighty good profit in it.

These up-to-date dealers also keep an eye on their customers' brakes. They tell their customers when their brakes need relining and they sell them Johns-Manville Non-Burn Asbestos Brake-Lining. They know it will give entire satisfaction because it is Johns-Manville Asbestos from mine to brake.

All over the country these men are selling Johns-Manville Automotive equipment under a sales policy that protects their profits. Want to be one of them? Ask the nearest Johns-Manville Branch.

H. W. JOHNS-MANVILLE CO., 296 Madison Avenue, New York City

10 Factories—Branches in 63 Large Cities

For Canada: CANADIAN JOHNS-MANVILLE CO., Ltd., Toronto





Through—

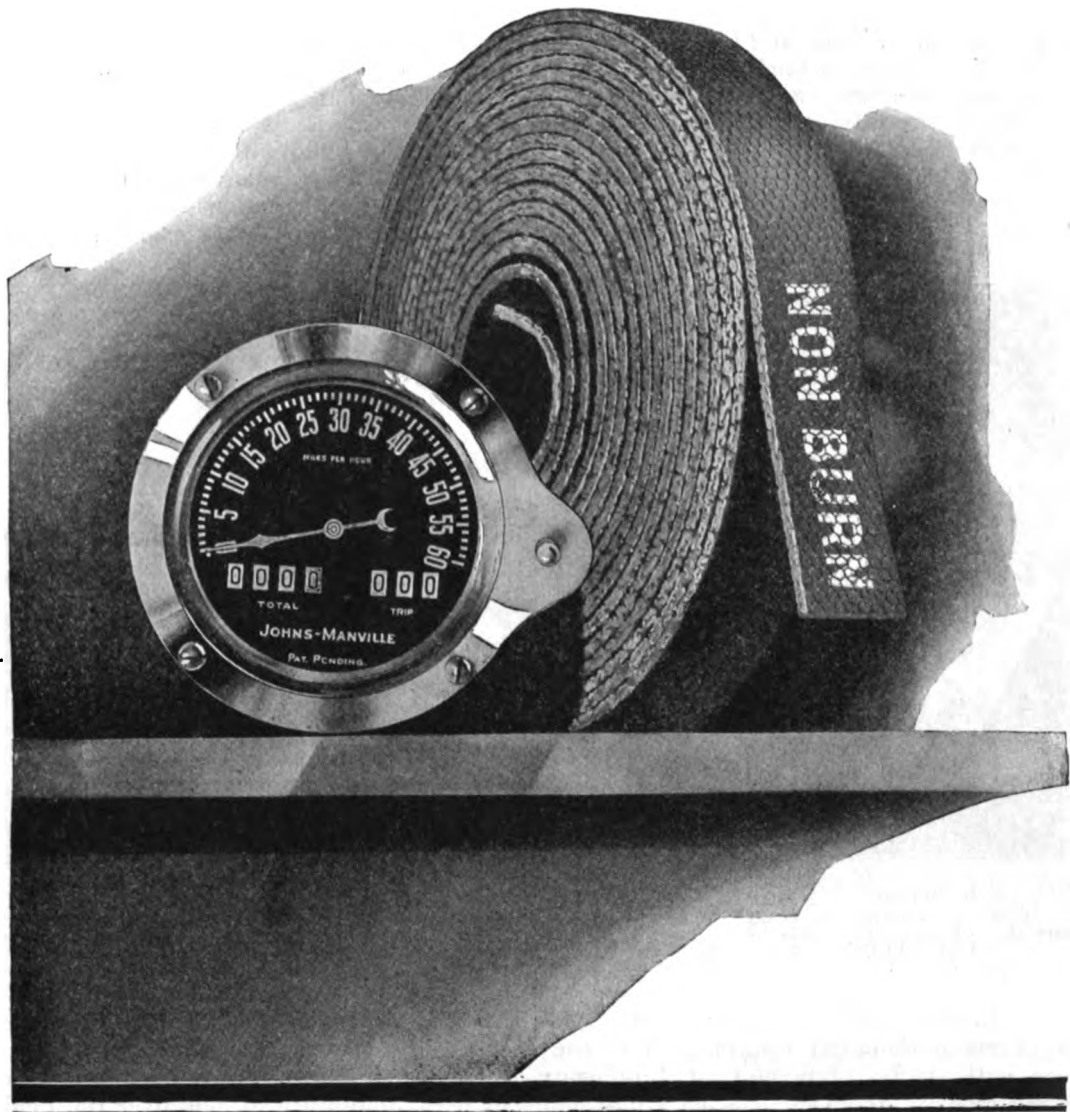
# Asbestos

and its allied products

JOHNS-MANVILLE  
Serves in Conservation

Hear Insulations, High  
Temperature Cements,  
Asbestos Roofings,  
Packings, Brake  
Linings, Fire  
Prevention  
Products

# JOHNS— AUTOMOTIVE



# MANVILLE

## EQUIPMENT



# Trade Conquerors for American Injectors

**Captain Lamson's Field Is the World, While  
Lieutenants Beall and Lippincott Campaign  
Famously in the West**

**I**N meeting the big men and leaders in the industrial field, particularly those connected with hardware manufacture or distribution, it is always interesting to inquire into their background. How did they enter the industry or trade? What was their first job? What gift of heredity or environment prepared them for their special place in the field?

steam into water and inject the water back again into the boiler at the same pressure.

Surely that is romance for a mechanical minded boy! So young Lamson went into the plant and started with a broom and oil can. In the nearly thirty years since he has developed with the injector and with the Company until he is a member of the firm and a most import-



**F. M. BEALL**

A glance shows that he combines force, enthusiasm and a keen business sense in representing eastern manufacturers in the western territory.



**C. L. LAMSON**

Secretary and Foreign Ambassador of the Penberthy Injector Co. Mr. Lamson returns from the Orient more proud of his American interests than ever.



**J. B. LIPPINCOTT**

Familiarly known as "Lip," whose genial personality and faithful service to his principals and his customers are close to the hearts of the western trade.

C. L. Lamson, able secretary of the Penberthy Injector Company was recently in conference with J. B. Lippincott of Lippincott Beall & Company, western representatives and we put the question to each of them. "What was your first job?" "How did you happen to be where you are today?" The answer was surprising. Each man still represents the firm with which he commenced.

The Penberthy Injector Company was established in 1886 and 6 years later, in 1892, C. L. Lamson entered the organization. He had been a Detroit boy and with mechanical leanings he naturally turned to this new enterprise with such interesting and unlimited possibilities. The patentee Penberthy had devised an appliance which could take steam from the blow-off of a boiler at 150 pounds pressure, condense the

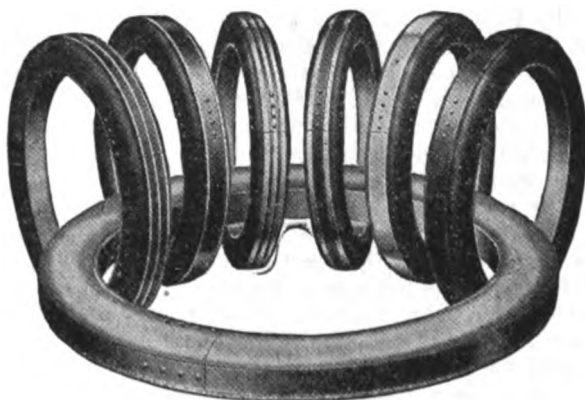
ant and invaluable one. In fact, Mr. Lamson is the only member of the firm not a member of the Johnson family. The company was founded by C. S. Johnson who took over the Penberthy patent and put it on the market. At the present time C. S. Johnson's two sons, Charles and Homer are with their father, and these four constitute the present officers.

A glimpse at Mr. Lamson's good features shows the twinkling eyes and brings out his characteristics. As is every industrial power, Mr. Lamson is level headed and decisive. He has the attribute of positive character which can be felt rather than described and which makes itself felt. He has a twinkle in his eye that is never to be forgotten. He enjoys a good story, sees a funny situation, and can laugh heartily afterward at what may have been a critical situation at the time.

# LOCKWOOD Tire Covers

Among automobile owners and dealers in all parts of the world, LOCKWOOD Tire Covers—formerly known by the trade-name, BAKER—are universal favorites, owing to their superior quality fabrics, workmanship, design and glove-like fit.

The LOCKWOOD Line is a Rapid Business Builder for thousands of dealers. Besides Tire Covers, it includes such nationally advertised Automotive Fabric Accessories as: Seat Covers, One Man Tops for Fords, Top Recovers, Side Curtains, "Summa Slip" Covers, and many others.



**LOCKWOOD MFG. CO.**  
BROOKLYN KANSAS CITY CHICAGO  
SUCCESSORS TO  
**AUTO FABRIC ACCESSORIES DIVISION**  
OF  
**BAKER & LOCKWOOD MFG CO.**

Send today for the new LOCKWOOD Catalog. Address Dept. K, of the Kansas City office or Brooklyn office, located at 473 Kent Avenue.

## Friends for Life

**N**EXT time your customer says "socket wrench"—sell him a "HEXALL" Set. The fact will stick in his mind that you put him next to a proposition that gave him 100% service and satisfaction. When admiring friends ask where he got it, he's sure to say—"Bill Smith sold me this 'HEXALL' Set; you can always depend upon Bill to give you the right dope." Try it.

That's the tonic that builds business. And, it's because folks without number all over the country are continually asking "HEXALL" users "where they got it" that "HEXALL" Socket Wrenches today are eclipsing all former selling records. True, "HEXALL" is "there" in every sense of the word—in fact, we contend that they are the best socket wrenches in the world.

Seven Sets—a "HEXALL" for every need—sold under this Guarantee of Faith:

**"Break Any Sedgley Wrench and We Repair It—No Charge"**

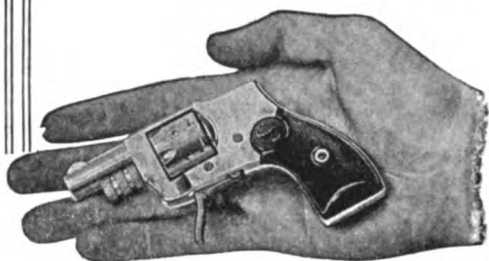
Speaking of "Best Sellers"—

remember the "BABY" Hammerless Revolver. This is WHY: Measures only 4 inches over all; weighs 6 oz.; shoots 6 .22 caliber short, sureshot, rimfire cartridges; hammerless; folding trigger, interchangeable parts.

**R. F. SEDGLEY, Inc. Est. 1897**

2311-13-15 North 16th St., Philadelphia, Pa.

Pacific Coast Representatives: McDonald & Linforth  
San Francisco, Cal.



"HEXALL" Ratchet Socket Wrench No. 2.  
11 Pcs.



"HEXALL" Socket Wrench No. 5—8 Pcs.

Late last fall, Mr. Lamson started off with his family literally to conquer the world for Penberthy Injectors. His itinerary included the Pacific Islands, China, Japan, Australia, India, Egypt and Europe. His entire trip as contemplated would have taken him over a year and probably two years. Unfortunately, Mr. Lamson was stricken in Manila with the influenza which developed into pneumonia. He was between life and death for some time and was naturally compelled to cancel his plans. His friends now considered it great luck that he is able to return, much less to go on.

However, if Mr. Lamson was an invalid when we met him, we should like to see him at his best for his forceful and magnetic personality are surely a threat and a challenge to his competitors—to all obstacles in his way.

All in all, Mr. Lamson is something of an injector himself—an injector of good will and of the highest type of business activity.

#### Trade Barriers in Japan

The cancellation of Mr. Lamson's plans interfered with his investigations and close contact with the situation. Yet in the short time he was over-seas, he was well able to catch the note on the wind in China and Japan.

"There is an entirely different attitude toward the American business man in China than there is in Japan. The Chinese merchant is ready to welcome you. You have to sell him to be sure and you have to convince him, but once you have sold him he is faithful and loyal. He realizes that American trade is to his advantage."

In Japan the attitude is entirely different. The American business traveler seems unwelcome. There is a suspicion in dealing with him. Of course they have their own goods but they also let you know that America and American goods are only tolerated when they are inevitable. "While in Japan Mr. Lawson had the peculiar experience of being shadowed by a rather crude secret service man. In his calls in the cities and even in traveling he was followed and watched with no stealth, but rather openly. He would be asked what his plans were when he would leave a city, and then he would be checked up. It did not bother Mr. Lamson, in fact, it rather amused him. But his impression of trade pioneering in Japan is not a happy one.

#### Growth of Lippincott, Beall & Co.

Our good friends Lippincott, Beall & Co. must not be overlooked in this connection. Their western representation of the Injector is one of those happy trade combinations so mutually congenial in handling western business.

J. B. Lippincott, or "Lip" as he is universally known to the trade, was originally connected with the Boston Woven Hose and Rubber Company. After his first experience on the road he was manager of the Philadelphia

branch and it was from there that he was sent to San Francisco some 15 years ago as western representative for the line. In this capacity he covered the entire territory west of Denver and was intimately familiar with every buyer and every condition in the territory.

After leaving school, F. M. Beall became associated with the Luthe Hardware Company, Des Moines, Iowa, where he spent about a year in stock, and then went on the road traveling Southern Iowa and Northern Missouri. In 1909 he accepted a position with Krakauer, Zork & Moye's, covering the states of Arizona and New Mexico. In three years, he had risen to Sales Manager, which position he held until May 1916, when he resigned to enter the present partnership business.

Lippincott, Beall's original offices were in El Paso and Los Angeles, Mr. Lippincott being in charge in California, with Mr. Beal in El Paso, where he had been so large a factor in the trade. Last year, offices were opened in San Francisco, Seattle and Portland in addition to the El Paso and Los Angeles offices. Mr. Lippincott took charge at San Francisco, while Mr. Beall left El Paso to take charge at Los Angeles. This year an office was opened in Honolulu.

The relations which exist between Lippincott, Beal & Co. and the Penberthy Injector Co. are typical of the spirit of confidence and mutual pride which dominates all the connections of this enterprising, wide-awake, clean-cut firm of western representatives. Their accounts are all those of established, high-principled manufacturers whose very name and connection is guarantee of the type of their representatives. And the sales organization under the able leadership of Mr. Beall and Mr. Lippincott is fast establishing the fact that an alliance between representatives of their own stamp and such manufacturers as the Penberthy Injector Co. is a combination that is as mutually profitable as it is agreeable.

#### INDIA MAN TOURS PACIFIC COAST

H. B. Hankinson, recently appointed Assistant Sales Manager for The India Tire & Rubber Co., of Akron, O., is now making a tour of the Pacific Coast as general representative of the India interests in the West. Mr. Hankinson is widely known in the Coast states, having formerly been connected with the Diamond Rubber Co., as Manager of the Seattle Branch and also as salesman in Los Angeles and Portland territories. Having previously acted as district manager, Mr. Hankinson's appointment with the rapidly expanding India organization comes with a remarkable record of accomplishments among distributors along the Atlantic seaboard. It is now his intention to cooperate with distributors in promoting trade on the Coast and to extend India representation west of the Rockies. It is reported that the India Tire & Rubber Co. will more than double its production capacity during 1920.

Colver Bros., of Holyoke, Colorado, have purchased the main hardware store at Paoli, Colorado. They expect to double the capacity and carry a stock commensurate with the new dimensions.





## On The Trail

**C**HIEF Keokuk's tawny warriors traveled a-horse. They broke new paths thru the wilds—opened up new country—broadened their territory. The horse was their "car."

Today, everywhere, America's motorists are blazing new travel trails, discovering to themselves new country, widening their vision, and enjoying all-outdoors. This is especially true when the car is shod with STANDARD FOURS—The Chief of the Tire Tribe.

These tires—made near the home of the old Indian Chieftain—partake of his qualities. They are essentially sturdy and true and hard to wear out. They travel easily over rough roads, cushioning the shocks of hard travel. America's motorists have been quick to sense the primitive strength and power of endurance built into STANDARD FOURS. This is the best asset for permanent dealers and distributors business.

*Write or wire for exclusive territory now open.*

**STANDARD FOUR TIRE COMPANY**

Dept. T. KEOKUK, IOWA

BRANCHES AT

Indianapolis, Ind., 245 N. Penn St.  
Los Angeles, Cal., 342 W. Pico St.  
Currie-Akers Tire Co., Atlanta, Ga.

# Standard Four Tires

"Chief of the Tire Tribe"



O. C. HILLIS

Of the Electric Appliance Co., San Francisco, State Vice President of the Association in California. Mr. Hillis' sparkling eyes and hospitable smile fairly beckon the delegates westward. He will be right beside Director Robert Winestock in performing the reception honors.



J. C. STILES, Esq.

Of the Stiles-Gilliland Mfg. Co., St. Louis. Mr. Stiles and the firm which bears his name are active and faithful members of the Association, and they are willing to be shown and to show, just as all good Missourians are.

### PROFITS ON NEW APCO ITEMS

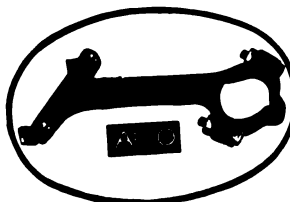


The Apco Manufacturing Company of Providence, perhaps the largest exclusive manufacturer of equipment for Ford cars in the world, are announcing some new numbers that will be of interest to the trade.

The combination muffler and cutout illustrated is made from a one piece casting, with a test valve as an integral part of the

item. All Ford cars have trouble with mufflers exploding, and this device eliminates this difficulty, besides providing an excellent means of testing for scrapes in the engine. It retails for \$5, costs the dealer \$3.65 in single lots, and \$3.39 in lots of five or more.

The Metal Oil Gauge shown is an innovation along these lines, as it is unbreakable, easily installed and the height of the oil can be determined even at night. It lists at one dollar, costs the dealer 58c, or 54c in lots of ten.



The Ford car is not equipped with a device to steady the steering column and the Apco Steering Column Brace shown in the cut will accomplish this result and make the column as rigid as that on the high priced cars. This device enjoys a tremendous sale. It lists at one dollar, and costs the dealer 66c, or 61c in lots of ten.

The margin of profit shown on Apco goods is exceptionally large and the large advertising campaign now being conducted by this company means quick sales to the four million Ford owners in this country.

A copy of their complete catalog will be sent to any Apco products, most of the good ones do.

### NEW MYERS' OIL FORCE PUMP



A new item in the line of F. E. Myers & Bro. of Ashland, Ohio, is the new Myers' Oil Force Pump. This pump has been designed and brought out to take the place of most expensive equipment. While it is not claimed that it is practical for every purpose, the manufacturers know that it is the most handy pump for private or public garages, warehouses and stock rooms and supply bases or wherever gasoline, kerosene or oil is used in large quantities.

As illustrated herewith, this is a hand pump to do away with the spigot or faucet which is in general so unsatisfactory for use on oil drums. It can handle lubricating oil, kerosene or gasoline and pumps oil direct to the measure from the steel barrel or drum.

Expensive cabinets are eliminated and at the same time the quick-closing lock eliminates any possibility of drip. As illustrated herewith, the pump is threaded for 1½ inch or 2 inch openings and screws right into the drum.



R. E. Hall is a new member of the Colorado trade, having opened a business at Brush, Colorado.



# BLACKHAWK

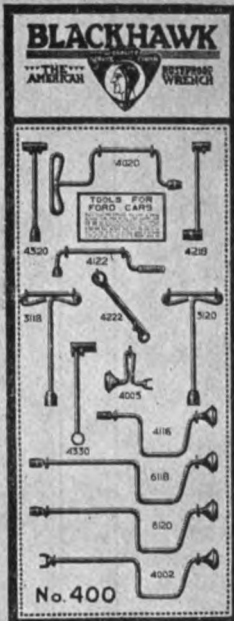
RUST-

QUALITY  
SERVICE FINISH

A-1

PROOF

# WRENCHES



The name Blackhawk on a wrench stamps that wrench as an accurate fitting, dependable tool—an appropriate wrench for expert machinist or skilled mechanic.

Sockets are machine turned from the solid steel bar and broached out. Every wrench is finished by the famous Parker rust-proof process.

Individual wrenches, standard combination sets, attractive display boards for dealers.

Every Blackhawk Wrench is guaranteed.

Write for catalog and prices.

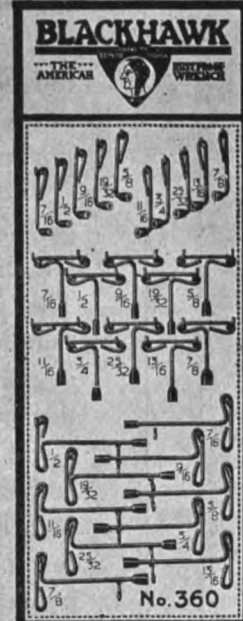
Manufacturers: We make wrenches according to specifications.

**American Grinder Mfg. Co.**  
MILWAUKEE, WIS.

Represented by  
**C. N. & F. W. JONAS**

OFFICES AT

Transportation Bldg. . . . . Chicago  
Equitable Bldg. . . . . Los Angeles  
111 New Montgomery St., San Francisco  
616 Pioneer Bldg. . . . . Seattle



# Announcement

**THE BLACK & DECKER**  
**Nº-46**

Several years ago we were convinced that the time would come when motor trucks would run on air like automobiles.

Having the courage of our convictions, we immediately set to work to develop an Electric Air Compressor suitable for the inflation of giant pneumatic tires.

At that time (early 1918) there was no garage Electric Air Compressor known to us which was intended for continuous service. The inflation problems of that time did not require it, and investigation indicated the futility of endeavoring to adapt any known design for this heavy service.

The first "No. 46" was finished in April, 1919, and came through all the tests we could devise with flying colors. Among other things, it was run continuously for 48 hours against 150 pounds pressure.

A number of these machines were then built and installed in various garages and service stations, where they have been operating perfectly for over a year.



The giant cord rolled into popular favor sooner than we anticipated.

It was not our intention to market these Electric Compressors so soon, as we have been unable to keep up with the demands for our smaller Lectroflater Electric Air Compressors, Electric Valve Grinders and Portable Electric Drills, but under pressure of the insistent demands from old customers, we have advanced our plans somewhat, and are now in limited production on the "No. 46".

Early this year we ordered steel for a new building, to be erected as soon as possible, which will be used exclusively for large scale production of "No. 46" outfits.

It will be some time still before we can put this new plant into production, and in the meantime orders for these Outfits will be filled in rotation.

### **THE BLACK & DECKER MFG. CO.**

**TOWSON HEIGHTS, BALTIMORE, MD., U. S. A.**

Portable Electric Drills    Electric Valve Grinders    Electric Air Compressors

#### **BRANCH OFFICES:**

New York, N. Y.    Philadelphia, Pa.    Atlanta, Ga.    San Francisco, Cal.    Chicago, Ill.  
Detroit, Mich.    Cleveland, Ohio    Buffalo, N. Y.    Boston, Mass.



# Boyco Service Units

*Mean Quick Sales*

Boyco Service Units mean a quick turnover, customers that are genuinely pleased and real satisfaction for merchant and patron alike.

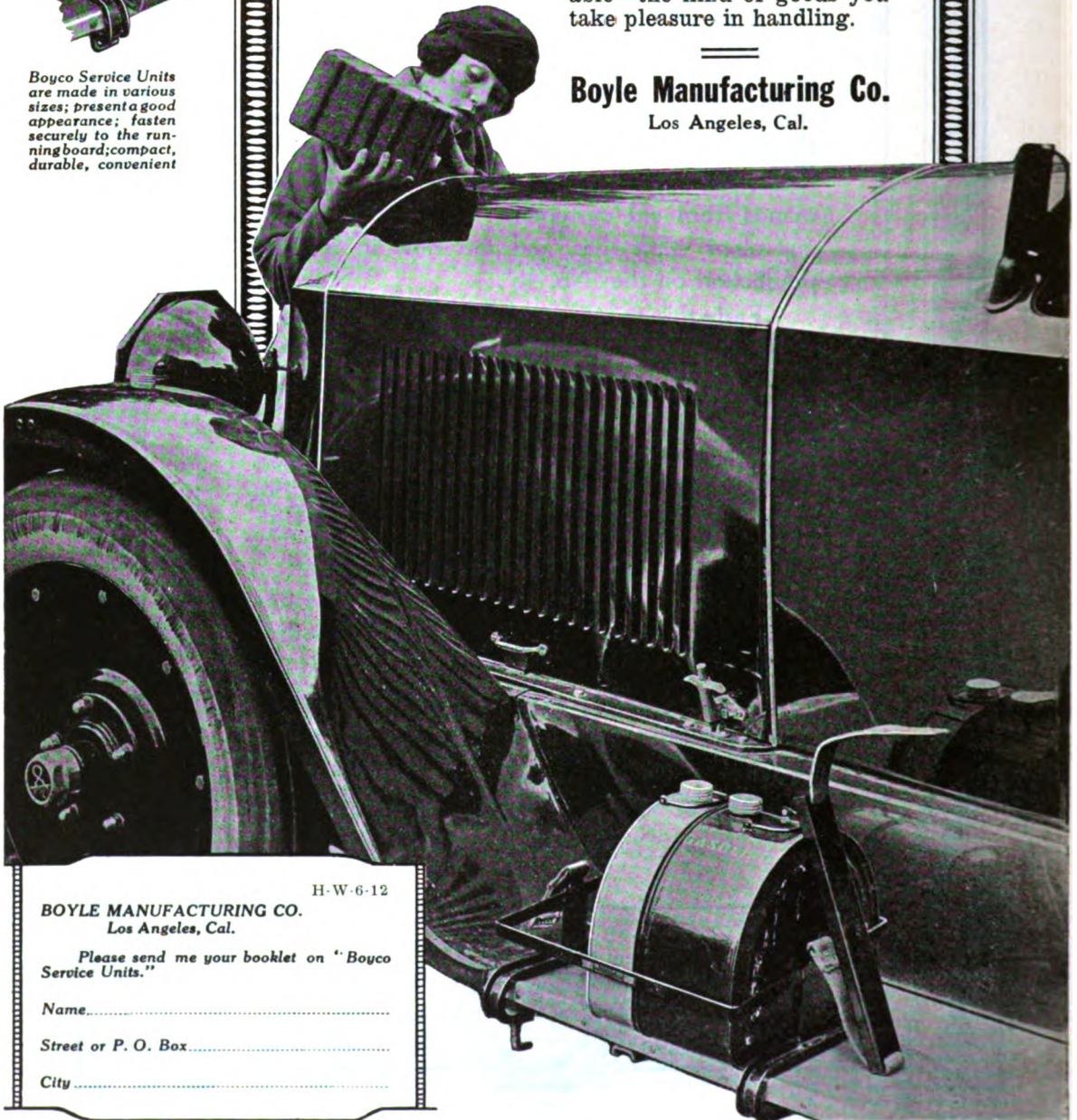
They fill a universal need—give safety, comfort and satisfaction to every motorist. Of superior and durable construction; dependable—the kind of goods you take pleasure in handling.

**Boyle Manufacturing Co.**

Los Angeles, Cal.



Boyco Service Units are made in various sizes; present a good appearance; fasten securely to the running board; compact, durable, convenient



H-W-6-12

**BOYLE MANUFACTURING CO.**  
Los Angeles, Cal.

Please send me your booklet on "Boyco Service Units."

Name.....

Street or P. O. Box.....

City.....

**ASK YOUR JOBBER FOR BOYCO PRODUCTS. IF HE CANNOT SUPPLY YOU, MAIL US YOUR ORDER WITH HIS NAME AND ADDRESS. SERVICE WILL BE RENDERED**



# Telling the Trade Tales of Tools

**F. W. Pratt Believes That the Toolsmith Should Know the Trade and the Salesman Know the Tool**

**M**ANY of us who are retail merchants feel that an area of 50 feet by 200 feet is quite considerable when it comes to keeping track of stock and looking after tools and customers. Some others of us who are wholesalers or jobbers devote our attention to the trade in a certain section of the country, perhaps several counties, or a state, or in some cases quite a section of the United States. When it comes to having your tool stock on various walls, bounded by the Atlantic and the Pacific Oceans, the Canadian and Mexican borders, the problem of looking after the stock and keeping track of the customers is all of one man's job. Yet that is the little task that F. W. Pratt has had wished upon him in behalf of the Goodell-Pratt Co.

For some time the Goodell-Pratt Co. have been known to the trade in every section with their stock of 1500 good tools. Of course we mean 1500 different kinds of tools. That limitation, however, has been outgrown, and these goodly toolsmiths of Greenfield have been adding to their line and increasing it rather than reducing it in the last years. Now there are "1500 and 150 more."

To get back to Mr. Pratt, Jr., son of Wm. M. Pratt, president of the company. Just to visit the Goodell-Pratt tools at work all over the United States and get the personal opinions of the users and distributors of the tools, Mr. Pratt has been making the rounds of the country during the last two months. Starting out from Greenfield in April, he jumped across the continent by the northern route, visiting the trade in each important center as he went. Arriving at Seattle he turned at right angles and went down the Pacific Coast as far as San Diego. Then he turned east again and visited the trade of the Southwest, and then the Middle West, and by June he was back again at his desk at Greenfield.

Although Mr. Pratt is a young man, he has been in the tool business for many years. He is one of those boys who spent his grammar school

vacation at the factory, or sealing letters in the office. With this early experience and getting the fever early, he did not take the college years and the trip to Europe that many a young man in his position would be able to claim, but he got right into the business.

He says in his own words briefly: "I was born in 1894, and have been busy ever since, either working or getting into trouble. I have worked at all kinds of jobs here in the factory, and I could not say when I really did start in."

At any rate, there are ten solid years of tool experience behind him, during which time he has thoroughly familiarized himself with such branches of the business as the stock, advertising department, factory and sales department.

## **An Army Officer in France**

This does not take into account the time during the war when young Mr. Pratt took a rifle out of Plattsburg camp and after several months chafing in Texas went over to France with the 30th Division. This war experience is still very vividly in Mr. Pratt's mind, and no wonder.

Commissioned a lieutenant in the infantry, he avoided chance after chance to be assigned to noncombatant branches of the service, and as a result he finally went over with a division whose regiments were broken up to serve with the Allies. It chanced that his outfit was destined to join the British on the Flanders front and there he was right in the thick of the fight month after month. In several

of the engagements his company was reduced to a handful of men. He was often in command of the company and in charge of larger fighting units.

For any young man this active fighting experience in the war shall never be forgotten, but for a tool man there is double importance in this intimacy with steel and men as they were mixed together on the western front.

## **W. M. Pratt Was Born to Tools**

As to the growth of the Goodell-Pratt Co. and the interesting background behind W. M.



**F. W. PRATT**

The steady, sturdy junior member of the Goodell-Pratt family, whose clean-cut features, whose outspoken manner, whose frank and square way of analyzing situations and meeting new friends is typical of the great institution to which he was born, and of the "1500 and 150 more" tools which they produce.



Pratt, founder and active manager of the company, the trade knows the story.

Born at Shelburne Falls, Mass., just at the close of the Civil War, "W. M." came into the tool business by heredity. His grandfather used to make Pratt Honest Axes, his father was superintendent at the Mayhew factory for some forty years.

After twenty years in Massachusetts in school and in the tool factories, he wanted a wider experience and broader outlook, so he started west. In a few years he was absolutely separated from anything that had to do with New England or with tools. About 1890 we find him married and settled in South Dakota as a banker. With the death of his father he returned to Greenfield, and got into the game again as a traveler for Wells Bros.

Goodell Bros. Co. had been operating for some time at Greenfield as manufacturers of automatic drills, automatic screw drivers, hand pressed drills, in a small shop employing some 15 men. In 1895 W. M. Pratt bought an interest in Goodell Bros. and two years later the Goodells retired from active management and the name became Goodell-Pratt Co.

#### Remarkable Growth in Thirty Years

This was a little over twenty years ago, and the great nationally notable institution of today has grown and developed from the mere machine shop of the ninety's. Nearly one thousand employes now take the places of the original dozen.

The principles that have ruled the growth to the Goodell-Pratt Co. and Goodell-Pratt tools are the same principles that have always animated "W. M." and are now in evidence in "F. W."—frank dealing, hard work, the maintenance of standard of quality always before any considerations of price, as well as watchful attention to the trade and to the use that the tools are to be put to. It is thus that satisfaction and confidence have been gained.

Such a trip as that which young Mr. Pratt has just completed is typical of the Goodell-Pratt standard. The company has always made it a point to know the trade intimately, not through reports of salesmen or by correspondence, but through personal contact by the different men in the firm.

It was indeed a pleasure and a privilege to meet Mr. Pratt on his way, and that same pleasure was enjoyed by many members of the trade. There is something personal for them all in the Goodell-Pratt tools that they sell now. There is something of the frank, outspoken, clean-cut New England stock which is characteristic of Mr. Pratt and his son right in the drills, hack saws and tools that come out of the warehouses and go over the counter.

#### Tools the Aristocracy of Hardware

As a result of such a trip there should be a new energy in every merchant's handling this tool stock. They should not give away to the

present tendency of neglecting their tool stock for the by-ways of specialties. With no slight to these later members of the hardware merchant's stock-in-trade, he must bear in mind that the tool business is the pedigree of the real hardware man.

To sell tools, urges Mr. Pratt, one must more than carry a lame stock at the back part of the store. The men in the tool department must know and love tools. They must also know tool users of the community. Furthermore the tools themselves must be introduced and featured just as specialties in the stock are brought before the public. Just as a good tool customer is the man who knows what he is buying and appreciates value and quality, so the good salesman and merchant of tools knows what he is selling and really sells his tools from a stock that has been wisely selected and carefully maintained.

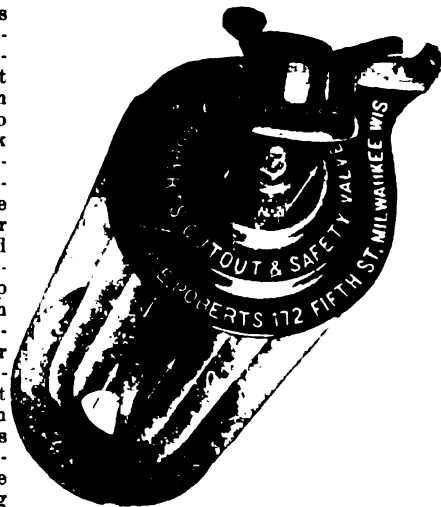
#### BLACK & DECKER AT BOSTON

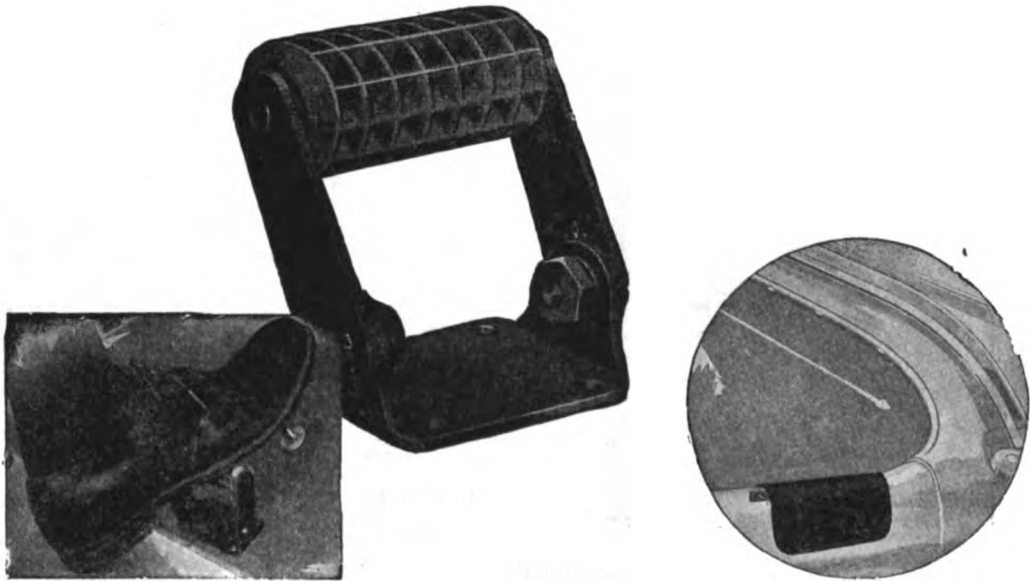
The development and spread of the Black & Decker Mfg. Co. organization has been nothing short of meteoric during the last year. Every month the company has an announcement of a new branch office. This month it is at Boston, Mass., to cover the northeastern territory. D. G. Haywood, the company's northeastern district manager will have headquarters at the new office, and a service station for the Black & Decker products will be maintained at the same address to give prompt and efficient service to the company's New England trade.

#### A SAFETY VALVE CUT-OUT

The Roberts Cut-out and safety Valve is designed to prevent mufflers from bursting and also to relieve back pressure. It replaces the exhaust end of the regular muffler and is equipped with a spring-controlled "pop valve," which acts automatically. When raw or burnt gases enter the exhaust pipe faster than they can pass through the muffler, the pressure opens the spring valve and permits the gas to pass out without damaging the muffler. As soon as the pressure is relieved the valve automatically returns to its place.

This attachment also serves as a cut-out operated by a hand control at the driver's seat, which is attached to the valve by a light cable. It is the only cut-out that can be attached without cutting the exhaust pipe. The cut-out valve is at the exhaust end of the muffler and when open there is a clear, unobstructed passage. It is leak-proof and cannot rattle or work loose. The device can be very easily attached. All that is necessary is to remove the old muffler head and loosen the nut on the center rod. The Roberts Cut-out and Safety Valve is made by the G. E. Roberts Co., 172 Fifth St., Milwaukee, Wisconsin.





## *Stanwood Products*

Here are several little accessories that add greatly to the comfort, convenience and satisfaction of the driver whose car is equipped with them.

**STANWOOD ADJUSTABLE ACCELERATOR FOOT REST** sells at sight. The user receives lots of comfort from this device—relieves leg muscle tension, acting as a foot support. It can be adjusted to the position of any driver. It is a reliable safety device, preventing unintentional acceleration over rough roads, crossings. Price, each, \$1.60, List.

**STANWOOD PEDAL PLATE** shown above in connection with Accelerator Foot Rest, is used when the accelerator is not placed near enough to the clutch and brake to use the Heel Plate. It is constructed same as Stanwood Safety Step Plates. Price, each, \$.50, List.

**STANWOOD SAFETY STEP PLATES** are indispensable as safety devices—prevent slipping when entering and leaving the car. They also protect the covering on the running board.

Step Plates are subjected to rough treatment and should be built to stand it. Stanwood Plates consist of rubber covered sheet steel bases, from which solid rubber longitudinal ribs project. They always look well and do not discolor and mat down. They outlast any other step plate on the market.

Stanwood Safety Step Plates are manufactured in a variety of styles, and are priced to meet the requirements of any car owner. Type A, \$3.70; B, \$2.65; C, \$1.60; Ford Type, \$1.60, List.

**STANWOOD ACCELERATOR HEEL PLATE** furnishes a stable position for the heel when operating the clutch and brake. It prevents wearing hole in floor covering of car. It is built like Stanwood Safety Step Plates. Price, each \$.85, List.

**STANWOOD CONFORMABLE HAND PADS** add a pleasing appearance to a car. They prevent finger marks and wear on finish of car. Made of leather in various grains. Price, each, \$.90 to \$1.80, List.

**COMPLETE CATALOG  
WILL BE  
MAILED UPON  
REQUEST**

**STANWOOD EQUIPMENT COMPANY**  
308 North Michigan Blvd., Chicago, Ill.



### PEARL HOLLOWAY—A TRUE DAUGHTER OF THE NEBRASKA TRADE

The **HARDWARE WORLD** has been fortunate before in publishing a poem by Pearl Holloway, proprietor of the L. F. Holloway Hardware Company at Fremont, Nebraska. Better to put it that our readers are fortunate in this early, formal and brief instruction to Miss Holloway.

Now it is our pleasure to get better acquainted. Therefore, we introduce Miss Holloway in person. She is the happy and helpful daughter of a hardware merchant of long standing and hearty respect among the trade in his state. She owns a little stock in the company, as does her sister, Carrie E. Holloway, vice-president. Miss Pearl is also her father's stenographer.

Having been brought up in the hardware business, and growing with her father's business, she has come to love the hardware store, to put her heart and soul in it, and to see only joy and happiness and sunshine in the shiny tin goods on the tables and in the polished tools upon the wall. Miss Holloway is equally happy and fortunate in her avocation, for she has been in the habit of verse writing for some time and occasionally writes short stories and expresses herself in other literary forms.

We are all glad to know you, Miss Holloway. We are proud of you as a true heart, a fine mind, and the very highest type of which the trade can boast!

#### HARDWARE SUNSHINE

(By Pearl Holloway)

O, the mystical charm of the Hardware Store!  
I have tested it many a time,  
Though of other subjects there are a score  
More suited, perchance, to rhyme.

But the hardware store with its stoves so bright  
And its rows of shining tin,  
Is a sight that cheers me day or night  
Whatever state I'm in.

It always seems that a hardware store  
Holds out a friendly hand,  
And says so clear, "We're glad and more  
To see you in our land."

So be sure, if you're needing a friend some day  
And are feeling sad and sore,  
To look about you along the way.  
And call at a hardware store.

### TO A HARDWARE CLERK

This poem by Miss Pearl Holloway, although originally published in the Nebraska Iron Monger, the interesting and excellent Nebraska Association's monthly organ, is far too good to be restricted to a single territory. Miss Holloway truly says that "the poem is but a rhymed version of experience," and the author shows that her knowledge and insight into the hardware business is real and true. Surely Miss Holloway should know and sympathize with the hardware trade, for she comes of a good hardware stock, being one of the L. F. Holloway Hardware Co., Fremont, Nebraska.

One day, a stranger in the town and having much to buy,  
I stepped into a hardware store, the first that caught my eye.  
"They must be busy here," I said, "there are no clerks in sight,  
A store the size and style of this will surely be all right.

At last from down the stove lined aisle a young man came my way,  
He reached the counter where I stood, nor had a word to say.  
"Have you a scythe?" I gently asked. He wore a look of woe,  
And, to the last thing on my list, he answered, "I don't know."

With sinking heart I turned away and sought another store,  
A smiling clerk with outstretched hand threw back the swinging door.  
"What can I do for you today?" his eyes were keen and bright,  
And as he hunted up my wants I thought "This is delight."

I gladly purchased many things, yes, more than I had planned,  
For all the future season's needs he seemed to understand.  
Now, friends, the happenings here told are very, very true,  
If I had stepped into your store, which clerk would be like you?

### CUTOUTS TO COAST IN CARLOADS

What is said to be the first carload shipment of cutouts exclusively to be shipped to the automobile trade of the Pacific Coast is reported by the Norman Cowan Co. These enterprising representatives with headquarters at San Francisco recently completed a carload for N. A. Petry Co. cutouts to go to the jobbers in the San Francisco and Sacramento territory. The sum total of the order was approximately \$25,000.

Such an incident as this surely is a double tribute both to the representative and the manufacturer. The Norman Cowan Co., through its genial and energetic director-in-chief, has become one of the leaders among hardware and automobile accessory representatives in the far West.

Coupled with Mr. Cowan's enterprise is the high standard which the N. A. Petry Co., maintains on its accessories, particularly on cutouts. A positive muffler cutout has become an acknowledged automobile necessity. Not only is it possible to gain more power and more efficiency from the fuel, but the Petry cutout is also a detector. The motorist can tell if his motor is in good health and ready for the day's run if the car is equipped with a Petry Cutout. The item is made in all sizes from 3¼ inches down to the special Ford cutout.



# MOSSBERG

## ALL STEEL Wrenches and Tools



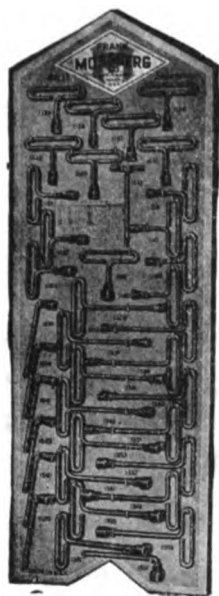
### More Sales More Satisfied Customers

How often is it necessary to turn away the prospective purchaser of a wrench because you are unable to supply the particular type of wrench desired?

The progressive dealer overcomes this handicap by stocking the Mossberg line of All Steel Wrenches. Its completeness makes the possibility of a sale greater. Whatever the size of nut—whether square or hex, there is a Mossberg wrench to handle it. No matter how unusual the purpose for which the wrench is needed, there is a Mossberg to meet the demand.

The garage man, the motorist, the expert machinist, the marine engineer, each with his particular needs, can find the right wrenches among your Mossberg stock. And he knows that the Mossberg may be relied upon. He is familiar with its reputation for strength and service.

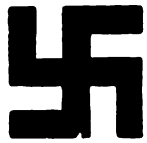
Send for complete 1920 catalog.



# FRANK MOSSBERG CO.

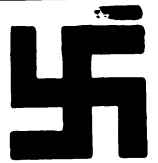
Wrenchsmiths for 20 years  
Lamb St., Attleboro, Mass., U. S. A.





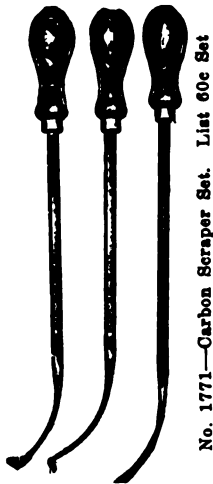
# THE BUFFUM TOOL CO.

LOUISIANA, MO.



"High Grade Tools for High Grade Workmen"

"Swastika" Trade Mark Registered U. S. Patent Office



No. 1771—Carbon Scraper Set. List 60c Set



"Special" Knurled Sickle or Pin Punch  
Blued

No. 285-C—Reliable Chisel Set

Warranted Chisels—Oil Finish Body,  
Polished Ends, Spread Points

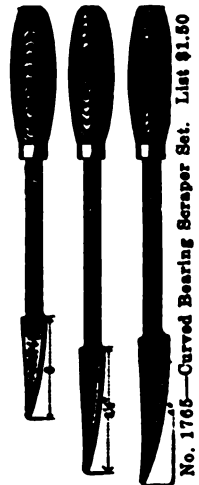


Canvas Roll

List Price, \$2.50 Set



Machinist's Blued Auto Punch



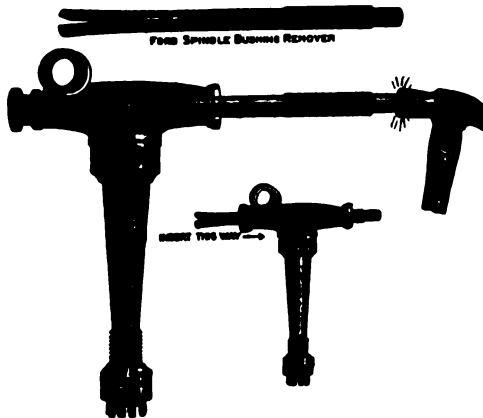
No. 1765—Curved Bearing Scraper Set. List \$1.50



No. 1754—Three-Cornered Bearing Scraper  
List 25c Each

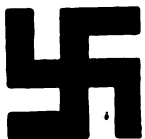
These are the  
tools every auto-  
mobile owner  
needs.

Display them  
and you will make  
sales.



Ford Spindle Bushing Remover  
No. 2718—14 Tempered Steel. List per Dos. \$9.00

If your Jobber  
cannot supply  
you, write to us  
or our agents.

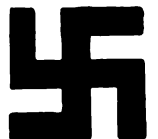


## C. W. GAUSE COMPANY

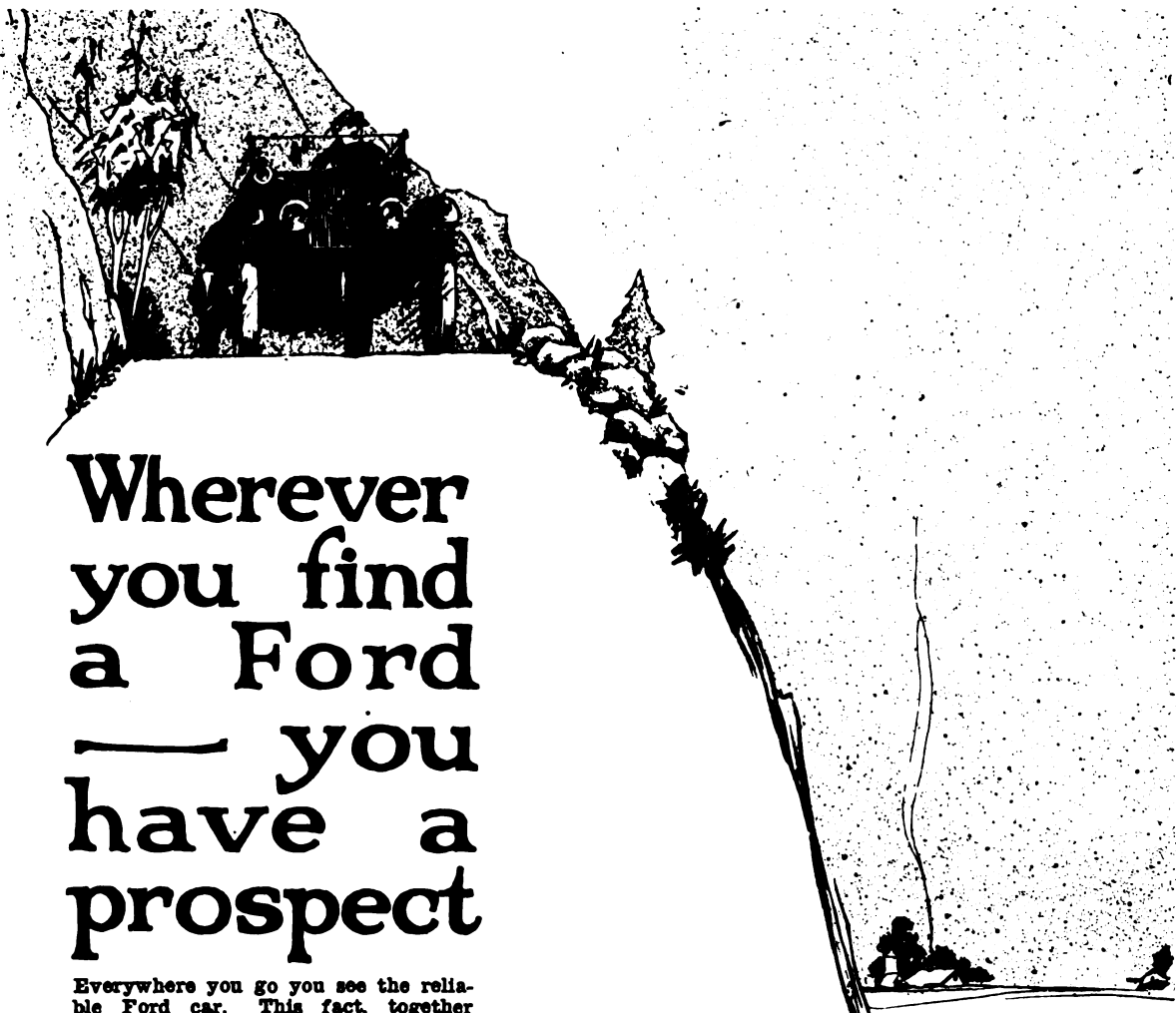
WESTERN SALES AGENTS  
Room No. 605 Williams Building

693 Mission Street

San Francisco, California







Wherever  
you find  
a Ford  
— you  
have a  
prospect

Everywhere you go you see the reliable Ford car. This fact, together with an ever-increasing market for the replacement of radiators, makes

THE  
**PEERLESS**  
HONEYCOMB  
**RADIATOR**

FOR FORD CARS

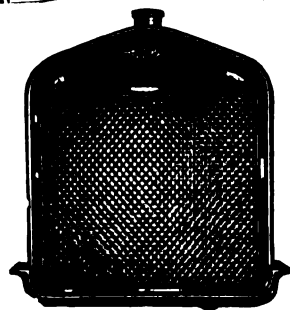
a valuable addition to your equipment business.

Dealers everywhere become enthusiastic over our selling plan—and are **PEERLESS BOOSTERS** ever after.

Your jobber can tell you—or write direct to us. Address Dept. 14.

Retail Price

**\$25.00**



The Peerless Guaranteed Honeycomb Radiator is designed to meet all requirements for Ford cars. Its unique core construction which gives it so much cooling surface, also permits of a flexibility that will withstand freezing

*The* **CORCORAN** *Mfg. Co.*  
C I N C I N N A T I



#### OVERLAND TIRE COMPANY HEAD HAS HAD LONG EXPERIENCE

Among the new tire companies that are attracting unusual attention in the rubber industry is The Overland Tire & Rubber Co., of Omaha. Although this concern has just recently started actual production of tires, the organization back of it is of such widely known standing in the tire business as to immediately place it among the most widely discussed companies of its kind west of Chicago.

The company is headed by Fred C. Rudisell, who is known throughout all of the western territory as a tire salesman extraordinary.

Ten years ago, Rudisell started in the tire business as a salesman for The Gustin Bacon Mfg. Co. of Kansas City, which concern had the Diamond tire distribution for all of the Kansas City territory. From the beginning, his work attracted the attention of the Diamond organization in Akron and it was not long before he was appointed manager for Omaha.

As the Diamond sales rapidly increased in that district, rival concerns began to bid for Rudisell's services and seven years ago he left Diamond to take charge of the Firestone Tire & Rubber Co. business in Omaha as branch manager, with territory embracing Nebraska, Colorado, Wyoming, Southern South Dakota and Western Iowa.

When Rudisell took over Firestone affairs in Omaha, that territory stood 14th in Firestone volume of sales and 9th in cost of operation. Five years later, under Rudisell's supervision, the same territory ranked first in Firestone volume of sales, first in economy and lowest in percentage of operating cost. The business, during his last year with Firestone, amounted to \$2,000,000.

In view of the wide acquaintance Rudisell had established in the western territory and the success he had achieved, he had for some time considered embarking in the tire manufacturing business on a personal basis. The formation of The Overland Tire & Rubber Co. offered him the opportunity he had been waiting for.

As an example of the confidence placed in Rudisell by the trade in general, it is pointed out that several of The Overland Tire & Rubber Company's most important distribution points were contracted for even before an Overland tire had been seen by the distributors.

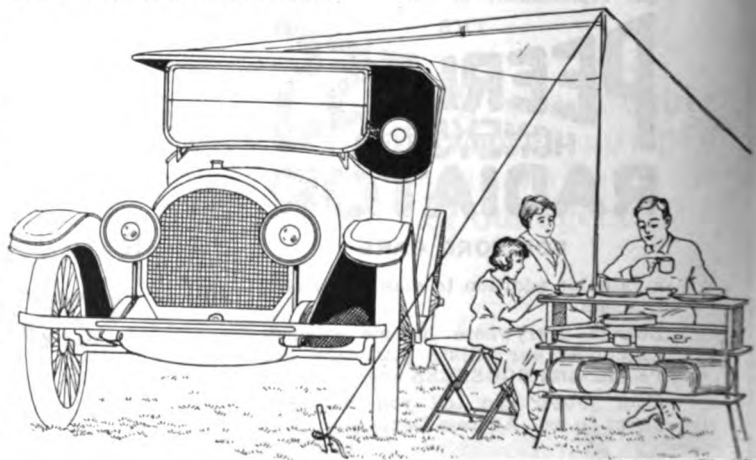
#### CAMP COOK TABLE FOR THE MOTORIST

The Invention of a Hardware Man

Motorists who tour and camp and have put up with the many annoyances and inconveniences of cooking over an open camp fire will be pleased to learn that Mr. John E. Hardy of the Honeyman Hardware Co., Portland, Oregon, has perfected and placed on the market what is known as the Hardy Combination Running Board Box, Camp Cook and Dining Table.

As a running Board Box it holds a complete cooking outfit as well as a dining service, and can be converted into a camp table in less than two minutes. When a gas stove is used it enables the person cooking the meal to stand in an upright and natural position and when the meal has been prepared, to partake of the same comfortably seated at a dining table as per the illustration. The Hardy Table and gas stove eliminates the camp fire for cooking purposes with all its blinding smoke,

dirt, flying sparks, blackened kettles and the hunting of firewood, and makes camping a real pleasure instead of a drudgery. The box packed for transportation measures 30x10½x10½ inches and when set up as a table has a top 30x26 inches, with two shelves underneath, one of which is of iron. When on the road the iron shelf is used as a top cover for the box to protect it from injury when entering or leaving the car. The box can be carried on the running board or in the tonneau of the car. The Hardy Combination is the most compact, handiest and greatest convenience ever offered the motoring tourist and camper. Mr. Hardy has applied for a patent on the table.



**T**O meet the individual preference of motorists, a dealer must carry in stock a choice of treads. To meet the individual requirements of cars, he must carry these treads in all sizes.

For twenty-seven years G & J have manufactured tires—tires that meet all road conditions—that make friends and add to dealers' profits everywhere.

## The Name Behind The Tire



**G & J TIRE COMPANY**  
1790 BROADWAY NEW YORK



## National Automotive Convention *Westward! Ho!*

**T**HE Pacific Coast seems to call many of the large business as well as political conventions this year, and in line with this "Westward the course of Empire takes its way" movement, the Automotive Equipment Association will hold their annual meeting at the Hotel Del Monte, California, beginning June 10th and "continuing until they are through."

It is particularly appropriate that the Convention should be held in California this year, and it is no disparagement to the other states of the country to say that climatically, in June, California is an ideal place in which to hold a Convention.

From an automotive standpoint it is also particularly appropriate, for California ranks among the highest in proportion to the number of automobiles per capita. From north to south, a distance of almost 800 miles, the state is almost a continuous boulevard, and her roads are the envy of even many of the older and more thickly populated states.

A more proper choice than Del Monte could not be made. Situated 125 miles south of San Francisco on the Bay of Monterey, with every convenience and facility for transacting business, and yet affording sufficient diversion and relaxation from business if that is desired—it seems as though everything conduces to a most interesting and successful gathering.

It is particularly appropriate that the **HARDWARE WORLD** should make announcement of this Convention, in view of the extent to which hardware merchants, both wholesale and retail,

are handling automobile accessories and equipment.

As a matter of fact, it is recognized by every enterprising manufacturer that the hardware merchant is in a particularly fortunate position to handle automotive equipment most successfully. Even the small merchant, who has given no attention to accessories, finds on going over his stock that he is carrying much of the tools and equipment needed by the motorist, and that it really only needs the addition of a few articles such as tires, spark plugs, lenses, lubricants, etc., to make him a full fledged automotive dealer!

It is too often the case that the garages are operated by mechanics rather than merchants. The complaints among motorists have been that the attendants at the garages are not overly anxious to sell merchandise. Perhaps it is due to his early training as a mechanic that he has a natural hesitancy to meet customers in his greasy overalls or jumper.

While we have not received the program of the Convention, yet the matter of the most economical and best methods of distribution is always an important subject in any trade or business convention.

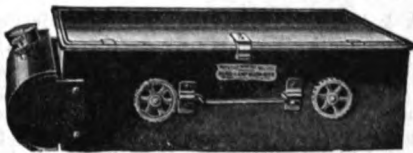


*More pleasure in the  
Great Outdoors—*

## If You Want the Best

**I**F you want your customers to have the best that the market affords, you will be more than interested in the Auto-Kamp-Kook-Kit.

# KAMP *Auto* KOOK KITS



Two Burner Kit Closed. All  
Equipment Packed Inside



One Burner Kit Open



Four Part Suit Case Outfit

It has so many features which are found in no other stove that it is really in a class by itself. No other camp stove will be so well advertised. Every prominent outdoor publication will carry double spreads, color pages and full page ads throughout the season.

All indications point to an exceptional season. The biggest advertising campaign ever launched for a camp stove is going to bring customers into your store for this better stove. They sell quickly—profits are exceptional. Do not fail to write or wire today for our special proposition.

**Prentiss-Wabers Stove Co.**  
18 Spring Street      Grand Rapids, Wisconsin



**M. H. OLIVER**

Of the Metal Specialties Co. of Chicago, one of Chicago's finest, and we mean this in a most comprehensive way. Mr. Oliver is counting on an enthusiastic meeting at Hotel Del Monte.

**L. A. CAVANAUGH**

Of the Motor Car Supply Co. of Calgary, Canada, who will be one of the Canadian visitors to the Convention. Mr. Cavanaugh typifies the splendid spirit of co-operation and helpfulness.

**C. R. CHURCHILL**

Of the Electric Appliance Co., New Orleans, Louisiana, who will be one of the leaders of the delegation from the Sunny South. Any man from New Orleans can always be counted upon to "know how" at a Convention.

### CHANSOR-LYON RISES FROM FIRE

Although the top factory building of the Chansor-Lyon Company at Los Angeles, California, was visited by a \$30,000 fire last month, the event is but a memory in the history of this progressive western institution. Through the carelessness of a sub-tenant, the plant caught fire and much of the damage was from water. The loss was not slight to say the least. Business, however, was only interrupted for 24 hours, while the damaged stock and the building was being cleaned out and temporarily patched. The entire plant is now in full operation, perhaps even better for its experience. The quick revival is indicative of the energy of this progressive institution.

The Harper Hardware Company at Prosser, Washington, is erecting a new building, and expects to have it ready for occupancy within three or four months.

The Western Lumber Company at Hugoton, Kansas, has purchased the former Hugoton Hardware Company. It will continue as a department of the lumber business.

The Adams County Mercantile Company of Ritzville, Washington, has become so firmly established that it has added housefurnishings to its general line of hardware and farm implements. John Cassady continues as popular manager of the company.

H. H. and W. A. Ragon and W. Hardwick are the new proprietors of the former business of R. S. Davis, at Clarksville, Arkansas. These progressive merchants will continue the institution, at the same time enlarging and extending it.

E. S. Radeker, Marshall-Wells manager at Spokane, Washington, is installed in his remodeled offices at the warehouse there. The offices are now on the main floor. All are remodeled and repainted, and the space upstairs has been converted into a sample room for showing all specialties handled by the firm.

### GET ACQUAINTED WITH BLACK & DECKER COMPRESSORS

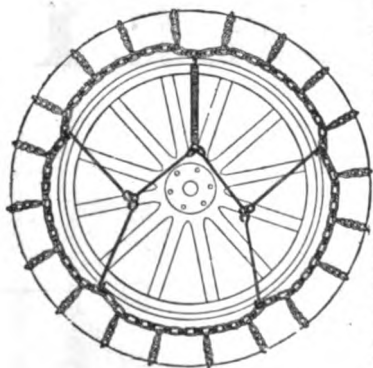
Black & Decker "All-Enclosed" Electric Compressors combine compactness, sturdy endurance and convenient availability. Already they appeal to the following market: Blowing out motors and machinery, operating small pneumatic tools, paint spraying, flame work, maintaining pressure in sprinkler systems for fire protection, sand blasting, starting gasoline and oil engines, aerating and pumping volatile liquids, such as gasoline, testing pipe lines and a host of other applications.

The No. 46 and No. 412 Electric Compressors are identical throughout, except that the No. 46—the high pressure machine—has a bore of 2½ inches, and the No. 412—the low pressure machine—has a bore of 3½ inches. This means that the low pressure machine can be changed over to high pressure, or vice versa, at any time by merely changing the cylinder and piston.

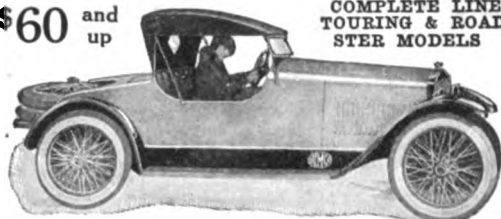
The No. 46 is designed especially for pneumatic truck tire work and other purposes requiring a good volume of air at pressures up to 200 pounds with 6 cubic feet of free air per minute capacity. The No. 412 has an unusually wide variety of uses. Its capacity is 12 cubic feet of free air per minute at pressures up to 75 pounds.

It is a heavy duty electric compressor, which one need not fear to run eight or ten hours at a stretch. The entire mechanism can be exposed for inspection or adjustment as conveniently as an automobile motor. This enclosure is accomplished in a similar manner, by means of two longitudinal covers individually removable. No other parts are supported by these covers, and machine can be run for inspection purposes with covers off.

"Completely Enclosed" design has always been a predominating feature of Black & Decker Electric Air Compressors. This affords protection from abuse and damage from outside sources, eliminates the danger of exposed belting or gearing, maintains correct alignment of all moving parts, and forms the basis of the Black & Decker patented air cooling.

**SAVE YOUR FENDERS****Merchant's Anti-Skid  
CHAIN TIGHTENER**

Loose chains slap against fenders, marring and bending them and creating an infernal racket. Merchant's prevent this by gripping the chain at five points, giving an easy tension all around. Saves chains. Saves tires. A wonderful little accessory. Price per pair \$1.00. M. H. Merchant Corp. 236-8 Emma St. Syracuse, N. Y.

**Stylish Fidelity Bodies for Fords****\$60 and up****COMPLETE LINE  
TOURING & ROAD-  
STER MODELS**

If you are selling, or intend to sell, **AUTOMOBILE ACCESSORIES** send for "The Little Salesman," our dealers' wholesale net price list—it's the greatest auto supply catalog ever published, and free for the asking. **NEW ENGLAND MILLS CO., 1027 West Van Buren Street, Chicago**

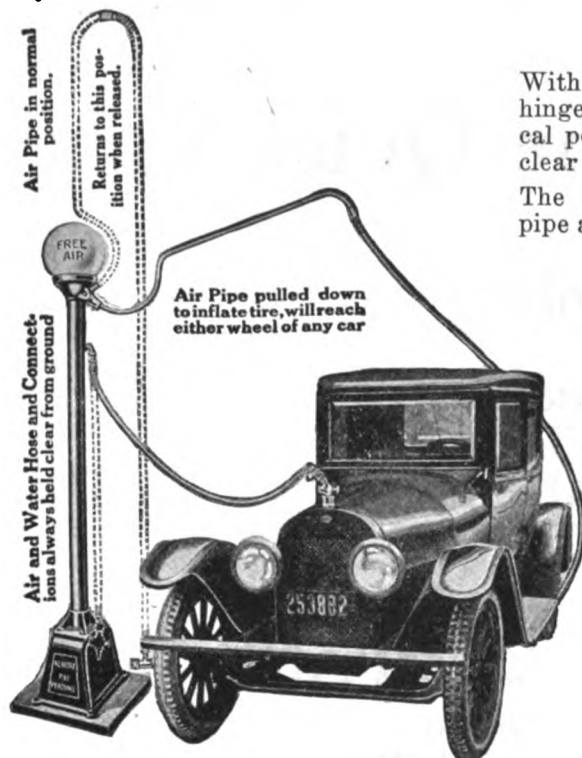
# THE ROMORT AIR STATION

**MAKES 'EM STOP AT YOUR STORE**

Acting like a powerful magnet the new Romort air and water station attracts car owners and drivers from miles around. All of which means more sales, more business and more profits in your accessory and supply department.

**NEW METHODS SUPPLANT THE OLD**

The new Romort air and water station does away entirely with the dirty, grimy and usually broken curbstone air hose and the bothersome old water bucket.

**SUPERIORITY OF THE ROMORT**

With the new Romort air and water station, the hinged air pipe automatically returns to a vertical position after using and holds the air hose clear of the ground at all times.

The flexible wire armor on the hinged air pipe and the automatic tire valve prevent kinks, breaks on short bends in the hose, and there are no joints to leak, as there is one continuous hose from the tire valve to the base of the stand.

**IT PAYS TO ADVERTISE**

With its electrically lighted globe, it is on the job 24 hours a day; a constant reminder of your service to the motorist. It is by far the most effective advertising that you can buy.

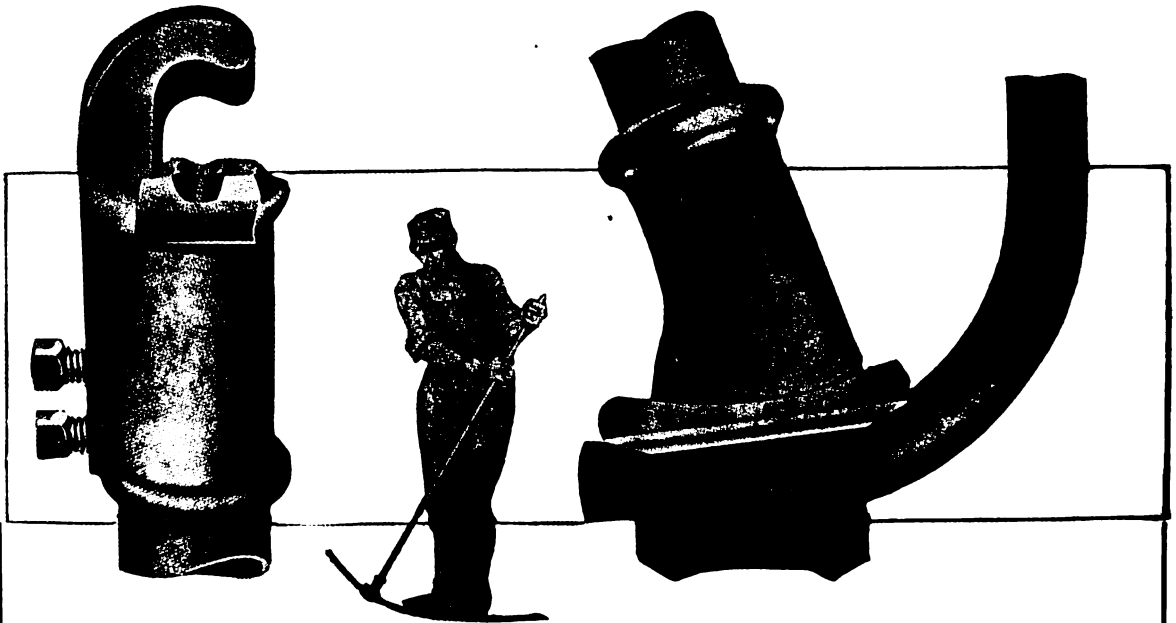
**BUILT IN TWO STYLES****No. 11 Romort Air Station.****No. 12 Romort Air Station with Water**

Manufacturers  
**THE ROMORT MFG.  
CO.**  
Oakfield, Wis.

Write us today for full details

Sales Dept.  
**THE ZINKE CO.,**  
1319 Michigan Ave.  
Chicago, Ill.

# *The* FEY AUTOMATIC GRIP HICKEY



"STICKS WHERE IT GRIPS"

## Bends Pipe Quickly

No Kinking

No Breaking

No Flattening

### BULLEN & COMPANY

Western Distributors

1508 Claus Spreckels Bldg.

San Francisco, California

*Full particulars will  
be furnished  
on request*



**THOS. M. GARDINER**  
"The Whip Man"

## IT HAS BEEN PROVEN Quality, Price and Service

BRING

**THOS. M. GARDINER**

"The Whip Man"

The business in all his lines

I, and my Principals await your commands.

We will make you more money and give you true value.

We stood The Acid Test, the results are known.

More Business, More Customers, Greater Satisfaction.

The Live Wire Jobber catalogs, stocks and sells these Lines.

**BOYLE MANUFACTURING COMPANY**, Los Angeles, Calif. **BOYCO SHEET METAL PRODUCTS**, Canteens, Canteen Holders, Auto Cans, Auto Can Holders, Service Units, Automobile Luggage Carriers, Garage, Gasoline and Oil Equipment.

**F. O. BERG COMPANY**, Spokane, Washington. Australian Kangaroo Brand Water Bags, manufactured in all shapes, styles and sizes of Imported Scotch Woven Flax Duck.

**ABEGG & REINHOLD CO., Inc.**, Los Angeles, Calif. **VARCO SUPERIOR** Nickel Alloy Inter-changeable **SOCKET WRENCHES**, Cold Chisels, and Small Edge Cutting Tools.

**BUDKE STAMPING COMPANY**, Canonsburg, Pa. Manufacturers of the famous Budke Brand Stove Pipe, Elbows, Bread and Dripping Pans.

**UNION TOOL CHEST CO.**, Rochester, N. Y. Makers of the World's Famous Machinists' and Garage Tool Chests.

**THE PLANET COMPANY**, Westfield, Mass. Duplex Water Tight Folding Automobile Pails and Buckets, Fishing Creels, Minnow Buckets and Folding Handy Baskets.

**CONSOLIDATED WHIP COMPANY**, Westfield, Mass. Buggy Whips, Stocks, Binder Whips and Lashes.

**J. E. GILSON CO.**, Port Washington, Wis. Wheel and Hand Cultivators, Gilson Garden Tools.

If your Jobber cannot supply you, mail his name and address with your order to—

**THOS. M. GARDINER**

"The Whip Man"

Oakland, Calif. P. O. Box 564.

San Francisco, Calif. P. O. Box 299

**H. M. DINE**

Chairman of the Board of Directors and member of the Dine De Wees Co., of Canton, Ohio. Mr. Dine and his associates on the Board will have a good account of their stewardship to present to the Convention.

**ROBERT WEINSTOCK**

Of Winestock-Nichols Co., San Francisco, who, as the California member of the Board, will be in the position of host to the Directors and director to the host at the Convention. Mr. Weinstock has been so busy making ready for his guests that we could not get him to sit for his portrait. This snap-shot was apparently taken in the light of a California sunset, yet it caught Mr. Weinstock in action as he always is. The powerful institution which bears his name is one of the most important agencies for the distribution of automotive equipment in the west. In this it is entirely typical of Mr. Weinstock, and the visiting delegates are going to be just as glad to meet him as he is to receive them.

**EARL REYNOLDS**

Of Reynolds & Reynolds of Tacoma, Washington. Mr. Reynolds represents the North Pacific Coast on the Board of Directors and does it admirably.

## STUDY YOUR STOCK ARRANGEMENT

The moving of a show case and its contents to a new location in the store has meant increased sales to many a merchant. Experience has shown that the turnover in the front of a store is often seven or eight times in a year whereas the turnover in the rear of the same store is only from one to three times a year.

One merchant was about to seek a new location where he could get a room half the size of the one he occupied at a lower rent and was going to reduce his stock because the lines he carried in the rear of his store were moving so slowly. He happened to tell his plan to one of the manufacturer's salesmen who happened in.

### What Lighting Up Did

This salesman asked for permission to help him rearrange his show cases so the light would show up the contents a little better. This was done. The rear of the store at the direction of the salesman was thoroughly washed up and some new lights put in so as to make that section bright even on the cloudiest of days. A special display was arranged in this section and a large sign hung over the main aisle. Immediately the women began to go to the back of the store where many of them had not been for years.

B. C. Watson and C. S. Cox are the new proprietors of the hardware business at Pomona, California, formerly conducted by E. P. Boggess. Mr. Watson comes from Missouri, and Mr. Cox was formerly of Commerce, Oklahoma. Both are experienced hardware men, and have known each other for twenty-five years.

James Trapp will continue the business which has been built up by C. R. Gants, at Malvern, Kansas.

The Christiansen Hardware Co. has been organized at Nampa, Idaho, and is handling a line of shelf hardware and automobile accessories.

The Costa Hardware Company at Anthony, Kansas, is one of the new institutions which typifies the progress and spirit of development in the West.

The Ardmore Lumber & Hardware company, of Denver, Colo., has incorporated with a capital stock of \$250,000. Incorporators are Lee A. Reynolds, Harry S. Preble and Marim D. Scheeler.

The Arizona Hardware & Supply Co. at Phoenix, Arizona, will be finely situated at a very early date, when they move into their \$125,000 three story and basement warehouse now being erected, with 90,000 square feet of floor space available. The building will measure 120x250 feet. It will be modern throughout, the equipment including electric elevators and several carriers.

Brudin & Williams have bought the hardware store of I. B. Gribel, at Hemet, California. The new proprietors are live, wide-awake business men, known all over the Hemet country. Mr. Gibbel will not retire from business, but will devote his personal attention to farm implements, with an office in his new building.

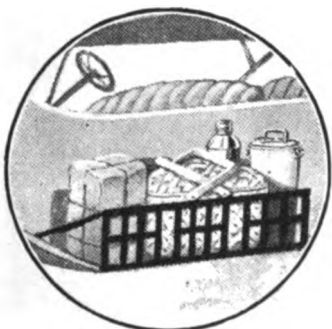
# Sterling Tires

**ARE DEPENDABLE**

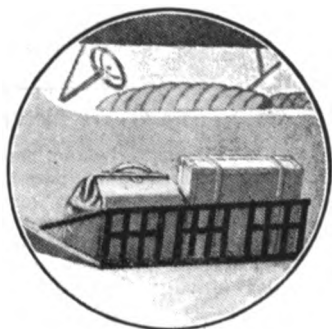
Sterling Tire Corporation    Rutherford, New Jersey



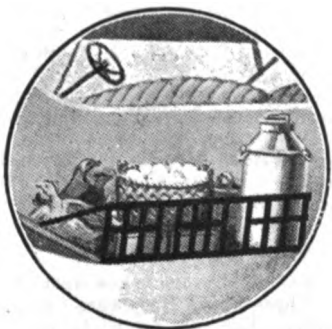
# MORE LEG ROOM



Picnic Party



Salesman



Farmer Coming to Town



For Tourists

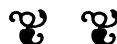
**R**IDE in comfort. Don't be cramped in the car. Have plenty of "leg room." Get a

## Rust Standard Detachable Folding Parcel Carrier

Strongest, most rigid carrier made. Ford touring car doors open above it. Does NOT clamp on with a small bite, at the edge of the running board, it's ALL ABOVE the board. Lasts a lifetime, fine for farmers, tourists, city delivery cars, traveling salesmen, campers, picnickers, ANYBODY. Put up in separate lock-end cartons. Folds up 10x15x2 inches, opens out 10x44; high grade of steel, baked japan to match fenders. Designed especially for the consumer who actually has use for a carrier.

**RETAIL PRICE \$6.00**

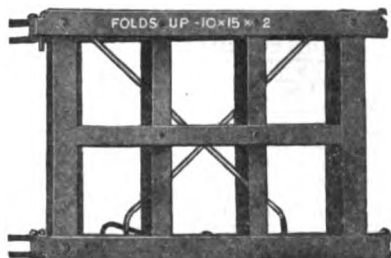
**Dealers and Jobbers:** The big sales season is on. Are you well stocked? We guarantee delivery. Write us direct.



### Rust Manufacturing Company

Offices:  
MARSHALLTOWN, IA.  
3rd Ave. South

Factory:  
MINNEAPOLIS, MINN.  
1201 4th St. South





#### SELECT QUARTET FROM THE CHANSLOR-LYON CO. DELEGATION

Among the distributors of automotive equipment in the far western territory, the Chanslor-Lyon Co. is ranked by none. As the delegates move up and down the Pacific Coast, they will find hearty receptions at Spokane, Seattle, Tacoma, Portland, San Francisco, Oakland and Los Angeles. The organization throughout is typical of the spirit of the west in approaching the problems of the automotive industry.

Above are four representative members of the organization who will be among the hosts at Del Monte. From the reader's left to right they are: W. G. Chanslor, President; Frank Enos, Manager at San Francisco; D. F. Hopkins, Manager at Fresno; T. A. Walsh, General Purchasing Agent.

#### NEW ENGLAND MILLS CAPITAL NOW \$150,000

Today the New England Mills Company, 1027-33 W. Van Buren St., Chicago, is one of the country's leading automobile accessory jobbers. The growth of this institution has been wonderful. In almost a breath they jumped from a stock room of 1,100 square feet with \$15,000 capital to 10,000 square feet and a \$35,000 capital to over 20,000 square feet besides large warehouse space and \$150,000 capital.

The reason for the phenomenal growth of this concern is probably superior "Service." Their operating policy is: "Orders in Today and Out Today." It proves a great satisfaction to the dealer, not only to have his goods shipped the day the order is received, but also to have it correctly billed, the same day the order is received, with receipts attached and all the information so that he will know just where to look for his goods and when to expect them. This is "The Little Salesman" way.

They are careful buyers and give the customer standard merchandise,—the kind he has a right to expect, at lowest prices. They keep their warehouse full and this is undoubtedly the secret of the "Service" for which they are famous.

They served over 15,000 dealers last year and are planning to increase this 100 per cent in 1921. The New England Mills Company evidently realizes that this is not always going to be a seller's market, and the amount of "Good Will" and hearty co-operation that they give their customers now will no doubt be the standard the dealer will judge from when dividing his business after things are again normal, and jobbers can be sure it will be in proportion to the "Service" rendered the dealer today.

The Prewitt Hardware Company at Taylor, Texas, has changed its name to the Taylor Hardware Company, but its method of doing business and its prestige among members of the community will continue as previously.

The Western Hardware Company is a new firm at Long Beach, California. The officers are: President, J. H. Lehman, formerly a hardware merchant in Pennsylvania; secretary, J. K. Sowden; treasurer, H. L. Herring.

#### IDEAL TIRE CO. ADDS TO OUTPUT

The Ideal Tire & Rubber Co., of Cleveland, manufacturing Greyhound tires and tubes, announces an increase in their output of 300 tires a day, commencing June 1. This is made possible by an addition to the plant which will be finished by that date. Additional production is necessary according to D. C. Hathaway, General Sales Manager of the company, in view of extensive distribution that has recently been established in the South and West.

Arrangements have just been concluded whereby The National Auto Supply Co., of Oklahoma City, is given distribution for the Oklahoma territory. The states of Louisiana, Mississippi, and the Southern part of Arkansas have been assigned to the Rapides Auto Company, of Alexandria, La. The Tri-States Tire Works, of Chattanooga, Tenn., is made distributor for the states of Tennessee and Alabama. The Texas territory has been divided into two parts and the Behrens Drug Co., of Waco, has the distribution in the Northeast. The Elkins-Boyd Tire Co., of Fort Worth, takes the representation in the Southwest. This territory is in charge of G. E. Buckingham, who is District Manager.

The Three Rivers Company has taken over the stock and fixtures of the Three Forks Hardware Company, at Three Forks, Montana. The new proprietors are: F. A. Jorgenson, W. M. Graybiel, Pierce Elmore, A. J. Hoffer and Joseph Hoffer.

**\$1.00 An Unbreakable Oil Gauge for your Ford**



ALL metal gauge, cannot be broken by a flying stone. Consists of a metal chamber containing a float to which is attached a rod with a white ball which indicates amount of oil in can. Easily installed.

Sold by dealers everywhere, or prepaid on receipt of price

Apco Mfg. Co. - Providence



Are you satisfied with your present profits?

After you have made a sale do you feel that your commissions have really repaid you for your efforts?

Many dealers who were giving their profits away by accepting too low a discount have become enthusiastic Braender distributors. Braender dealers are uniformly successful because the discounts sufficiently reward them for their efforts. They are satisfied and their sales records show it.

## The Key to Unlimited Opportunity

Open the doors of merchandising success with this powerful Franchise. Place behind your selling efforts a tire line of acknowledged excellence and a factory connection that will co-operate at all times.

Build a personal, permanent success on Braender profits and quality.

Braender Tires are scientifically made to prevent slipping and skidding.

Customers especially like the Bulldog Non-skid, that is the most effective vacuum design on any tire. Sea Island Cotton of the best grade with pure Para rubber make a quality construction that is unsurpassed.

Write us about the Braender Franchise

### Braender Rubber & Tire Company

Factory: Rutherford, N. J., U. S. A.

NEW YORK

CHICAGO

BRANCHES

PHILADELPHIA

SAN FRANCISCO

# BRAENDER TIRES



### THREE CHAMPIONS OF THE CHAMPION

Here is a trio of the sparkling Champions of the Champion Spark Plug Co., who will be present at the Convention among the other representatives of manufacturers. One of the most congenial features of the organization of the Automotive Equipment Association consists in this joint membership for manufacturers and jobbers.

The men above are, from left to right: A. D. Hicks, C. D. Clark and George F. French.

### CONDITIONS IN GENERAL

(By H. C. Atkins, President E. C. Atkins & Co., Inc.)

So much is being said about abnormal conditions that one more word seems enough to drive one crazy. Yet sound judgment dictates the wisdom of keeping before you the truth as we see it.

Present conditions as to supply and demand and prices are really normal for busy times. Similar conditions as to supply and demand in 1914 and 1915 would have been welcomed with open arms by everybody. Business in every line at present is good. The demand for goods is insistent. The market resembles the prosperous days of 1906 and 1907 without the danger of a financial panic which followed over-extension of credits at that time. We have now as a safeguard against such a termination of an era of real prosperity the Federal Reserve system.

Concerning present high prices; we have learned to regard that situation as normal for the times. Many chronic diseases are far from fatal. High prices are traceable to legitimate causes and are logical and necessary at the present time. They are no longer speculative but what one might term chronic. The further logic of the situation is that these high prices are going to stay high. The Wall Street Journal says:

"The Industrial Outlook of the current year is encouraging. Nearly all branches of business have well filled order books and are operating at as near capacity as physical conditions will permit. Industry as a whole is in a very strong position to go through a period

of business expansion without seeking financial assistance from the outside."

With the financial situation sound and the demand insistent we should go ahead in a business-like normal state of mind with an abiding faith that the present conditions are sound fundamentally and will not change for the worse to endanger the prudent and careful business man. Carry your usual stock of goods, firm in the belief that there are just as many people living, breathing and carrying on the ordinary pursuits as ever.

### PUBLISH WARNING OF SHORTS

The hardware department of the Merino Lumber Co. at Merin, Colorado, is to be congratulated on the idea of publishing for the benefit of its customers in the community letters from manufacturers and jobbers, explaining why it is that it is so difficult to get certain lines and items in hardware stock at the present time. Thus the consumer is kept informed on the situation and when he sees it is hard for the hardware man to keep his stock up and how he must anticipate his wants long in advance, he, too, will make his purchases long in advance and help the hardware man judge better what his demand will be. In these critical times in trade, frankness and open dealing is just as important as foresight and vision.

The business of the Delta Hardware Co., Delta, Colorado, has so increased that it has been necessary for the company to purchase the Sanders Block in that city. Extensive improvements will be made at the new location this spring.

Captain Kerfoot of the Kerfoot Hardware Co., San Francisco, has purchased the Mountain View Hardware Co. at Mountain View, California. He has also taken a lease of the store adjoining, and will extend his business to include that room also.



**EMPIRE TIRE  
AND TUBE  
DISTRIBUTORS**

SEND FOR  
**AUTOMOTIVE  
EQUIPMENT**

*Catalog No. 2*

**JUST OFF THE PRESS**

**W. E. & W. H. JACKSON**

865 MISSION ST.

SAN FRANCISCO, CAL.

**WHOLESALE DISTRIBUTORS**

**AUTOMOTIVE EQUIPMENT**

**BICYCLES**

**SEWING MACHINES**

# **“ABLE” Combination Spare Tire Locks**

*Some Statements by Underwriters Laboratories*

## **“THEFT RESISTANCE TESTS”**

“1. The steel chain forming the loop resisted all attempts to cut it with a heavy pair of bolt cutters. 2. It was impossible to even start the hack-saw blade in the material or to mark it with a file. 3. No success was had in the attempts to break the lock or loop with a 2-lb. machinist's hammer.

## **“Practicability”**

“The locking of the tire by this device does not require the use of a key, thereby eliminating the possibility of the automobile owner forgetting or losing the key.”

Write today for Jobbers' and Dealers' discounts.

MADE BY

**ABLE MFG. CO., Inc.**

731 Folsom Street

San Francisco, Cal.

835 Marquette Bldg.

Chicago, Ill.

**DEALERS  
WANTED**



**MAKE  
YOUR  
SPARE  
TIRES**

**SAFE<sup>AS</sup>SAFE**

NO KEY TO LOSE  
NO KEY TO FORGET.





#### FOUR OF THE MOUNTAIN MOTOR MEN WHO WILL REPRESENT DENVER AT THE CONVENTION

Denver has become prominent and important in the industry, both as a manufacturing and distributing center for automotive products. Above are four of the leaders who will come out of the mountains to exchange ideas with the rest of the trade. Reading from right to left they are: S. T. McCollum, of the Auto Equipment Co., Denver, and member of the Board of Directors for Colorado; A. B. Mattingly, Specialty Salesman for the Gates Rubber Co.; N. Mattingly, Chief of Sales for the Gates Rubber Co. in the west; H. C. Farran, Gates Sales Chief east of the Missouri River.

#### FOR THE LACK OF PUNCH IN A PINCH

Who cares if he's stalwart and able and fit?  
Who cares if he's clever—a bit of a wit?  
When there's some one on bases we want him to hit.  
That's a cinch.

He may be a jolly companion at lunch,  
Or good at a bargain—but still I've a hunch  
It's back to the minors if he lacks the punch  
In the pinch.

Who cares if he's forty years in the game  
And knows all the ins and outs of the same,  
There are times when the business needs more than a  
name,

That's a cinch.

We want—not a man who can holler and bellow  
And not a mere joker and jolly good fellow—  
When it comes to the pinch.

What odds does it make, that he owns a wad of money?  
What odds that the man's disposition is sunny,  
If he tries now and then to pull off something funny?  
It's a cinch

We want no four-flusher, whose courage is cracked  
And many a guy on the job has been sacked  
'Cause when needed the most we found that he lacked  
The punch in the pinch.

Colver Bros., Holyoke, Colorado, have purchased the Paoli Hardware Store at Paoli, Colorado, and will build an addition at once which will double the size of the store. Furniture will be added to the present stock.

Peter H. Breuss of Pleasanton, California, has added electrical goods to his hardware and plumbing business. A sheet metal shop is also operated by Mr. Breuss, and he is in position to serve his customers in all these lines at his store or at their home.

Bruce Wolfe, 714 Delta Bldg., Los Angeles, who represents a number of Eastern factories on the West Coast territory, has contracted with the Perfection Mfg. Co., Chicago, to represent them on their automobile timers. The trade in California, New Mexico and Arizona will be supplied with timers from stock carried in Los Angeles.

John Dingle, formerly of Coeur d'Alene, Idaho, is the new proprietor of the Prater-Rinehart Hardware Company at Dayton, Washington.

The Western Hardware Company has been incorporated at Los Angeles, California, with a capital stock of \$50,000. The directors are H. L. Herring, J. H. Snowden and J. H. Lehman.

The Hoene Hardware Company of Cottonwood, Idaho, has purchased the Idaho Outfitting Company at Winona, Washington. The store will be enlarged and remodeled and will carry a complete stock of hardware.

John W. Miller and Ray F. Miller have purchased the stock of the Coquille Hardware Company, at Coquille, Oregon. The new managers are well known local men and the business will be conducted just as before.

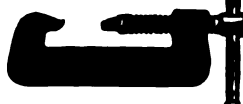
F. W. Whitmore & Company have combined the stocks of the Barroll Hardware Company and the Codd Furniture Company at Colfax, Washington. Through the consolidated stock they will be able to offer a complete and up-to-date line of Hardware, Crockery and Furniture.

On moving into their new building, the McHan Hardware Company at Fairfield, Idaho, are being congratulated on having one of the most worthy and up-to-date institutions in Idaho. Hardware, plumbing and gas engines and furniture are handled in the different departments of the business and with the additional space the business will grow extensively.

#### KNOWLSON SPRING SPREADERS

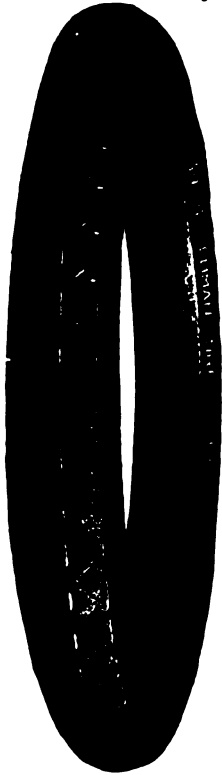
No. 1 Nickel Plated  
and polished...\$2.00

No. 2 Gunmetal finish  
.....\$1.50



Easy to operate. Fits any spring. All dealers, or sent prepaid  
Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.

FABRIC  
6000 Mile Guaranty



# Ehman Products

Conservatively Guaranteed

Generous Excess Mileage  
Assured

*Better Tires*  
at  
*Moderate Cost*

Applications invited from responsible  
Jobbers and Dealers desirous of featur-  
ing a special high grade product at a  
moderate price.

**Ehman Tire & Rubber Co.**

MAKERS OF PNEUMATIC AUTOMOBILE TIRES  
AND INNER TUBES

General Offices:

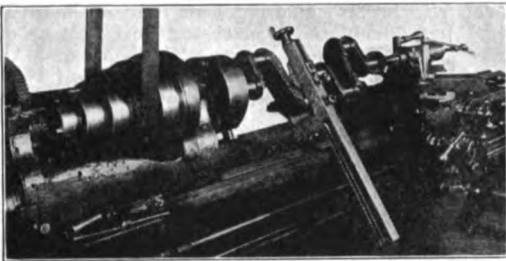
176 N. Michigan Ave., Chicago, Ill., U. S. A.

FABRIC  
6000 Mile Guaranty



## Weber Crank-Pin Re-Turning Tool

**NO FILING NO OFFSETTING NO JIGS**



This Weber Tool turns all pins absolutely round from one setting of Crank Shaft, on centers. A micrometer dial enables the operator to gauge his cuts and turn all pins to uniform size. The average time required for truing up one pin is from 5 to 10 minutes. The 4 pins can easily be finished in 30 minutes, and the entire shaft is completed with only one setting.

The Weber Tool is guaranteed to turn crank-pins within as close limits of accuracy as any other known method. It will soon save its cost in any Tractor or Automobile Repair Shop. An assortment of cutting tools are furnished. These will fit the pins of most of the popular automobiles, trucks and tractors.

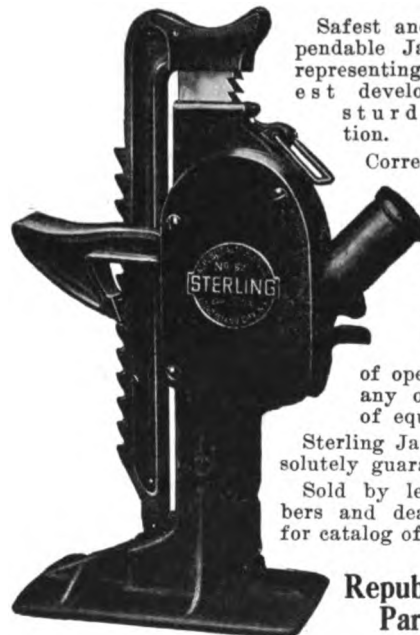
Jobbers and dealers will find this a good article to sell. Write for prices, terms, etc.

**Sawyer-Weber Tool Mfg. Co.**

352 S. ALAMEDA ST.

LOS ANGELES, CAL.

## Sterling Jacks Never Fail



Safest and most dependable Jacks made, representing the highest development of sturdy construction.

Correct design and workmanship insure greatest capacity, durability, safety and more perfect ease of operation than any other Jacks of equal size.

Sterling Jacks are absolutely guaranteed.

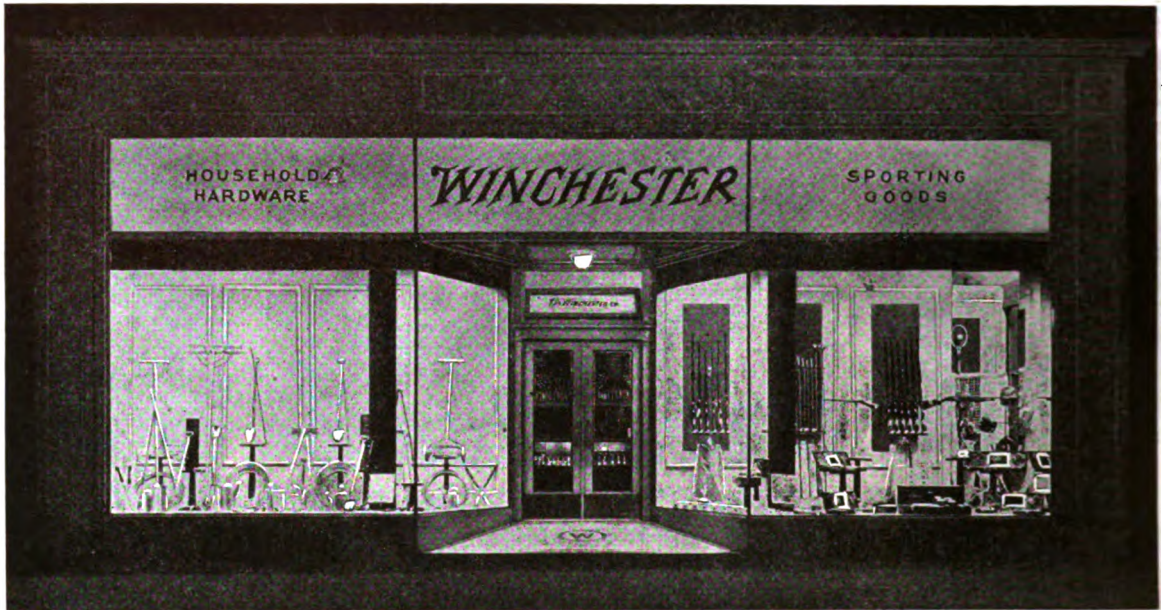
Sold by leading jobbers and dealers. Ask for catalog of 14 sizes.

**Republic Auto  
Parts Co.**

81 Tenth Street

Long Island City, New York

**A SIZE FOR EVERY CAR**



### FIRST WINCHESTER STORE DESCRIBED

The trade cannot fail from being interested in the opening of the first of a great number of Winchester stores that are to blossom in all parts of the United States, in Providence, R. I.

Members of the various gun, rifle, bait and fly casting clubs, the Rhode Island Fish and Game Protective Association, social, political and business organizations were invited to attend the formal evening opening and some four thousand persons passed through the doors on a tour of inspection during the two hours the doors were open.

The store was opened to the general public on the following day and for seven hours more than 500 persons an hour paid tribute to the progressiveness of the Winchester Repeating Arms Company. With the first store open and going on in a smooth manner, the other Winchester stores will be opened in rapid succession.

President John E. Otterson of the Winchester Repeating Arms Company, with Vice-Presidents Henry Brewer, Frank G. Drew and J. L. Ackerson, attended the opening on the 22nd, and a great many other officials of the Winchester Company. The people came and appreciated the wonderful store. Everyone who entered came because he or she wanted to see what it looked like and nearly 2000 women scrutinized all parts of the store on the opening days. You will realize that the women as well as the men are interested in what the Winchester Company has to sell.

Long study and preparation had been made by the company and several innovations made. You will rarely find a woman clerk in a hardware or sporting goods store, yet in this store there are three women clerks, for it is the intention of the Winchester Repeating Arms Company to cater to the women as well as the men. With this idea predominant, a ladies rest room is to be found on the balcony. The rest room is beautifully finished in wicker with a settee and comfortable chairs and the latest magazines.

Winchester fronts will be the same whether the store is in Providence, Boston or Kalamazoo, and the front cannot help but attract attention. The front is of gray with the name "Winchester" set out in vivid red. The color scheme is carried out in the windows. Guns and ammunition were shown in the right window; there being everything in the window that might interest a huntsman or trapshooter. Garden and lawn equipment was shown in the left window in a most

simple manner. In a small side window baseball and tennis goods were displayed.

#### Studied Store Arrangement

Careful study has been given by experts in the interior as well as the exterior. The fixtures were designed and arranged by experts and the merchandise so displayed that everything was within reach. There are no ladders of any kind in the store, and there will be none in any of the Winchester stores. There will be no protruding objects to mar the beauty of the interior. Every article sampled bore a tag on which was a description of the article and the price in plain figures. Special fixtures have been constructed for particular kinds of merchandise, so that they may be inspected advantageously. Every department in the Providence store is so located that after one once visits a department he or she will always know where to find it, for there will be no changing. This will be carried through in all Winchester stores.

The Winchester name has been built on quality, and everything sold in the Winchester store will be of the same grade as the Winchester Rifle, Guns and Ammunition. No one ever questioned the quality of Winchester guns or ammunition and the Winchester Company



A reception and reading room on the balcony is one of the features.



**"OIL RUINS TIRES"**

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

**CURTIS AIR—FREE FROM OIL**

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

**Curtis Pne. Mch. Co.**  
1512 Klenon Av., St. Louis  
530-L Hudson Term., N. Y.

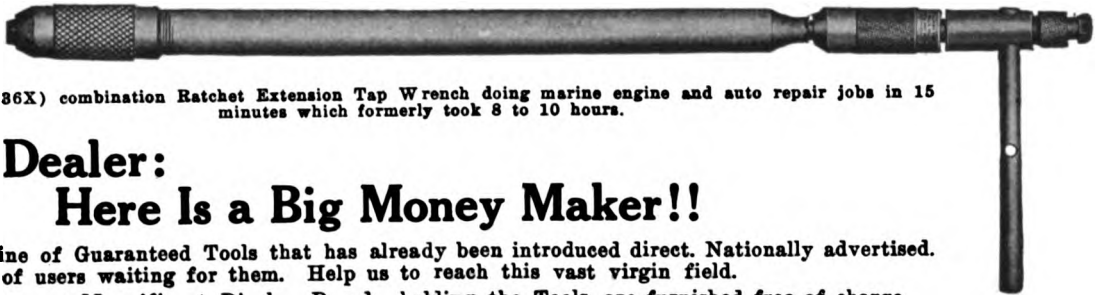


(Trade Mark)

Pacific Coast Distributors

**The Western Agencies Company**  
285 Minna Street, San Francisco, California

Manufactured by  
**GLASS FOUNDERS CORPORATION**  
Milltown, New Jersey



Our 18" (36X) combination Ratchet Extension Tap Wrench doing marine engine and auto repair jobs in 15 minutes which formerly took 8 to 10 hours.

## Mr. Dealer: Here Is a Big Money Maker!!

A Line of Guaranteed Tools that has already been introduced direct. Nationally advertised. Millions of users waiting for them. Help us to reach this vast virgin field.

Magnificent Display Boards, holding the Tools, are furnished free of charge.

Order through your Jobber or Direct

Write for Proposition



**ALERT TOOL CO.**

**237-241 North 6th Street**

**Philadelphia, Pa.**



## Service—

that is what the user requires of an ignition battery—not only long service but the right kind of service. High amperage is an important item of service—so is rapid recuperation after use and very slow deterioration when idle.

**THAT IS WHAT YOU  
GET FROM THE**

**Red Seal  
Dry Battery**

**"THE GUARANTEE PROTECTS YOU"  
AGAINST YOUR NOT GETTING SERVICE**

Ask Your Dealer

**Manhattan Electrical Supply Co., Inc.**

New York Chicago St. Louis  
17 Park Place 114 S. Wells St. 1106 Pine St.  
604 Mission St. San Francisco  
Factories: Jersey City, N. J.; Ravenna, Ohio;  
St. Louis, Mo.

## UNITED SPARK PLUGS

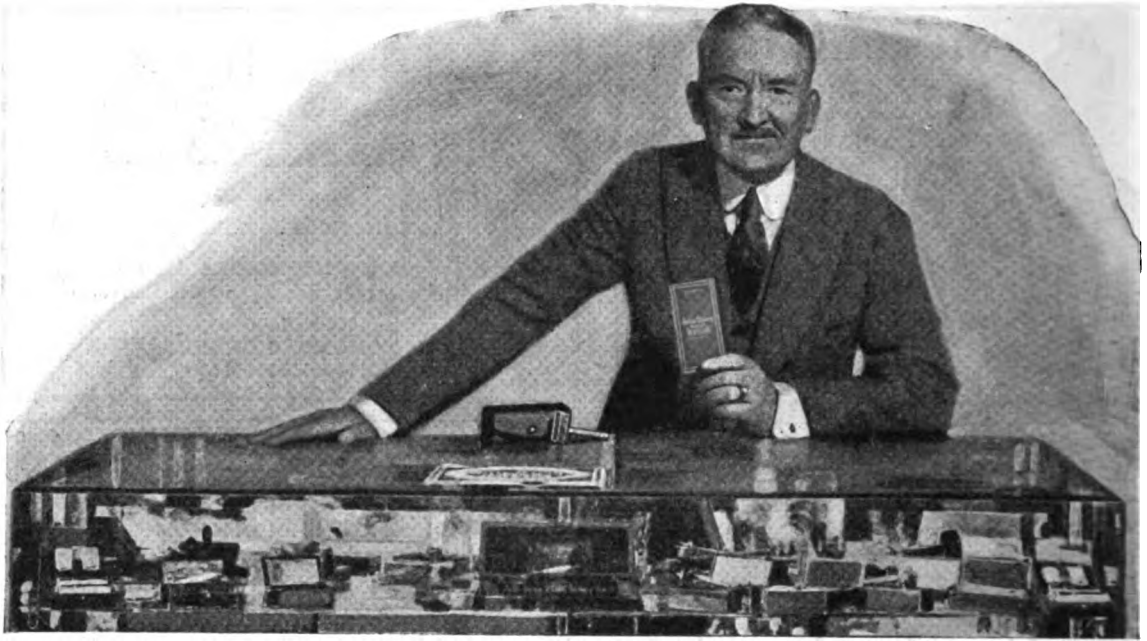
### GOOD PLUGS

At a fair retail price—and  
carrying a splendid margin  
of profit.

**WHY DON'T YOU SELL THEM?**

**United Mfg. & Distributing Co.**  
**CHICAGO**





## Here is a simple plan that can make your store razor headquarters

*Practical suggestions that dealers are using to speed up sales and get quicker turnover*



*AutoStrop Razors sell themselves when the salesman knows how to demonstrate them. Show the customer how a touch of the thumb adjusts the blade for a close or medium shave, how the blade can be wiped dry without removing it from the frame. A demonstration goes a long way towards clinching the sale.*

**M**EN like to trade where they can get dependable advice on their purchases. They buy where they have confidence in the judgment of the proprietor and his clerks.

Just to offer several brands and ask a man to take his choice, is not the way to sell him. Men want help—service—and the store that makes selection easiest is the store that they will come back to.

### *Examples of dealer service*

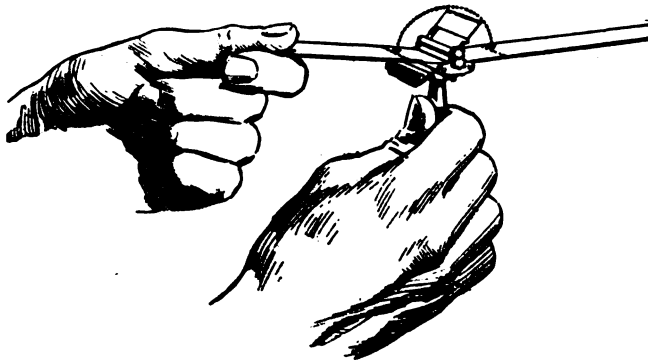
Dealers everywhere are trying to find new ways to give better service, because they realize that a new day in retailing has arrived—that only by a superior type of merchandising can a store meet today's competition.

A dealer in Iowa has averaged more than \$3,000 a year for the last two years—selling AutoStrop Razors, because he gave his customers an opportunity to demonstrate the AutoStrop Razor for themselves.

A dealer in New Jersey has made his store known for miles around as "Razor Headquarters." His plan is a simple one—offering an AutoStrop Razor free to anyone who can make the razor cut or injure the strop while restoring the edge.

A dealer in Pennsylvania is speeding up sales by displaying together articles *that are used together*. With his monthly window-trim of AutoStrop Razors he always displays shaving brushes, soap, mugs, strop-dressings, blades, even talcum and shaving lotions.





*One of the best methods of selling the AutoStrop Razor is to get the customer himself to strop the razor on its own specially prepared strop. Show him how the stropping is done without removing the blade*

These are practical business-building ideas that have proved their worth with other dealers. They will help a lot toward making your store stand out in the community—toward giving it a personality that will attract customers and hold them.

### ***Take advantage of this big razor-selling season***

This time of the year is second only to the Christmas season with many dealers. Thousands of gift sets are sold for vacation trips and as school graduation presents.

Men everywhere will soon be outfitting themselves for mountain, lake and seaside resorts. This is a sales opportunity that no live dealer can afford to miss.

Make a special drive on safety razors. When the vacationist is in your store to buy articles for his vacation kit demonstrate the AutoStrop Razor, show him how it sharpens itself without removing the blade and explain to him that 500 shaves are guaranteed from every dozen blades.

These same sales-appeals are extremely effective in selling gift sets for graduation and commencement presents.

This season offers a double opportunity for the dealer—vacationists and graduates—each a logical prospect for an AutoStrop Razor.

Build appropriate window-displays to reach these classes of buyers. See for yourself how to build up razor sales at this time.

**Dealers**—Write for information about our free merchandising service and special selling assistance. We can help you in many ways to speed up your sales of AutoStrop Razors.

**AUTOSTROP SAFETY RAZOR CO.**  
New York      Toronto      Paris

## **Auto-Strop Razor** *—sharpens itself*



**320 newspapers are carrying the story of the AutoStrop Razor to every locality in the United States**

Special advertising, the most effective we have ever run, will reach a total of 25,000,000 live up-to-the-minute newspaper readers. The selling appeal in these advertisements has been tested and proved. In 1919 this same kind of advertising *trebled* the business.

**A magazine audience of another 20,000,000**

44 big advertisements, some of them two-page ads, every one tested, are running in such big national magazines, as Literary Digest, Collier's, American Magazine, The Red Book, Life, Cosmopolitan, and the American Legion Weekly—all men's magazines of big pulling power.

There never was an AutoStrop campaign so comprehensive as this. We are pushing right ahead—will you be with us?



With the aisles flanked by both counters and cases, with light in abundance and order everywhere—all this gives the Winchester stores the appearance of a fine jewelry or department store.

doesn't want anyone to question the other line of goods they are now making and selling. It is not the intention of the Winchester Company to cut prices—they intend to sell goods at a fair margin of profit.

#### Lights and Displays Everywhere

The Providence store is very light. The side walls and ceiling are painted ivory white with 16 large indirect lights. All show cases are lighted and lights are also in the panels on the wall fixtures. The woodwork is of dark mission oak. All goods are sampled on boards covered with green felt. On the right behind sliding glass doors are shown rifles and trapguns, fishing, tennis, baseball and other athletic equipment. The Crawford McGregor line of golf clubs and the Draper-Maynard line of athletic goods are being sold and will be sold in all Winchester stores. Bancroft, Lee and Slazenger tennis racquets are also being carried. Everything from sneakers to snow shoes will be sold, and the carpenter, the plumber, the athlete, and the housewife will be all taken care of.

On the left side of the store one found saws, tools, hardware and locks, while beneath the ledge was shown small merchandise. When these were in a drawer the front was of glass and if on a shelf a glass door lifted to give access. Therefore no merchandise is concealed. The counters are in the center of the store, the wonderful show cases forming a perfect horseshoe. With this arrangement, there are wide aisles between the cases and the side walls. In the show cases were shown smoking sets, revolvers, flashlights, shaving accessories, Sterno alcohol stoves, clocks, cutlery, pocket knives, ivory pyralin, thermometers, silverware, vacuum goods, electrical appliances, etc. The goods to appeal to the woman are on the left side of the store and the articles to appeal to the men on the right.

#### Men's and Women's Departments

Automobile accessories, bathroom fixtures, paints, oils, etc., were shown in the back of the store, directly behind the sporting goods section. In the basement bulky household merchandise and utensils were displayed. Here there are open shelves and counters where everyone can pick up the goods they wish to inspect. Practically all of the heavy hardware is in the basement store.

On the wall cabinets on the main floor is used the latest and best method of pricing and stocking of merchandise. The stock is in numbered drawers behind the sample doors. These drawers are divided into sections. The first section is No. 1. The second is 1-1. The third is 1-2, and so on down the line. This number is shown on the sample panel so that the salesperson

can find the goods quickly. The stock is behind the opposite panel from which it is shown. This makes it possible to secure the article without taking the sample away from the sight of the customer. This idea is followed through the store and it will be the same in every store.

#### A JACK FOR EVERY CAR



"A size for every car" is the motto of the Republic Auto Parts Co., at Long Island City, New York, in announcing their Sterling Jacks to the trade. It is also claimed by the company that "Sterling Jacks never fail," representing as they do the highest development of sturdy construction. The operating mechanism of the Sterling Jack is the very best grade of carbon steel, all parts are carefully machined, fitted and subjected to rigid inspection.

In fact, the company guarantees that Sterling jacks are absolutely sure to give unqualified satisfaction to the user, and any jack or part found defective in material or workmanship or unsatisfactory in service will be replaced when returned, charges prepaid, to the factory for inspection.

Finger loops are provided for every jack weighing over six pounds. The jacks are made in sizes which vary in weight from five and a half pounds to twenty-eight pounds to raise weights varying from 1500 pounds per wheel up to 5 tons per wheel.

San Pedro Hardware Company, at San Pedro, California, has passed from the hands of Peter Lux to John A. Elliott, Jeff Evans and Walter L. Davenport. All the new proprietors are well known in their community.

#### ALWAYS WELCOME

We are always glad to receive a copy of the **HARDWARE WORLD**, for we believe it to be one of the best hardware journals that are published today.

MORSE HARDWARE CO.

**MOTOR MERCANTILE COMPANY****Wholesale****Exclusively**

## AUTOMOTIVE PARTS EQUIPMENT AND SUPPLIES

Distributors for

Motul and Cydane Oils,  
Gears and Gases  
Columbia Storage Batteries  
Stanley Self-Oiling Springs  
Johnston Curtain Windows  
Kay Bee Spotlights  
Fafnir Bearings  
Zenith Carburetors  
Reliable Jacks  
Lemox Hack Saw Blades  
"Dri-Kure-Retarder" Val-  
caniser  
Edison Mazda Lamps  
Rives' Pedal Pads

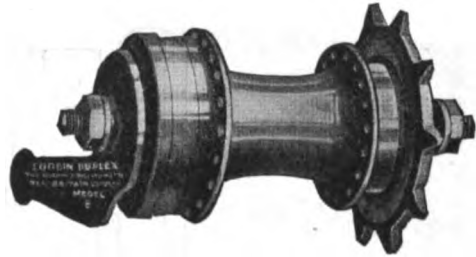
"Genemotor" Ford Start-  
ing and Lighting System  
Arrow Grip Truck Chains  
Aluminite Solder  
Gitta Oil Cups  
Ford "Ever-Safe" Brake  
Shoes  
Raybestos, Non-burn and  
Thermoid Brake Linings  
Chase Auto Top and Up-  
holstery Materials  
"Rio-Mo" Winter Fluid  
Vulcaniser Tools, Sup-  
plies and Equipment

And a Complete Line of Mechanics' Tools and Garage  
Equipment

New 1919 Catalog Furnished on Request

**MOTOR MERCANTILE COMPANY**

115-117 South West Temple Street, Salt Lake City



IS it a wise, profitable  
business policy to try to  
sell a customer a coaster  
brake that *may* stand up  
when he asks for a brake  
he *knows* will last and per-  
form as long as the bicycle  
itself does—the

## CORBIN DUPLEX COASTER BRAKE



## A Long Wearing Paint

Protective paint should be judged by the cost  
per year of service and not by the initial cost.

### DIXON'S Silica-Graphite PAINT

is made in first quality only. It has a record for  
over fifty years of being the longest service  
paint. It has successfully overcome such de-  
teriorating agents as gases, alkalies, acids, and  
severe weather conditions, because the pigment,  
flake silica-graphite, is practically inert and does  
not combine chemically with the vehicle, which  
is the best boiled linseed oil.

Write for long service records and Booklet No.  
230-B.

Made in JERSEY CITY, N. J., by the  
**JOSEPH DIXON CRUCIBLE COMPANY**  
Established 1827

**CORBIN SCREW CORPORATION**

American Hardware Corporation, Successor

NEW BRITAIN, CONN.

Branches: New York Chicago Philadelphia

Makers of Corbin Duplex and Two-Speed Coaster Brakes, Corbin-Brown  
Automobile, Motor Truck and Motorcycle Speedometers, Corbin-  
Brown Tachometers, and Corbin Automatic  
Screw Machine Products

Ride a Bicycle



Contributor to  
National Publicity  
Campaign

# WINCHESTER

## GENERAL OIL UTILITY OIL

### SELL IT TO EVERYBODY

**S**UPPOSE you sold every customer entering your store a can of Winchester General Utility Oil. Think what your turn-over would amount to on this item each month—what a profit-maker it would be for you.

You can almost do this very thing.

For **everybody** is a prospective buyer of Winchester General Utility Oil. Everybody has use for it every day in a dozen or more ways. In the home, the factory, the office, or on the farm. Many, many times they find something working stiffly, squeaking, rusting or needing cleaning and polishing, and would use a little Oil—if it were handy.

#### TOO MANY USES TO ENUMERATE

Nobody can enumerate all the uses for Winchester General Utility Oil. Everybody can make use of it every day.

It takes friction out of everything that requires a light lubricant.

It "eases up" anything that rubs another surface, such as scissor or shear blades, door latches, etc.

And, as its name implies, Winchester General Utility Oil has more uses than just to lubricate.



Three-ounce Can  
Retailing for 30 cents

In Cartons for  
Counter and  
Window Display



These Attractive  
Display Cartons  
Help Your Sales



## LUBRICATES—CLEANS— POLISHES—PREVENTS RUST

**D**ENTISTS and Barbers use it on their instruments for the whole four purposes—to make them run quickly and smoothly, to keep them clean and shiny, and to prevent rust.

Why not do a big volume of business on this lightweight oil? It is easy to handle, easy to sell—already put up for you, in 1 oz. bottles and 3 oz. cans—and can be made to pay you steady profits.

Try suggesting to every customer, after making any purchase, a handy can of Winchester General Utility Oil.

Try this a few times—you'll be surprised how easily it sells.

WINCHESTER REPEATING ARMS CO.  
NEW HAVEN, CONN., U. S. A.



One ounce  
Bottle Retailing  
for 15 cents

**WINCHESTER**





THE SEA COAST NEAR DEL MONTE

No part of the California sea coast is more attractive than that about Monterey Bay, near the Hotel Del Monte, where every facility is provided for the comfort and complete enjoyment of guests.

### ABLE COMBINATION AUTO LOCK

Lucky is he who owns an automobile, but twice lucky is he who keeps his machine these days. In order to meet the demand for a method of



locking automobiles, the Able Chain Tire Lock, illustrated herewith, has been found to meet all the requirements of the automobile owner.

As a trade proposition, accessory dealers and distributors find this combination lock outfit most attractive. They are made of new process steel links and bars and with a bronze combination. They are simple to install, easy to operate and in the terms of the manufacturers, "Safe as a Safe." No two locks have the same combination.

In his report, the Engineer of the Casualty Department for the Insurance Underwriters, said: "The steel loops resisted all attempts to cut it with bolt cutters. It was impossible to start hack-saw blade in the material or to mark it with a file. No success was had in the attempts to break the lock or loop with a 2 lb. machinist's hammer." Also that "it was easily installed, and easily locked and unlocked." In conclusion, he said: "It will be noted that this device is practical to install and use; that it is durable, and that it is uniformly manufactured."

Able locks are handled exclusively through distributors and jobbers. Further information may be obtained from the Able Mfg. Company, 731-733 Folsom Street, San Francisco, California, where the company's own factories are engaged in manufacturing these locks.

Jerry N. Taylor is a new member of the hardware trade of Carthage, Missouri, and is building up at the same time a good stock and local good will.

McMillan & Hills are proud of their new store building at Linneus, Missouri, for they have facilities to better display their stock and receive their many customers.

### STANLEY COMPANIES UNITE IN COMMON INTEREST

With the purchase of the going manufacturing business of The Stanley Rule & Level Company, the Stanley Works will own and operate some twelve different plants and properties, located where for years the workmen have grown up and become accustomed to the exact requirements needed in the production of the particular articles that are manufactured in these factories.

In connection with these are operated open hearth steel works, hot and cold rolling mills, foundries, timber lands and saw mills for furnishing much of the raw material used. There are also engineering and machine shops for the design and construction of its own special machinery, and hydraulic plants for furnishing electric power.

The principal factories for the production of the finished product, and the main offices of the company, are in New Britain, Conn., but there are other factories located at Niles, Ohio; Newark, New Jersey; Bridgewater, Mass.; South Shaftesbury, Vermont; Bridgeport, Conn.; Plantsville, Conn.; in Canada, at Hamilton, Ontario, Roxton Pond, Quebec, and at Kobe, Japan.

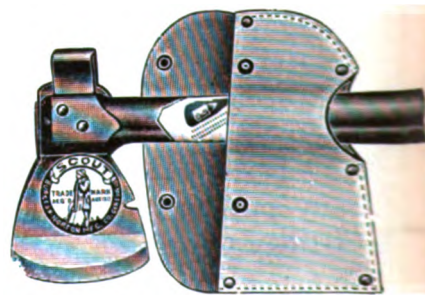
The Stanley Works was founded in 1843 by F. T. Stanley and incorporated as a joint stock company under the present corporate name, in 1852. The Stanley Rule & Level Company was incorporated under that name in 1858, being a combination of the firms Hall & Knapp and of A. Stanley & Co., which had been incorporated some years previous.

The present consolidation unites the manufacturing interests of the two Stanley Companies that have grown side by side for almost seventy years, each developing its separate line of products for the hardware trade. During that period, there have been many common interests. During the earlier years, the same salesmen frequently represented both companies, and in some foreign fields such arrangements still exist.

The two businesses will be carried on under separate names as heretofore, and it is the present plan to merge, or consolidate, only those activities in making or selling the product, which, beyond any doubt, can be strengthened and improved by so doing. There are many points of contact where the forces of both companies will be mutually helpful, which will eventually result in better service to the trade.

### B-N TOURIST'S HAND AXE

The Burgess-Norton Mfg. Co. of Geneva, Illinois, manufacturers of Bur-Nor hardware specialties and "B-N" automobile accessories, are placing on the market a new "Tourists and Campers"



Hand Axe, known as the No. 110 Special special.

Like all other Bur-Nor Hatchets which have been made for fifteen years, this small hand axe is constructed with a hollow steel reinforced handle that is guaranteed not to break, and an oil tempered blade which will positively keep its edge. It is an article which will appeal during the coming year to automobilists to a very large extent. It can be thrown into the tool box, under the back seat or fastened onto the belt.

It has been widely advertised during the spring months in trade papers, and at its price it is certain of a large sale. Samples will be submitted to jobbers upon request. The list price is \$1.90 with sheath, and it is sold to the retail trade at \$12.00 per dozen.

## NEW HOME FOR OAKLAND JOBBERS

The Western Heavy Hardware & Iron Co. started business at Oakland, California, in March, 1907—dealing in iron, steel, wagon and blacksmith supplies. With the passing of the horse drawn vehicles to the automobiles, it was seen by C. A. Nesbitt, manager, that the business would have to be converted to the automobile and shop supply business.

In the new line the company has out-grown the old location and is moving into a new home especially built to accommodate a jobbing business, the only one of its kind in Oakland. The building is 75x100 feet, with spur track facilities and all conveniences for the employees. They intend to give better service to their customers and a welcome is extended to all.

R. H. Hall is the proprietor of a new hardware business at Brush, Colorado.

## GET FULL MEASURE OF SPRING WEAR



The far-reaching Guarantee under which HIGGINS QUALITY SPRINGS For Replacement are sold—years of successful usage back of them—the new, improved principle of construction give you positive protection against imperfections—breakage, and bother. Best for the dealer because they deliver greatest worth in wear to user. Write for Trade Discounts and Big Catalog listing 500 different styles.

HIGGINS SPRING & AXLE CO., Dept. 641, Racine, Wis.

**NO BOLT — NO HOLE — NO HUMP — NO JOLT**

## CREMORNE BOLTS

See Our Catalog for Other Designs

## BUILDERS' HARDWARE SPECIALTIES

WESTERN BRASS MFG. COMPANY, 217-219 Tehama Street, San Francisco

Phone Sutter 2417

## Farmers and Owners of Cars are Prospects

**Y**OU who have in the past handled vehicles and wagons and have lost that profitable trade to the Motor Vehicle, are in a position to get the old volume and more back in handling "Utility Trailers" and without the necessity of giving service or having an expensive service department as is required where you sell motorized vehicles.

Every farmer in your community is a prospect for a Utility Trailer of some sort. Every motor truck running over your highways is necessarily a prospect for a Utility Trailer, if he is to compete with others using them, they bring truck operating cost down to a point where the profits are satisfactory, and truck operating brought out of the Red Ink.

Utility Trailers are motorless auxiliaries to the truck or passenger automobile, bringing you a clean profit when sold and a profit that is yours, not to be later paid out in shop costs of free service as in motorized vehicles.

We have some good territory open, write us for our proposition to dealers.

**UTILITY TRAILER SALES CO., of Southwest**  
105 So. Houston St., Dallas, Texas

**LOS ANGELES TRAILER CO.,**  
1328 Palmetto St., Los Angeles, Cal.

## W. D. COLLINS FINDS TRAVEL IN AUSTRALIA HARD

Certainly W. D. Collins could write an enlightening volume on the difficulties of travel and general business handicaps to be encountered by the American traveler or merchant in Australia.

For thirteen years Mr. Collins has been covering the western half of the world, which includes perhaps the eastern half also, for S. L. Allen & Co. of Philadelphia. He has made many trips to Australia, but on his return from his last trip he is impressed with the fact that never before has he encountered such obstacles or difficulties as between November, 1919, and April of this year, when he returned. Lack of ships, labor difficulties, a prolonged drought and after-the-war reconstruction measures combine to bring about the Australian problem.

Mr. Collins has arranged to take his wife with him, but he found it would be impossible to get accommodations for her, even between the United States and Australia, much less hotel accommodations about the Island Continent. It was necessary at all times to telegraph ahead for reservations in the hotels and to book passage on steamers between ports for months in advance.

The American red tape and governmental requirements are nothing compared to those of Australia, says Mr. Collins. As a matter of fact, he had to pay income tax on his salary based on the time he was in Australia, and holds receipts for this amount from the Internal Revenue department of the Commonwealth. Passports and clearance papers are necessary for movement all about the Island, and the authorities are very strict on account of their fear of an epidemic of influenza.

The same difficulties encountered in travel are, of course, to be faced in shipping goods and taking orders. Altogether Mr. Collins found his trip very difficult, but reports that business is good, and the demand for Planet Jr. tools and the other items in the line of S. L. Allen & Co. is always increasing and always will. The very fact that the Australian buyers are anxious to import Allen goods, even in the face of these difficulties, is proof enough of the satisfaction Mr. Collins brings by placing the Philadelphia made tools and implements in the Commonwealth.

Mr. Collins will spend the next few months in calling on the trade on the Pacific Coast and the inter-mountain region and plans his annual trip back to Philadelphia in July. He also represented his company at the foreign trade convention, which met in San Francisco recently.

The Fritsch Hardware Store at Sedro-Woolley, Washington, is giving way to the pressure of necessity and extending its balcony over the entire main floor to give more floor space.

Barlow & Dewees are the successors to H. T. Warnstaff in the hardware business at South Haven, Kansas. They will carry a general line of hardware, sporting goods and farm implements.

The Charles Ford Company, of Watsonville, California, has purchased the hardware stock of Charles Leu. It will be combined with the Ford Company's already extensive complete stock.

The Frank Hardware Company has been incorporated at Wheatley, Arkansas, and will handle a full line of hardware, sporting goods and farm implements. The proprietors are Alexander Ochleschlager, Samuel G. Scott, Henry M. Frand and E. R. Moss.

It might seem that entering business under the title of Greene Bros. might be a liability, but the firm of that name at Rutland, North Dakota, do not find it so. In fact, things are booming with them since they purchased the stock of the Rutland Hardware Company at that locality.

Anniversary sales are usually characteristic of department stores, but it was for the Le Clerc Hardware Store of Hoquiam, Washington, to celebrate the fifth anniversary last month with a great anniversary sale. Under the present ownership the store has constantly grown and improved until it is now recognized as one of the largest and liveliest hardware stores in Southwestern Washington.

## POSSIBILITIES IN PUSHING ROPE THROUGH DISPLAYS

"You can sell rope all the year around and you don't have to be on the sea coast to do it," say Pettit & Morrison, merchants at Grundy Center, Iowa. Just to back up what they say, they took a picture of their recent display of rope and cordage, and when the western merchant looks on the display as it is here reproduced, he will see somewhat of the secret of the success of Pettit & Morrison in the rope and cordage business. It is not only the house mover, the hangman and the sea captain who are using rope.

Construction work is going on all over the country these days. The painter is buying rope. The farmer is always looking for rope. Merchants will be surprised how many small orders for rope will grow into big orders if the rope is only put before the public in an attractive way. It may also be part of the secret of Pettit & Morrison's success that they concentrate on Columbian Cordage.



Columbian Rope Display of Pettit & Morrison, Grundy Center, Iowa





Every Foot of  
**COLUMBIAN MANILA ROPE**

can now be easily and positively identified on the dealer's floor or in actual use by anyone. This Rope, if a few inches are untwisted, will show imbedded in the heart of a strand a small twisted tape. Pulling this tape out and unwinding it brings to view the colors (red, white and blue) and the signature of the Columbian Rope Company.

Think what this means; you have the tangible evidence in every foot of Columbian Manila Rope that it is made by this Company and, therefore, is guaranteed to be not only pure Manila, but equal and in most cases superior to ANY Rope made.

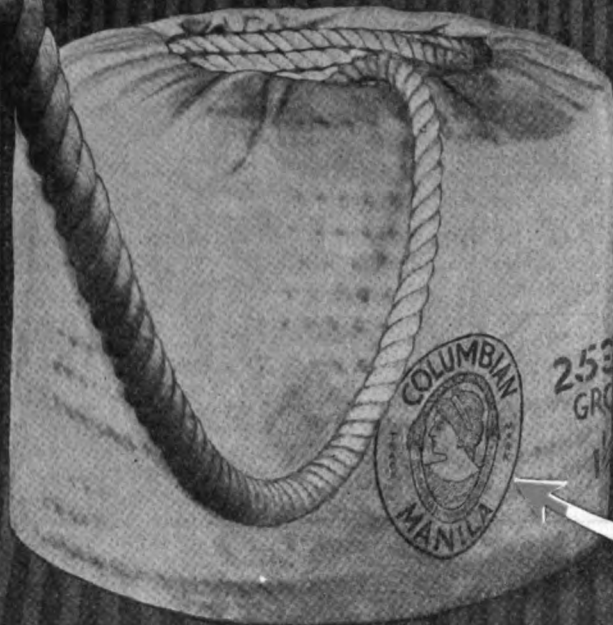
Mr. Dealer, teach your Rope customers to look for the red, white and blue marker; it means repeated orders for you.

**COLUMBIAN ROPE COMPANY**

AUBURN, N. Y.

"THE CORDAGE CITY"

Branches: New York-Chicago-Boston-Baltimore-Houston



ON  
EVERY  
COIL

## WINCHESTER DEALERS MEET IN NEW HAVEN, JUNE 28-JULY 1

As a part of the development of the Winchester plan, there will be held at the main plant of the company in New Haven, Conn., June 28, 29, 30, July 1, a gathering of dealers from all parts of the country that promises to be a great event in the history of hardware merchandising.

The Winchester Company is inviting every one of the thousands of retail hardware men who have accepted the opportunity of cooperating in the Winchester plan to go to New Haven for the largest convention of hardware men that has ever been held in the United States, which will also be the First National Convention of Winchester Agents.

The convention is planned to give every Winchester dealer an opportunity to inspect the vast plant of the company, to see its manufacturing resources, to see how the goods which they are to handle are made, to learn the details of them and the reasons for the quality and service upon which they are fundamentally based and the reasons that warrant them in their confidence and enthusiastic support of these goods.

Agents have been established in every section of the country and they will be present from the farthest points of the Pacific coast, north and south. Just how many will be in attendance cannot, of course, be even approximately estimated at this time, but the company expects 2000 at least.

The Tolt Hardware business at Carnation, Wash., has been purchased by A. Reder and Joseph Van Horn, two young business men of Seattle, who will henceforth conduct the business.

The Ennis & Harris Mercantile Stores has been incorporated at Rifle, Colorado. This is a combination of the former Ennis & Harris Hardware Co. with a grocery and market in the town, and the combination will allow for extensive improvements and extensions of each business.

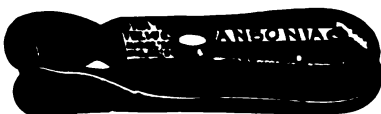
Grover Crosswhite has joined with his brother, C. E. Crosswhite, in the business of the Castle Rock Hardware Co., Castlerock, Colorado. This progressive firm caters to the needs of the agriculturalists of their vicinity, carrying a complete line of implements and hardware at all times.

Cooperating with the local Rod and Gun Club of Hoquiam, Washington, in a drive for new members, the LeClerc Hardware Company at Aberdeen, Washington, has offered a handsome fishing prize to the solicitor securing the most members for the club. It is in co-operation and interest of this sort that dealers will bring the trade to their counters.

A new era in the life of the Christenson Brothers' Hardware Co., at Nampa, Idaho, started with their moving into their new brick building. The firm has been engaged in business for a number of years at Kuna, Idaho. The new building measures about 60x90 feet and cost about \$25,000. A \$75,000 stock will be carried, and it promises to be one of the largest hardware firms in southern Idaho.

## "ANSONIA" NAIL CLIP

Made by the makers of the "Gem" Nail Clipper. Twelve in a box or 12 on a display card.



Write

H. C. COOK CO. - ANSONIA, CONNECTICUT

## NEW SIMPLEX ELECTRIC RANGES

A few years ago it was thought that the electric cook stove was an appliance for the plutocrat, or for only the very rich. Several factors have since combined to make the electric range within the reach of the average consumer and highly practical from all points of view. Gas, coal and wood fuel have all risen in price since the war, because of their growing scarcity, and the high prices which it is necessary to pay to labor in their production.

Electric power is constantly conquering the country, and its costs have not risen in any way proportionately with those of other fuels. A factor in the coming of the electric range has been the enterprise of the manufacturers in simplifying and perfecting the range itself. The two new models of the Simplex Electric Heating Co. of Cambridge, Mass., pictured herewith are typical of the electric range of today.



No. 25 Simplex



No. 29 Simplex

For the past year Simplex model No. 27 has been one of the best selling electric ranges manufactured. These two new models, No. 25 and No. 29, are similar in construction to No. 27, one being a four plate range, with elevated oven, roaster and warming compartments. No. 25 is the smaller range with oven and three plates.

Among the principal exclusive features of the Simplex Ranges is the enclosed unit which obtains an intense red heat so conducive to quick results. The vertical switch panels, shown beside the oven of each range, are a feature which adds to the appearance. These ranges are white enameled, always clean and easily distinguished.

Thomas E. Waters has purchased the stock of W. J. Deering & Son at Atlantic, Iowa.

Budin, Williams & Company is the name of the firm which will succeed the Gibbel Hardware Company at Hemet, California.

One of the progressive merchants who took an active interest in the recent convention at Long Beach, was Homer F. Larkin, of the firm of McClellan & Larkin at Covina, California.



## The Efficiency Cotter

This Is an Age of Specialists



When sick, you consult that physician with special training on your particular ailment. He is a specialist.

When you want a man to handle a new line, you choose carefully, and select one with more than ordinary knowledge of the merchandise. He is a specialist.

When your Flivver refuses to go another foot you call up one of Mr. Ford's assistants. Another specialist.

**THE OHIO WIRE GOODS MFG. CO.**  
AKRON, OHIO

Specialists in the Manufacture of Cotters

Western Representative

**J. M. JACKSON,**  
320 Market Street,  
San Francisco, Cal.

Other Branches:

180 No. Market St.  
Chicago.  
29 Murray St., N. Y.  
Nashville, Tenn.



FOR EVERY  
**MOTOR NECESSITY**

SEND FOR CATALOG NO. 250



**WALDEN-WORCESTER, Inc.**  
Worcester, Mass.

## "BUTTERFIELD" "Combination" Screw Plates

Are An Absolute Necessity in Every Garage

U. S. STANDARD

1/4x20 5/16x18  
3/8x16 7/16x14  
1/2x13 5/8x11  
3/4x10



S. A. E.  
STANDARD

1/4x28 5/16x24  
3/8x24 7/16x20  
1/2x20 5/8x18  
3/4x16

In one case you have all of the regular United States Standard pitches together with the S. A. E. or Automobile Standard, making it possible to handle any kind of a job that may be brought in; you can do it; it will not be necessary to carry the work to your competitor.

**BUTTERFIELD & CO. Division**  
Union Twist Drill Company  
DERBY LINE, VT.

CHICAGO STORE, 11 South Clinton Street  
PACIFIC COAST REPRESENTATIVE  
V. S. Walsh, 560 Mission St., San Francisco, Cal.

A  
SIMPLEX  
NOW  
FOR EVERY  
CUSTOMER

*Two New*

Due to the patented Simplex Heating Element, Simplex hot plates run red hot and neither warp, buckle nor burn out.

# Simplex Electric Ranges

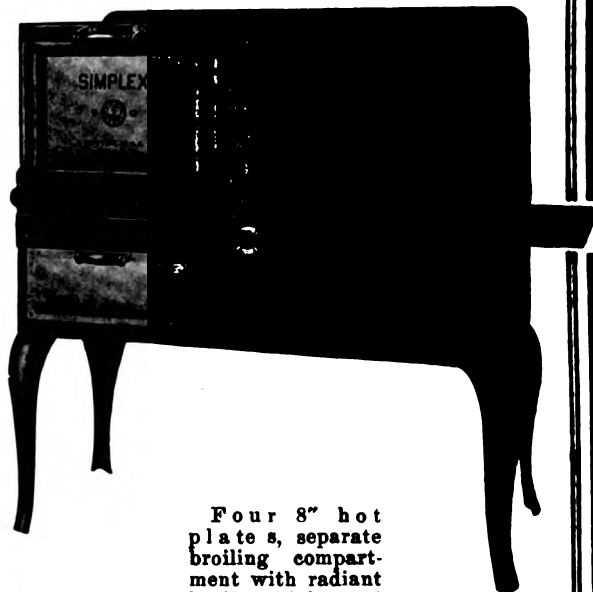
Can now be had with all the features that have made Simplex No. 27 the best selling range on the market today

**No. 25** New Apartment House Range



Equipped with three 8" hot plates, radiant broiler and high-speed oven. Same capacity as No. 27. Made especially for use where space is limited.

**No. 29** New Household Range. Large Size



Four 8" hot plates, separate broiling compartment with radiant broiler, high-speed oven, separate plate warmer and removable drop shelf.

## Simplex Electric Heating Company

HOLBROOK, MERRILL & STETSON

875 North Spring St., Los Angeles  
8th and Bluxome Sts., San Francisco

DISTRIBUTORS FOR CALIFORNIA, ARIZONA AND NEVADA

CAMBRIDGE 39, MASS.

# Electrical Appliances An Unlimited Field for the Merchant

**T**HERE are about twenty-two million homes in the United States. About seven million of these are wired for electric service, and hundreds of thousands more are being wired each year. But let us consider the seven million already wired for electric service.

In every one of these seven million homes there's need, right now, of electrically operated appliances that at retail would represent an investment of from one hundred to one thousand dollars.

## A Long and Useful List

The electric clothes washer, the electric ironer, the electric dishwasher, the electric cleaner, refrigerator, range, and a long list of personal appliances, such as the electric vibrator, sewing machine and small power motors, curling irons, heating pads, grills, toasters, percolators and other devices will easily total more than one thousand dollars' worth of electrical essentials for efficiency in the home.

Here is an immediate field for electric appliances for the home running into seven billion dollars! Will the merchant grasp his opportunity?

And as fast as the electrical industries' great enthusiastic manufactures organizations and associations, keep hammering with educational publicity directed at the woman in the home, these appliances will be accepted, because it will be learned that they cannot afford to be without them.

If the field for these appliances were restricted to those who, from the superficial standpoint, "could afford them," then there would be less reason for enthusiasm. But actual experience in selling such products clearly demonstrates that it is in the home of moderate means, where there are no maids to help with work, and where the mother is brought directly in contact with daily drudgery that electrical helps are most in demand.

## Every Wired Home a Prospect

We can, therefore, rest assured from actual experience, that every home wired for electricity is a real prospect for the sale of all such electrical appliances just as quickly as they can be made and brought to the home owners' attention in the right way.

This tremendous home-field for the sale of electrical appliances has been almost wholly neglected until now, due to the pressing needs of electrical devices for industrial purposes. These needs have occupied the time and attention of engineers and manufacturers to almost the complete exclusion of the home. Outside of electricity for lighting, practically

nothing has been done to supply the home with the labor and money-saving electrical devices which have made American business houses the most efficient in the world.

Now the home is coming into its own, and the electrical industry is beginning to give it the attention that its tremendousness deserves. As a result, we stand today at the beginning of an electrical household appliance industry so vast in extent, and so unlimited in future growth that even the most far-seeing mind cannot fully grasp its magnitude.

Are you preparing to get your share?

Neither the merchant who nags his clerks, nor the clerk who nags his customers will ever be successful in getting along with the parties nagged.

## A POWDER POEM

A woman is queer, there's no doubt about that.

She hates to be thin and she hates to be fat.  
One minute it's laughter, the next it's a cry.  
You can't understand her, however you try.  
But there's one thing about her which everyone knows—

A woman's not dressed till she powders her nose.

You never can tell what a woman will say,  
She's a law to herself every hour of the day.  
It keeps a man guessing to know what to do—  
And mostly he's wrong when his guessing is through;  
But this you can bet on, wherever she goes  
She'll find some occasion to powder her nose.

I've studied the sex for a number of years,  
I've watched her in laughter and seen her in tears;  
On her ways and her whims I have pondered a lot,  
To find what will please her and just what will not;  
But all that I've learned from the start to the close.  
Is\*that sooner or later she'll powder her nose.

At church or a ball game, a dance or a show,  
There's one thing about her I know that I know—  
At weddings or funerals, dinner of taste,  
You can bet that her hand will dive into her waist,  
And every few minutes she'll strike up a pose,  
And the whole world must wait till she powders her nose.

—Edward A. Guest.

## WHITLOCK'S GREAT WAR ORDER

The Whitlock Cordage Company claims one of the largest war orders of the Navy Department. A single contract was placed for more than 1,400,000 pounds of Whitlock Cordage, ranging in size from 1/4-inch diameter ("6thd.") to 10-inch circumference hawsers. The navy inspectors' guarantee and the usual tests the rope was put to in the service, is an effective recognition of Whitlock Cordage quality.

This order went to the navy yard at Portsmouth, Virginia, and supplemented the supply which the navy's own rope factory was able to turn out. It is claimed by the Whitlock Cordage Company that all shipments of the Whitlock Cordage were passed by Navy Inspectors and not a single coil was rejected or even unfavorably criticised, and that their unusually high strength guarantees were exceeded on the average by more than 20 per cent.

Now that the war is over, the entire output of the Whitlock plant is available to the trade under the company's slogan "Either you are satisfied or we are not," the merchants of rope know that what was good enough for the government is good enough for their customers.

### Have You a "Rope Schedule"?

Merchants who sell rope, and this includes every progressive merchant, can ill afford to be without such a rope schedule as is published by the Whitlock Cordage Company, and the company will supply it to any merchant or dealer upon request. This includes tables on the weight and strength of every diameter of rope manufactured by the company, and the price per hundred feet.

The company has bound these Rope Schedules with cardboard cover, varnished for protection against soiling. Merchants who have not received a copy of the schedule, may receive one by applying to the office of the Whitlock Cordage Company, 46 South Street, New York City, N. Y.

The Stadelman-Bonn Hardware Store at The Dalles, Oregon, suffered from fire recently. It is estimated that the damage to the stock will amount to about \$10,000.

Gregg W. Summers has taken over the stock of John Luttge at Burbank, California, and will add a full line of hardware to the stock. H. A. Moore will have charge of the new hardware department.

The Oliver Rickard Hardware Co., Centralia, Wash., has recently been reorganized by the entrance of L. G. and H. G. Goranson into the firm. C. L. Rickard is the president and Wm. H. Oliver is secretary and treasurer.

In spite of the high cost of building materials and the uncertainties of a presidential year, the Avis Hardware Company at Pomona, California, is being extensively remodeled. The change for the better is certainly indicative of the condition of the business and the spirit of progress which animates it. A new front will be put on the building, giving a fine deep entrance with display windows on each side.

In order to see for himself where the goods he sells are manufactured and why it is that he cannot get them as fast and as fully as he used to, E. E. Johnson, manager of the Stephens Hardware Company at Monroe, Washington, left with his wife last month for an extended visit to New Haven, Connecticut, Montreal, and other eastern cities. The trip will occupy them several months and will combine both business and pleasure.

## YOU CAN ALWAYS TELL COLUMBIAN ROPE

For many manufacturers it is easy to place a trade mark on their products conspicuously so that as the article is used or as it is issued it is always identified with its manufacturer. Steel is stamped with a die, articles of clothing are definitely marked by their makers, and oranges are wrapped in tissue paper which identifies the grower or the brand. The paper manufacturer puts his water mark right into the paper so his goods can never be mistaken.

Along other lines it is more difficult to identify the product with the manufacturer and with the trade mark, and cordage is one of the products which is most difficult to trade mark or identify. It is for this reason that the Columbian Rope Company's new sample which has just gone to the trade, is particularly interesting and clever.

This three foot sample of pure Columbian Manila rope tells the entire story more really and more graphically than pages and pages of catalog or descriptive matter would. One half of the sample is finished rope such as would be used with the ordinary block and tackle. About the middle it is tied, and the other half shows the makeup of the rope. One strand is just the way it comes from the machine, another strand is combed out to show how much fibre each strand contains. The third strand shows the way the marker is inserted in the rope.

A paper tape with the company's red, white and blue band is woven right into each strand, as proof positive that the rope is of Columbian manufacture and carries the Columbian guarantee that it will satisfactorily perform the service for which rope is intended.

Certainly there is no other cordage guarantee stronger than this, and there could be no better way of identifying the product with the guarantor and what is behind it. No matter how the rope may be worn, or how far it may be carried from its home in the cordage city of Auburn, New York, its mark is impressed in each of the three strands, woven into the very fibre and fabric of the rope itself.

### "THEY DON'T SCRATCH, THEY CUT"

The Caldwell Sales Company, San Francisco, Western distributors and factory representatives for the Diamond Saw & Stamping Works, manufacturers of Sterling Hack Saw Blades and Power Saws, have adopted the above caption as their slogan in behalf of Sterling Blades.

Their able field representative, Walter D. Osborn, is now in the Northwest, where his industry, coupled with Sterling quality, are producing most satisfactory results. Wherever Mr. Osborn's presence and efforts are extended, customers invariably hit the Sterling trail.

Mr. Caldwell invites buyer's correspondence on Sterling Blades as well as their other lines mentioned elsewhere in our pages.

## ATTRACTIVE ALUMINUM WARE CATALOG

F. R. Murray Co., Ltd., 365 Water Street, Vancouver, B. C., who are wholesale distributors of hardware specialties, have just mailed to the trade their attractive catalog, featuring their aluminumware and other household specialties which they are handling. They concentrate on the popular Viko line.

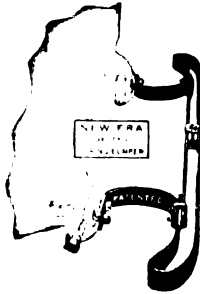
This catalog is most attractive in every way, well printed, on excellent paper and will doubtless be preserved for reference by the buyers in the territory in which the Murray Co. operate. They will be glad to send a copy to any of our readers upon request.

## If One-Half the Dealers Knew

The real facts of how they could supply a modern Spring Bar Bumper of double strength for EVERY car desired—front and rear,

**An Output Ten Times Larger**

Couldn't Fill the Demand.



## New Era "Better" Spring Bumper

is a positive evolution of merit in several points.

**Its Double Bars Mean Double Strength.**

Interchangeable for ALL cars by detachable arms, furnished for every car—front or REAR—and freely exchanged for any car desired.

The most complete catalog, showing arms for EVERY car—front and rear—will EARN HUNDREDS of dollars for any dealer. If your jobber won't furnish Spring Bar Bumpers with the name "New Era" and patent dates, between the double bars, ask us the name of nearest jobber. The catalog also shows "BETTER" Springs and Tire Carriers for all cars.

## New Era Spring & Specialty Company

70 Cottage Grove Avenue, Grand Rapids, Mich.

## TWO BOKO PRODUCTS

THAT are going big throughout the entire country.

Boko Products are backed by a strong guarantee. Highest quality of material and workmanship is responsible for their universal popularity. Dealers are urged to anticipate requirements.

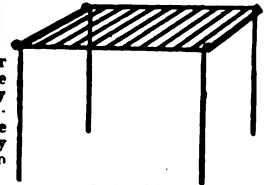


**A**N excellent grate for cooking over a flame or coal. Made of heavy steel rods electrically welded. When not in use can be folded up. It occupies very little space. Made in two sizes.

No. 1110, 10x14, \$ .75  
No. 1112, 12x24, \$1.15

**W**HENEVER an extra seat is needed—in the car or around a camp fire—this strong, durable and comfortable stool is ideal. Folds flat into a space of 7 1/4 x 10 inches. All steel frame, heavy canvas seat and weighs only two pounds.

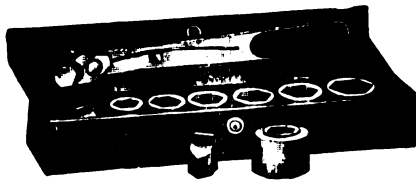
No. 1100  
List Price \$1.25



FOLDING  
CAMP GRATE

Manufactured by  
**THE DEFIANCE WELDING CO.,**  
Defiance, Ohio

Sales Management  
**BAILEY-DRAKE CO., Inc.**  
1120 Michigan Avenue, Chicago, Illinois



**UNIQUE**

**LANE'S**

**Ratchet Socket Wrench Sets**  
and **"SUPER-UNIQUE"**

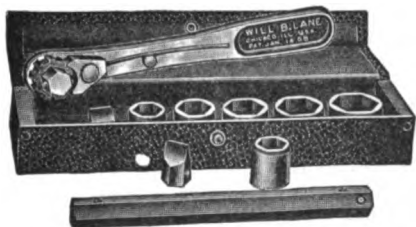
(Trade Marks Registered)

**DEALERS: NOTE THESE SELLING POINTS:**

Round Sockets, Turned from Solid Steel Bar  
Broached Hexagon Openings. Guaranteed Against Wear and Spreading

**NO PROFITEERING IN OUR PRICES**

**JOBBERS EVERYWHERE CARRY LANE'S **UNIQUE** TOOLS**



Made only by  
**Will B. Lane**  
**Unique Tool Co.**  
180 N. Dearborn St.  
CHICAGO, ILL., U. S. A.

**W. H. WILBURN,**  
Western Representative  
602 Williams Building,  
Mission and Third Sts.,  
San Francisco, Cal.





### "PYREXING A KITCHEN"

It is claimed by the manufacturers that very few articles are more natural "repeaters" than Pyrex—the transparent oven dishes. A Pyrex pie plate inevitably leads the customer to buy a Pyrex bread pan, custard dishes, layer-cake dish, beefsteak casserole, bean pot, utility roaster, individual baker—and a host of other necessary dishes. And so has come the phrase, "Pyrexing a Kitchen."

Merchandise that brings a customer back to the store every week or month for another article of the same make is practically certain turnover—the kind that can be estimated in advance.

There are really two kinds of repeaters. There is the kind of article whose sure breakage requires the periodic renewal of the same article. Then there is the kind of repeater which brings back the customer for more of the same class of article. You appreciate the difference.

Pyrex seems to be the kind that stands up under wear—and it has a family. The best repeater is the durable, guaranteed product that has a family.—A wife, parents, children, grandchildren, grandparents, uncles, aunts, nephews, nieces, cousins! The kind of product which says, "I am made in many forms for all uses. Get us all—one by one if you wish." The kind of product in which the customer meets the parents and wishes to meet the children—meets the uncles and wishes to meet the aunts—meets the cousins and wishes to meet the nephews and nieces.

For the merchant, Pyrex helps to establish that mountain of steady assets otherwise known as good will. The dealer in Pyrex will be known as the "Pyrex man" to hundreds of people for years after he retires from business—if he does.

"Pyrexing a kitchen" is more than a phrase. It means a multiplied customer. It makes one more than one—many times more. As an example of a repeat product it is superb. The merchant needs such repeaters in his business.

---

Davis & Fillpot have purchased the stock of Miller & Babbs at Stockton, Mo.

---

Taylor & Winslow are the purchasers of the business of Edwin Blackburn of Surprise, Nebraska.

---

The Srygley Hardware & Furniture Co. has been incorporated at Valliant, Oklahoma, with a capital stock of \$15,000.

---

The Nevins Hardware Co. at Ford, Kansas, purchased the stock of B. E. Henry of the same place, and the two business have been combined.

---

A new firm at Quinton, Oklahoma, is the Quinton Hardware Co. They will carry a full line of hardware, implements, household goods, as well as sporting goods.

---

The Crook French Hardware Co. has been incorporated at Durant, Oklahoma, with a capital stock of \$25,000. No ill omen is taken from the fact that three Crooks are the incorporators of the business.

---

G. A. Evans, a hardware pioneer at Beaver Crossing, Nebraska, has taken his son into the business and the firm will henceforth be known as G. A. Evans & Son. Electrical supplies have been added to the general hardware stock.

---

Rather a unique purchase for a hardware merchant was that of L. A. Love of the Sultan Furniture & Hardware Co., at Sultan, Wash., when he purchased the city park of his community. It seems that this property has been leased and used as a cow pasture. Mr. Love is reported to have bought the public playground for \$1,100.

### MORE ROOM FOR OHLEN-BISHOP SAWS

The Ohlen-Bishop Company—which is a merger of the old established firm of The James Ohlen & Sons Saw Mfg. Co., of Columbus, O., and The Geo. H. Bishop & Co., of Lawrenceburg, Ind.,—is erecting a large addition to its Columbus plant. The new building is of the saw-tooth type, of the most modern construction and when completed will be devoted to the fabrication of Hand Saws, Trowels and other products used in the hardware and building line. All of the machinery and equipment to be installed is being made in the company's own machine shops. It is expected that the new units will begin to produce about July first, and will result in nearly doubling the present capacity of the hardware division.

Columbus architects are now drawing plans for extensive additions to the Bishop plant at Lawrenceburg, and these plans and specifications will be offered to contractors about June first. The company's booked business indicates a constantly increasing demand for Ohlen and Bishop Saws and Tools, from both foreign and domestic buyers, and compels the management to double its manufacturing facilities.

### NEW FIELD FOR AVIS FLY TRAP

The Avis Hardware Company at Pomona, California, announces a new contract with the Swift Fly Swatter Company of Kansas City, Missouri, whereby Avis Sanitary Fly Trap will be manufactured and distributed throughout the United States on a scale far greater than has even been possible.

Distribution west of the Rocky Mountains will be continued by the Avis Hardware Company. The Swift Fly Swatter Company will take care of the trade east of the mountains and the Fly Trap is destined to be introduced to a far larger and keener demand than it has ever felt before. The initial device of the Avis trap as well as its steady growth and development is a personal tribute to the enterprise and inventive genius of A. B. Avis, who up to this time has been its sole distributor.

### BARR BROS.' NEW SALES MANAGER

Barr Bros. Co. of Oakland, California, pioneer cutlery and sacking needle manufacturers of the far West, immensely strengthened their organization when Fred H. Poss entered the firm as sales manager. With him in the enterprise in organizing a new sales policy to cover the United States, is J. B. Barlow.

Barr Bros. has developed a fine line of knives during many years of production. In addition to the knives the company has a sack needle line which is unique in the United States. At the present time the demand for sack needles is particularly keen, since the foreign supply has been cut off, and Barr Bros. find it difficult to supply the trade on the one item of needles, receiving orders from all sections.

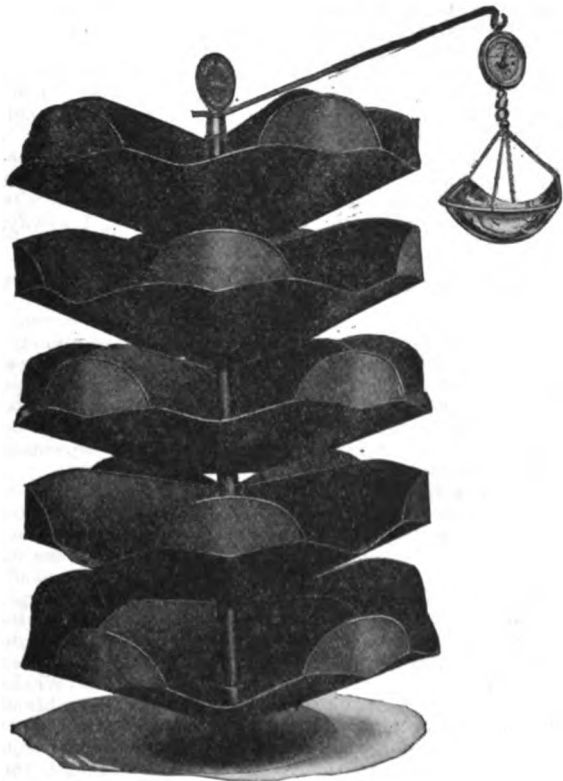
It is the plan of Mr. Poss and his partner, Mr. Barlow, to develop the sack needle business first. A sales organization will be formed to cover the United States, and it is very probable that other needles will be added to the company's line, such as darning, knitting and crochet needles.

---

Another northwestern institution enjoying a new location with the advantages of increased space, is the Lentz Hardware Co., Yakima, Washington.

---

Herman Hurwitz of Seattle, owner of the Olympic Hardware Co., recently celebrated his twentieth business anniversary. It so happened that the drive for Armenian Relief Fund happened at the same time, and he announced for the Olympic Hardware Co. that 2 per cent of all purchases made during the week of the drive would be devoted to it. This only goes to show that progressive merchants can be public spirited citizens.



### NAIL BINS AS NEVER BEFORE

With nails almost in a class with potatoes and sugar as for price and supply in the hardware dealer's stock, the necessity for scientific storing of the nail stock and careful selling of nails has been brought home to the merchant. It is for this reason that the announcement of the Wellston Mfg. Co.'s Eclipse Nail Bins, elsewhere in this issue will be of particular interest and vital concern to the merchants of the West.

We have heard it rumored that many members of the trade have considered installing glass cases to display their nails and vaults in which to lock them at night. For those who are not able to do this, we would strongly recommend an investigation of the Wellston Eclipse Nail Bin. The Wellston Mfg. Co., is known to the trade and a pioneer along its line of manufacture, having specialized on the nail bins until they are standard. Each section of the improved model nail bin revolves separately and even when loaded to capacity the lightest touch will turn it in either direction on its ball bearing swivel.

The construction throughout is substantial and the finish attractive and complete. Each bin has a capacity of a keg. The bins may be secured with or without a lip. More than 5000 retailers all over the world are endorsers of the Eclipse Wellston bin.

In addition to the nail bins the Wellston Mfg. Co. makes bolt cases of various capacities and sub-divisions, also a screw and nut case and a general display stand. The company also maintains a service department for the aid of those whose needs require a departure from the regular line of devices.

Any merchant who needs metal furniture of a special nature as well as those interested in the Standard line of Eclipse bins can communicate with the Wellston Mfg. Co., Wellston, Ohio, or with the company's western representative, L. R. Smith, Santa Maria Building, San Francisco.

John Howitz & Son have succeeded E. C. Dedrick in the hardware business at Langdon, North Dakota.

### BENJAMIN 2-WAY PULL PLUG

Here is the Benjamin Company's latest contribution, the Benjamin Pull Plug. It is, of course, a development of the famous 92 two-way plug, which has been known for years wherever current is used. The pull chain mechanism controls one of the outlets which permits the lamp to be turned off. It has never been shown anywhere before, according to the manufacturers.

As a new and readily saleable item, the 2-way pull plug deserves the attention of the merchant whose electrical supply counter carries fixtures and specialties which sell on sight. The products of the Benjamin Electric Mfg. Co., are their own introduction and no further introduction and no further recommendation is necessary. The company's announcement of its No. 92 plug appears elsewhere in these pages.



### NEW STILETTO REPRESENTATIVE OVERSEAS

An almost completed rearrangement of its export and overseas force has been made by Baker, Hamilton & Pacific Co. E. R. Morgan has for many years represented Stiletto brand in China, Japan and Manila. During the last few months, Mr. Morgan has abandoned the rickshaw and is now travelling American roads. Taking Mr. Morgan's place in the Orient, G. P. Wolf from will sail this summer for a trip to last anywhere from a year to two years. The trip will not be a new one for Mr. Wolf from for he has made several trips to the Orient. In fact, he has just returned from a trip to Australia and the South Pacific.

Mr. Wolf from is an able salesman and one of those loyal employees whose success is founded on hard work and industry but who shrinks from any personal glorification or boasting about his achievement. Lester G. Melquino who has managed the export department for the house for some time has left for Australia and New Zealand to cover Mr. Wolf from's former territory.

It is with deep regret that the trade learns of the death of Harry H. Henoch, for ten years representative for the Auto Strop Safety Razor Co., in Michigan and Wisconsin. He has been a good friend to the trade, and a good salesman for his employers, and his loss is mutually mourned and keenly felt. While it is poor consolation at best, Mr. Henoch's family is fortunate in benefiting by the Group Insurance which the company has recently inaugurated.

The Eymann Hardware Co., of Parlier, California, in a general reorganization and enlargement announces a change in their name to the Eymann Suderman Hardware Co. A second store has been located at 734-44 J St., Fresno, Calif.

Hicks-Burton is a new firm at Wiggins, Colorado. They will carry a full line of Ford parts and accessories, and will do repairing on all makes of cars.

Dean H. Davis has become a member of the firm of G. C. Davis & Sons at Chanute, Kansas. This is a pioneer institution of the locality, having been established since 1874.



### MABEL HENNESSY JOINS WINCHESTER STAFF

After six years of experience as advertising manager for the Bunting Hardware Co., Kansas City, during which time she has established a national reputation for her writings for hardware publications on hardware and household goods from the unique standpoint of a woman consumer, Mabel Hennessy has joined the advertising staff of the Winchester Repeating Arms Co., of New Haven, Conn.

Miss Hennessy has become, through her long experience and her definite study of household hardware from the woman's viewpoint, an expert in her knowledge of such articles and the relation of the woman buyer to them. In her new position she will bring the benefit of this experience to bear on the work of the Winchester Plant in bringing its household hardware products before the women of the country and in making the new Winchester stores the attractive hardware buying establishments for women.

Not unlike many other persons who have achieved high success in the advertising field, Miss Hennessy broke into this line of work because of a major ambition to write. The first symptoms of this ambition developed in her school days when Miss Hennessy's essays were the model of her schoolmates. After completing her school work, Miss Hennessy applied for a place on the advertising staff of the Bunting Hardware store of Kansas City on the platform: "I want a place where I can write for women."

She has since developed into a skilled writer of advertising and an enthusiastic student of the articles of hardware offered for household purposes, the special points that made certain articles particularly useful to the women of the home, the details in which they helped the woman in her work and their feminine appeal. She has also written articles for the trade papers on household hardware from the woman consumer's point of view, interesting articles about refrigerators, electric washers, the advantages of long handled cutlery in the kitchen so that she soon became known as probably the most widely known and quoted woman in the hardware trade in the middle west.

Of her work along this line, Miss Hennessy says:

"I saw that labor saving devices must do the work of two people in one pair of hands. I studied a woman's day from daylight till dark. Mentally I have kept house a thousand years if you count the

number of times I have thought over the routine of housework and fitted labor saving utensils into one pair of hands. Because I am a woman I know that an awkward knife or bungling egg whip can jangle nerves into domestic discord. I have studied advertising from the consumer's side first and worked back to the wholesale interests."

Miss Hennessy knows women and their household problems and she plans to continue to assist them to solve them on a larger scale than ever and to help the Winchester stores to solve them in a big way.

### NAPIER SAW MAKERS CONCENTRATING

News of what is both a combination and a separation but which will tend to strengthen the product as well as the organization, of two of the largest saw manufacturers in the United States, comes to the trade with the announcement that the Napier Saw Works, Inc., has been reorganized and that henceforth the manufacture and sale of hack saws will be separated from the band saws and metal cutting machines.

Napier Expert and Napier Quality hack saws have grown in volume and quality and popularity so fast that it is necessary to concentrate on one line alone. Henceforth the hack saw business will be conducted by a new and un-named company under the able leadership of A. C. Whitefield, sales manager of Napier Saw Works, Inc. Headquarters of the new consolidation will be in New York and a new factory will be built at Springfield, which will combine the plants of the hack saw department of the Napier Saw Works and the Victor Saw Works, which has been combined with the Napier organization.

The output of Napier Saws has for some time been the second largest in the United States, and with the new consolidation and reorganization, the largest hack saw works in the world will be organized. For the time being, Victor saws will probably be handled by the old Victor Sales organization and the Napier Saw organization will handle both the cutting machines, band saws and hack saws. It is probable that as time goes on, the line of cleavage will become more and more distinct, and two great industries will grow where only one has been before.

### KRAKAUER-ZORK CO. AT PHOENIX, ARIZ.

Recognizing the great opportunities at Phoenix and the Salt River Valley as a point of distribution in the western territory, the Krakauer Company of El Paso, Texas, has opened a warehouse at Phoenix. The Phoenix branch will be under the management of C. W. Fulkerson, who also has charge of the Southern Border Motor Company's business in the Arizona territory. The Motor Company is an affiliated interest with Krakauer-Zork Co. Heavy hardware, Krakauer-Zork machinery and the Stover gas engines will be particularly handled from the Phoenix warehouse.

F. W. McCracken has purchased the Kerr Hardware Company at Patterson, California, and he will conduct the business along the same lines that have made it successful in the past.

### SPOKANE PIONEER PASSES

The death of Will H. Ziegler at Spokane, Washington, last month deprives the trade of one of its early pioneers. Mr. Ziegler was a native of Chenoa, Illinois, and at the age of sixteen came in 1879 to Spokane Falls and entered the hardware business with his father, Louis W. Ziegler. A branch store was opened at Medical Lake and was operated there under the name of Ziegler & Son until 1884. Will Ziegler then came to Spokane and managed the main store until the fire of 1889 wiped out the business. Since that time Mr. Ziegler was connected with real estate and political affairs. He leaves an estate of \$400,000 to his wife.

## STANDARDIZING CLEANING CLOTHS

The production of cleaning cloths on a basis of uniform quality and complete standardization of all factors entering into the product is the latest venture of the Royal Manufacturing Company, manufacturers of the widely advertised Royal Cotton and Wool Waste.

Standardization in this field, according to the Royal organization, must begin with the raw material, which in the past has shown a tendency to diverge widely from anything like uniformity of quality and from materials procured from standard sources selected for the required quality and kind of cloths they produce.

Royal Cleaning Cloths are guaranteed to be thoroughly laundered, completely sterilized and dried before shipment. Through standard processes and equipment the finished article is warranted to run true to sample in every particular.

The bale made famous in the case of Royal Cotton Waste will now enter the cleaning cloth field. Shipments will be made in bales of light clean burlap with new steel bands. Weight will be guaranteed even as ordered, thus obviating the "padding" evil. "Tare" (Wrappings) is guaranteed not to exceed 6 per cent of total weight.

There will be four standard grades of Royal Cleaning Cloths: All-White, Colored, Near-White and Hosiery. These may be ordered from the Royal Cleaning Cloths Sampling Folder, which may be had upon request of the Royal Manufacturing Company, Rahway, N. J.

## CONVINCING STANLEY SALES LITERATURE

There are few manufacturers in the hardware field who take more pains and more justifiable pride in their sales literature and helps than do the Stanley Works. Just this month, two new additions to the great volume of beautifully published material describing Stanley Products have been added.

There is a twenty-four page beautifully published description of Stanley specially designed garage hardware. Each page is beautifully tinted and decorated, and the specifications are suggestively arranged among the pictures of model installations. The book is bound in a gray three color cover, which makes the whole typical of the products which are described therein. It reaches the very height of the printer's art in picturing and describing the last word in garage hardware.

"Use Stanley Works Ball Bearing Butts for Permanence," says another Stanley booklet. It goes on to describe the various types of ball-bearing butts manufactured by the Stanley Works. Each item is pictured in its natural brass color and with an accuracy that fits the description on the opposite page. In the double page center of the booklet, a butt is analyzed for its points of superiority and sales features. No merchant handling Stanley garage or builders' hardware should miss either of these booklets. They should also be in the hands of all contractor and architect customers.

The Flanery Hardware Company has come into being at Warrensburg, Missouri, having succeeded I. D. Garner & Sons. They will specialize on auto accessories and general hardware.

The Kennewick Hardware Company of Kennewick, Washington, reports that "business is fine." They are adding extra men to the force, and the outlook for the coming season is most encouraging.

The firm of Dyer & Botsford at Granger, Washington, has become Dyer & Company with the withdrawal of W. J. Botsford to represent the Yakima Hardware Company at Walla Walla, Washington. Mr. Dyer will conduct the business, handling hardware, furniture and implements.

## What's In a Name

Enough—plenty — SUCCESS in the RIGHT ONE properly applied. It's half the game, naturally, you don't get a good one with poor merchandise, unprincipled methods nor disregard for rendering distinctive and valuable service. Establish a meritorious name, it compares with a solidly laid rail system that has demonstrated "delivered" ability, preciseness and certainty, when the charges are fair the public uses the road over and over again, even if the cars are changed in color, the conductor's uniform from blue to gray or electricity replacing steam.



"Good Morning" (It's me they're talking about)

Evidence galore, Brunswick Balke (Pool Table Mfgs.) undeniable success producing talking machines and automobile tires. Do you think the name helped any?

Heinz put over 57 and more varieties. We contend first one was hardest, name helped others along materially.

Chandler Motor Car Company identified with Cleveland Motor Car Company. Chandler a success, Cleveland unknown, BUT, public had sufficient confidence in connection that 25,000 Cleveland cars sold before one was shown.

Think of it. Standard Oil put over mild laxative (Nujol), really there is a contrast between Kerosene Stove (Perfection) and body lubricant.

"WHERE DO I COME IN?" asks the above member of the Gem Brush family. HERE AND NOW.

"On and above the fact that GEM BRUSHES possess one hundred cents of utility for every dollar expended, pay legitimate wholesome profits to everyone handling them and guaranteed throughout, comes the burning truth that the name G-E-M, connected with shaving things particularly, spells SUCCESS from every stand-point necessary and essential. GEM BRUSHES represent new car developed with all knowledge possessed up to 1920 and now placed on that solid Gem System, which is BUYING POWER, they will ride forth with confidence of our trade to reach all points which is ULTIMATE CONSUMER via stations called DEALERS, through the transfer points called JOBBERS. Ring the bell and go ahead, you have the goods.

We all went to the top with Gem Razors and Blades because they are chocked full of quality, usefulness and results, they survived and succeeded because GEM exceeded everything in its class, stepped into another one of its own, very true, that is going to continue, also prevail in GEM BRUSHES.

Their name is 50 per cent at least of their selling power. If we put lake water in bottle labeled Gem Hair Remover, large quantities would be sold, but, eventually get knocked off the market; nevertheless, we'd sell a lot of it. GEM BRUSHES not only will sell on account of name, but, be backed up in use with real quality and service.

GEM BRUSHES will be advertised in magazines and through other channels all year around.

Don't lose sight of the fact that GEM BRUSHES are in a class alone, GEM BRUSHES are manufactured to sell no cheaper than good brushes can be produced.

GEM BRUSHES is all knowledge of Brush Manufacturing experts thrown together, divided with essential factors and the results GEM BRUSHES.

(Signed) THE GEM SAFETY RAZOR CORPORATION.

Order From Your Jobber Now



The complete, compact, distinctive line in handy house hold cans—full-size, full-measure. **RETAILS 25 CENTS**—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

Dealer's Assortment (30 Doz.) .....\$54.00  
Jobber's Assortment (12 Doz.) ..... 21.60  
Open Stock, all colors, per gross ..... 21.60

2% Freight allowance, F.O.B., N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

**MORTON PAINT MFG. CO.**

169-173 Second Ave., BROOKLYN—NEW YORK  
Townley Metal & Hdw. Co., Kansas City, Mo.  
Pacific Wooden Ware & Paper Co., Oakland, Cal.

# Plumbing and Heating

## PLUMBER SHOULD CULTIVATE THE FARMER

Did you ever stop to think what a wonderful opportunity there is for you in the personality of the farmer? A certain mail-order house in the west turned a neat billion dollars last year—and most of it came from the jeans of the farmer. Are you—the plumbing and heating expert—getting any of this rural business? And why not? asks John A. Lutz.

As a home-loving man the farmer is conscientiously interested in his home and all those things that go to give it a modern, comfortable atmosphere. The farmer is no longer the rube pictured some years back in the comics. He is a progressive, down-to-the-minute business man that wants everything his city brother has—and he gets it!

### Try These Suggestions

Let me suggest a method for the plumber to reap his share of the business actually waiting for the first comer: First of all you are to go to a printer that knows something about style in letterheads. Have him design and print for you some business stationery that will impress the farmer as soon as he sees it—that will tell him at the first glance that here is a man that is a modern business man; a letterhead that will express the high quality work you do. In a word, a highgrade piece of business stationery.

Next get a list of the worth-while farmers in the communities within a radius of your own establishment (twenty-five miles, forty miles or whatever distance you wish). This list can be had from various sources. You can buy one from those concerns which make a business of compiling lists of all kinds, you can build your own list from the telephone books of the communities you intend to reach out for, or you can place small advertisements in the local papers—not to sell anything by these advertisements, but simply stating that if the farmer will drop you a card, he will receive a valuable booklet or some such leader to get his name.

Then when these names are procured, send out to them the booklet promised. Make this booklet something that the farmer will read and keep. This can be easily done and at the same time have considerable sales value for you. I would get up this booklet something

after this fashion: I would first of all make it attractive physically—the printing, the paper, the illustrations. Then I would put into it those things that are a part of the farmer's daily life—information about soils, about planting, caring for his horses and cows, and for his motor car (for rest assured he has one!) Then I would tell him all about what I had to sell him—not about the things themselves so much, mind you, but about the service those things will give him. Put the human element into the sales talk. For instance, what I mean by the human element is this: When you are selling him a running water system don't try to sell him the system as a modern household necessity, but bring the idea right home to him by suggesting how delightfully refreshing, after a hot day in the fields, to come into the house and duck under a cooling shower. Then go ahead and tell him that you have a very reliable shower attachment which you can strongly recommend as best suited to his needs; describe it fully, and show it attached—with someone taking a shower under it if possible. This is the sort of sales talk that actually sells and gets across.

Then you should not stop with one appeal. If you do not make a sale or get at least interest from the first letter or folder (and I am strong for folders after many years' experience in the advertising profession), follow up with another appeal—but link it up in some way with the first.

The matter of the letter—whether that be on a letterhead or incorporated in the folder—is most important. So many people—even those who, from experience should know better—utterly fail when it comes to writing letters. I have known the best salesmen in their line completely fall down when they tried to put their sales talk on paper. Why is this? Simply because they at once become conscious; the matter of selling is no longer natural. It has become strained, an effort; it lacks the free, easy flow of the sure salesman. And, so it at once loses the "that" which we, in the language of the street, call "pep."

### Write As You Talk

The best sales letter is that which accurately records what would be the language of





## The M. L. Kline Co.

WHOLESALE

**PLUMBING, HEATING. MILL  
and STEAM SUPPLIES**

EXCLUSIVE AGENTS FOR

**DURABLE PRODUCTS—**

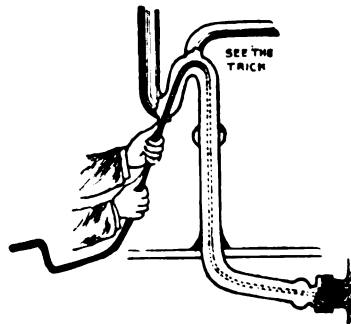
Valve Discs  
Rod Packing  
Sheet Packing  
Union Gaskets  
High Pressure  
Gauge Glasses

**DURABLE denotes QUALITY**

SOLD ON A SERVICE BASIS

84-86-87-89 Front St., Portland, Ore.

## Another Winner "Co Ho" Pipe Cleaner



A flexible shaft with reinforced handle. Will go through a syphon jet closet or sink trap and remove lint, hair and grease or other matter which causes stoppage.

| Number | Length | Each   |
|--------|--------|--------|
| 5018   | 5½ ft. | \$3.00 |
| 5019   | 11 ft. | 5.00   |
| 5020   | 25 ft. | 9.00   |

**C. W. B. CORNELIUS CO., INC.**

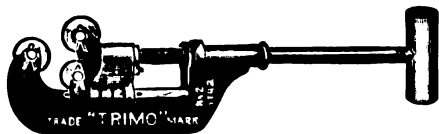
Manufacturers of

**PLUMBING SPECIALTIES**

209-211 Tehama St., San Francisco



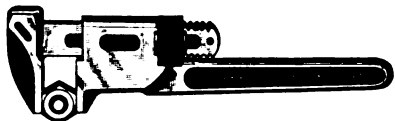
**Trimo Pipe Wrench**  
in steel or wood handle.



**Trimo Pipe Outter**  
one or three wheel



**Trimo Chain Wrench**  
Eight sizes, take pipe ½" to 15"



**Trimo Nut Wrench**  
steel handle only

## The Word **TRIMO**

stands for good tools made by the Trimont Mfg. Co., which are the following:

*The Trimo Pipe Wrench*  
*The Trimo Chain Pipe Wrench*  
*The Trimo Monkey Wrench*  
*The Trimo Pipe Cutter (Hand)*

The four good points that make the Trimo Pipe Wrench superior are the **Spiral Spring**, always in place, the **Steel Frame**, that will not break, the **Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle, that can be replaced when worn. **Save time and money and buy Trimo tools, made by**

**TRIMONT MFG. COMPANY**

ROXBURY (BOSTON), MASS.

the personal salesman. If you are not used to writing sales letters I would strongly urge that you employ someone expert in this line, because the small charge will be more than counterbalanced by the returns in dollars and cents from the pulling power of the expert letter.

I am firmly convinced that the plumbing and heating trades are missing a most promising field in the farmer. Understand, advertising—good advertising—is not alone intended to sell the man who already wants what you may have for sale, but advertising has a wider purpose: Advertising is intended to create a desire for the thing advertised and then to make that desire so strong that it is acted upon and the article purchased. Therefore it seems to me that there is a great future for the aggressive plumbing and heating specialist who will see this field, organize a small mail-order department in his business, and go after this rural trade. The outlay is insignificant and the returns are certain if the proper methods are pursued and the proper kind of advertising is prepared by one who knows this special branch of selling.

#### NORTHWEST PLUMBERS IN CONVENTION

We go to press too early with this issue to report in detail the interesting features of the Oregon Master Plumbers Association, which convened last month in Salem. All the Washington plumbers gathered for their annual meeting at Bellingham.

Both of these conventions were well attended, the plumbers, their wives and families visiting both Salem and Bellingham in goodly numbers. An interesting program had been prepared by their officers and the business sessions were particularly interesting and helpful.

During the evening the local merchants provided ample entertainment for their visiting guests. A feature of the Oregon Convention was that they were met with a brass band, escorted in an automobile parade into Salem and welcomed by the city officials.

We shall have more to say of these interesting conventions in our next issue.

#### WHY HE DEMANDS CASH PAYMENT

A middle western merchant gives these reasons for doing a strictly cash business:

A book account represents money lent without interest or security.

Book accounts don't pay bills or buy new goods.

"I will pay tomorrow" means next week, next month, next year or never.

Cash in hand is worth two on the book.

With cash in hand you can stock your shelves and discount your bills.

The more business you do at less-than-a-living profit, the worse you are off.

The more you trust out the more you have to charge your customers.

Cash sales refill your shelves. Book accounts empty them and curtail your business.

Cash sales take less capital, less bookkeeping and make more profit.

You can afford to do a cash business if you don't do half as much.

Your book accounts are cash invested that is not earning you a living.

Ed Hovey and Frank Leis have combined in a plumbing partnership at Larkspur, California.

Ted Maughan is comfortably situated in a new location at Bonners Ferry, Idaho. The building has been remodeled and repaired, and is now admirably situated for the Maughan plumbing business.

R. F. Carter has purchased the plumbing and sheet metal department of the Jesse C. Brown business at Reedley, California. Mr. Carter is an accomplished and experienced plumber and is in position to render real service to his community.

A. McDaniel has opened a branch plumbing supply business at 4228 14th Street, Northeast, Seattle. Mr. McDaniel formerly was proprietor of a retail plumbing shop in the same district, and he will now cater to local plumbers and supply necessities in their line, cooperating with the P. E. Palmer Co.

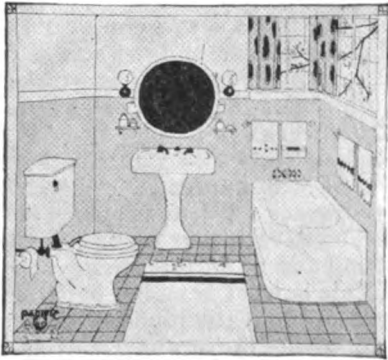
L. M. Waddell, who has been a favored plumber at Elsinore, California, for two years, now has his own business at that place, and is fully equipped with a full line of plumbing supplies and fixtures.

**Sold by All**  
**Leading Jobbing and Supply Houses**



Made Only by  
**G. D. ROWELL & SON, Appleton, Wisconsin**  
 Mayrant Conner, 693 Mission St., San Francisco, Pacific Coast Representative

**Buy a**  
**SAMSON or ROWELL**  
**Railway Car Mover**  
 And Have a  
**LITTLE SWITCH ENGINE**  
 OF  
**YOUR OWN**  
**PRICE EACH, \$5.00**



Write for this attractive halftone and have it appear on your next order of letterheads. You will be surprised at the "selling punch" it will add to your stationery. We will gladly send it free of charge.

## **PACIFIC** PLUMBING FIXTURES



FOR SALE BY ALL JOBBERS

Main Offices  
67 New Montgomery St., San Francisco

Factories:  
Richmond and San Pablo, Calif.

Branches:  
Portland, Los Angeles and Salt Lake City

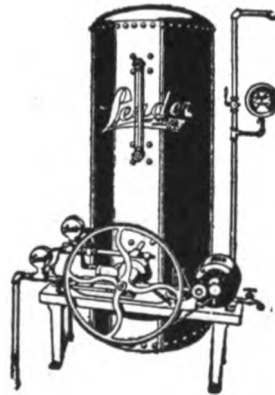
## GENUINE **ARMSTRONG STOCKS and DIES**



**PIPE CUTTERS**  
Malleable Iron Pipe Vises

MANUFACTURED BY  
**THE ARMSTRONG MFG. CO.**  
276 Knowlton St.  
**BRIDGEPORT, CONN.**  
New York Office: 248 Canal St.

## *Leader* TRADE MARK **WATER SYSTEMS**



**FULLER  
AND  
JOHNSON  
ENGINES  
STAR  
WINDMILLS  
AND  
HOOSIER  
PUMPS**

**PACIFIC PUMP & SUPPLY CO.**  
853 Folsom Street  
San Francisco, California  
Sole Distributors

# Let Us Have Gardens

(By Harry Gale Nye)



We (speaking editorially and not meaning necessarily anybody but ourselves) are heartily in favor of the garden movement—not Mary, but vegetable.

Spring is now here, and that is why we here spring it. During the world war, you will remember, we had war gardens in the United States; but why not now?

Peace hath her vegetables no less renowned than war, and so I, I mean we, are for gardens first, last and all the time.

## Why Called War Gardens

Many persons were of the mistaken idea that the war gardens were called war gardens because they brought war into so many happy homes. There was more or less argument regarding who should weed the onions and sprinkle the tomatoes and pluck the bountiful potato bugs from the potato bushes. But that was not the real reason why they were called war gardens, although that was reason enough.

It was because they helped to win the war. Well, now the war is over and we have different times. The war was terrible, but now we have peace, which some folks say is even worse. Of course, they are only fooling. Peace is not a thousandth time as bad as war—but it seems to be just about as expensive.

But the war garden is one thing that might well be perpetuated in these piping times of peace—in fact, ought to be, because of the high cost of living. Let every man who owns a plot of ground or who can borrow one from his neighbor, plant it to vegetables of the most popular brands, or species, or whatever you call it. Remember how the universal planting of cabbage in 1918 reduced the price nearly half of one per cent? Let us do it again, and pass the cold shaw to the high cost of eating.

## Eating Our Most Expensive Amusement

This thing, eating, has become our most expensive amusement, and if gardens or anything else will help us to cut down the cost or cut the habit, we all ought to be for it good and strong. I remember when I was a boy—I mean we remember when we were a boy—being handed a quarter when we had to stay downtown for lunch, and we not only got the lunch for a quarter, but were able to hold out enough to wind up with a soda and a sack of peanuts. But now-a-days a man with a quarter in his pocket is on the verge of starvation. A quarter used to go pretty far in those days, but now it can't get to the corner.

But, if we will only plant gardens, it won't matter whether a man has a quarter or not.

All he will have to do is to jump over the fence into somebody's garden and get a mess of vegetables and beat it for home. His wife can cook them up into a nice little supper as soon as she comes in from work.

One thing is sure: The plumbers ought to be in favor of war gardens. The garden will have to have water (just the same as the whole country has to have it now), and the first man they will send for to do the piping will be the plumber. This is what is meant by "the piping times of peace," and the plumber ought not to complain about the horrors of peace as long as he is the man who is called upon to do the piping.

And, if the plumber is a really progressive merchant, and has read all the helpful hints that we and other experts have given him on salesmanship and creating the desire and all that sort of thing, he might be able to persuade some householder to pipe his garden for gas, so that the stuff will grow nights after the sun goes down. Oh, there isn't any doubt the possibilities of the thing are great.

And the hardware man and the drygoodsman, both of whom sell hose that will be displayed more or less in the garden, will follow right along and put another wiggle on the garden movement. So let us have gardens in both peace and war. It is true that the war is over, but another election is coming along and heaven knows what may happen to us yet.

But one thing is surer even than any of the sure things above; whether the garden reduces the high cost of spinach or not, it will do this for the gardener any way: It will get him outdoors and fill his lungs full of air and his hair full of sand, put the bloom in his cheeks instead of in his nose, and be an all-around help to him. That is what we started out to say in the first place, but if we had we would not have had the chance to say all these other things.

The war garden may not bother the greengrocer much, but it is an awful aim at the doctor, and, if generally encouraged, will put him out of the 8 per cent class and back into the 4 per cent class when March 15th rolls around next year.

## THRIFT

If you want to know whether you are destined to be a success or not, you can easily find out.

The test is simple and is infallible. Are you able to save money? If not, drop out. You will lose.

You may think not, but you will lose as sure as fate, for the seed of success is not in you.

Make suggestion. Everything begins with thought.



Favorite Oval Mirror



Cork Top Stool



Climax Medicine Cabinet

## MADE WHITE STAYS WHITE

Years of actual service under all conditions, have established the reputation for permanent wearing quality of

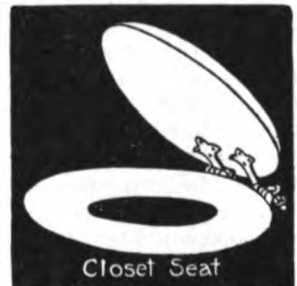
### Genuine Pyralin Snow White Bath Room Fixtures

All our products are made strong and durable and are covered with **genuine Pyralin**—a pure white substance applied in sheet form with our patent process. Easily kept purely sanitary by the use of soap and water.

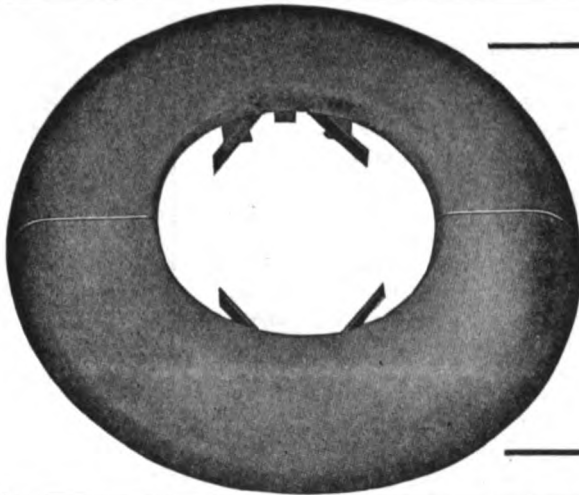
In buying white bath room fixtures insist upon the **genuine Pyralin**.

**C. F. CHURCH MFG. CO.**  
HOLYOKE, MASS.

These goods can be obtained from the **LEADING JOBBERS. INSIST ON THEM.** If you cannot get them address for information, W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. Sold by Holbrook, Merrill & Stetson, Crane Co., A. H. Busch Co., and leading jobbing houses.



Closet Seat



## THE PUBLIC DECLARES

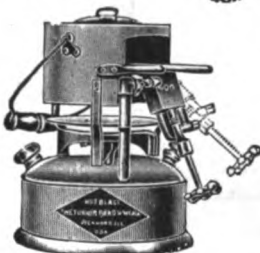
Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

**The Beaton & Cadwell Mfg. Co.**  
NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba, Southwestern Representative, J. R. Devereux, No. 358 Beaver Hall Square, Montreal, Quebec, Canada.

### TRY THE **TURNER** HOT BLAST No. 36 Gasoline Furnace

TRADE  
MARK



No. 36. \$24.80 list.

This is admitted by copper workers, plumbers, and electricians to be the best all-around furnace that can be obtained. It is well made of heavy gauge seamless drawn steel, copper plated inside and out and finished with blue enamel. A furnace which will withstand the acid used in connection with plumbing and electrical work. Our catalog is free.

**THE TURNER BRASS WORKS**  
SYCAMORE, ILLINOIS, U. S. A.



No. 32 Torch  
List Price,  
Each \$16.00  
Ask for  
Discount

### USE C. & L.

Torches and Fire Pots and you will save time and money. The No. 32 is the best combination quart Torch on the market. With it, you can do your work quicker and better with less fuel expense; in fact, the user will save his cost in the saving of fuel alone. The burner is made of special generator metal; the tank of heavy gauge, seamless, drawn brass, re-inforced. The No. 32 will outlast several of ordinary make. All leading Jobbers supply at factory price. Send for catalog.

**CLAYTON & LAMBERT MFG. CO.,** Detroit, Mich., U. S. A.



**BEWARE THE FORGOTTEN CHARGES!**

Do you know that failure to charge goods sold on credit is the cause of heavy losses to a great many merchants?

There is no good reason why this should be either, because merchandise on a shelf represents just as much value as the currency that rests in the cash drawer.

It would be a careless merchant who handed out \$20 bills and then forgot all about the transaction a few minutes later. But there are careless sales persons today who do that very thing with the stock they are responsible for—pass it over the counter and then forget to charge for it, as if it had no value whatever! Merchandise represents the merchant's capital—his money, in other words.

**Your Goods Are Your Capital**

And if someone gets any part of it without returning a just equivalent, that capital is impaired to the extent of the value of the goods.

When the merchant and his entire selling force realize that merchandise is just the same as cash, then all will begin to believe it is no more foolhardy to pass out \$20 bills for nothing, than it is to sell goods on credit and then forget to make the proper charge.

The merchant with the right kind of store and bookkeeping methods, never would have a chance to forget a charge account no matter how small it might be. There always would be some sort of record, the sales slips for instance, to remind him that such a transaction had been made.

**WORK**

I am the foundation of all business. I am the fount of all prosperity. I am the parent of genius. I am the salt that gives life its savor. I have laid the foundation of every fortune in America, from Rockefeller's down. I must be loved before I can bestow my greatest blessings and achieve my greatest ends. Loved, I make life sweet and purposeful and fruitful. I can do more to advance a youth than his own parents, be they ever so rich. Fools hate me; wise men love me. I am represented in every sheet of paper that goes out of the mill, in every train that crosses the continent, in every newspaper that comes from the press. I am the mother of democracy. All progress springs from me. Who am I? What am I? I am Work.

The best thing about co-operation is that it does not hurt anyone—we all win by it.

"I shall have to study three years to be admitted to the bar," said the young man with large spectacles.

"Taint worth it," commented Uncle Bill Bottletop after some thought. "I'd rather go without the drink."

**DO YOU WANT A RAISE?**

The only way to get it is to make yourself worth more to the man who pays you.

Too many salesmen are always trying to curry favor with the boss. Their department of the business goes dead. Let the boss alone. Curry favor and serve the consumer, your customer. The boss always respects a salesman who gets the business at a profit; and the consumer likes the salesman who knows his business from A to izzard and delivers not only the goods but service as well. One can make himself worth while to his employer and the world in general by using his ability in the most effective manner.

Do something. Deliver the goods. Produce.

Air castles of a bachelor are usually constructed of smoke.

T. W. Scott has opened a plumbing and tinning shop at Silver City, New Mexico.

Peter H. Breuss, long established hardware and plumbing merchant at Pleasanton, California, is branching out by adding an electrical supply and contracting line to his business. Sheet metal work including irrigation installation is also handled by Mr. Breuss.

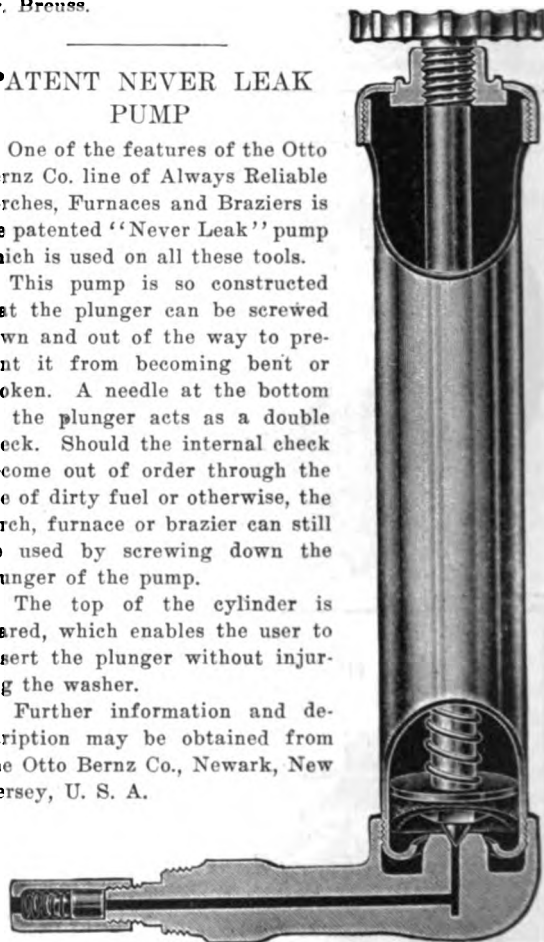
**PATENT NEVER LEAK PUMP**

One of the features of the Otto Bernz Co. line of Always Reliable Torches, Furnaces and Braziers is the patented "Never Leak" pump which is used on all these tools.

This pump is so constructed that the plunger can be screwed down and out of the way to prevent it from becoming bent or broken. A needle at the bottom of the plunger acts as a double check. Should the internal check become out of order through the use of dirty fuel or otherwise, the torch, furnace or brazier can still be used by screwing down the plunger of the pump.

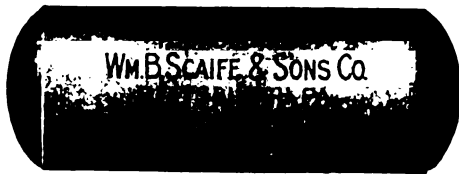
The top of the cylinder is flared, which enables the user to insert the plunger without injuring the washer.

Further information and description may be obtained from the Otto Bernz Co., Newark, New Jersey, U. S. A.



## SCAIFE "Copper-Brazed" TANKS

For Air, Gas and Liquids



Pneumatic and Storage Tanks  
Range Boilers, Riveted  
or Welded

SEND FOR CATALOGUES

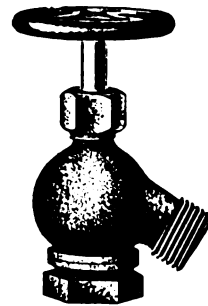
**WM. B. SCAIFE AND SONS CO.**  
PITTSBURGH, PA.

38 South Dearborn St.

Chicago, Ill.

## Garden Hose Valves OF Recognized Quality

Which command repeat orders for you



Sizes  $\frac{1}{2}$ " to  $2\frac{1}{2}$ " inclusive. Both bent  
and straight Hose Spout.

**HAYS MFG. CO., Erie, Pa.**

W. Erwin Gilchrist  
Pacific Coast Representative  
681 Market Street, San Francisco.



Nye the Die Man  
Pipe Die Maker to Those Who  
Know.

## NYE DIES

If you are not using Nye Dies, I know mine are  
better than the kind you're using.

To prove it, I'll see that you get one on free trial  
if you write us.

Labor costs money—economize on labor with the  
best tools.

Nye Dies not only cut pipe—they cut time, cut  
costs.

That's all I make—Nye Dies.  
If what I say wasn't so, Good-  
night, Nye!

NYE, THE DIE MAN

**The Nye Tool & Machine Works**

108-128 No. Jefferson St.  
Chicago, Ill.



Solid Die



Nye Thin Blade Cutter Wheel

## WHEN GOING INTO A DEAL YOU'RE PARTICULAR ABOUT, BE SURE YOU ARE TOGETHER

(Copyright by Elton J. Buckley)

Some time ago I wrote an article on "What Comes of Leaving a Deal Half Made." The question raised by the following letter also concerns the proper way to put through a deal, but a different phase of it than discussed in the former article:

Paterson, N. J.

During last month a jobber in New York thought he was overstocked with \_\_\_\_\_ and sent out letters to a number of customers offering blocks of them at about 10 per cent below the best price we could get anywhere else. The terms were: Orders to be in by a certain date, not to be less than 25 cases, immediate shipment, absolute cash on delivery. The buy looked good to me, and I sent in an order for 100 cases. As I have a good credit rating, I did not think it fair for him to insist on cash on delivery; thought regular net cash in ten days was fairer, so when I sent in my order I wrote as follows: "Enter my order 100 cases \_\_\_\_\_ as per yours of the 21st. I agree to all terms set forth, but must have regular net cash terms ten days. See Dun and Bradstreet. Will send shipping instructions tomorrow." No acknowledgment was ever received from this letter. Two days after the New York house sent out this offer, the market took a leap up, due to big orders being received from Europe or England, and now the New York man refuses to fill my order, claiming that I never accepted the offer, and they paid no attention to my letter, as they had sold all they wanted to. The market is up about a dollar a case and is going higher. Can I force this house to fill the order?

M. R. T.

You cannot, for the very good reason that there was no order. This case is a very clear illustration of the legal maximum that before there can be a contract for anything there must be "a meeting of minds." Both parties must come together at every point, and then there is a contract or an order, as the case may be. As a leading case put it, "an acceptance, to be effective, must be identical with the offer, and unconditional."

It is all very well to dicker over these things, and to try to get all the modification from the original terms you can, but remember that all that time nothing is closed, suddenly something may happen which may make the other man unwilling to deal, and presto, he is off the string. This always occurs with deals you are specially anxious to put through.

I remember no better example of this than the case submitted above. The seller said I will sell you such and such a thing on certain terms, among which terms is spot cash on delivery. The buyer said I won't buy on those terms, but I will buy on regular net cash in ten days. That was not an acceptance; it was merely a counter offer, which was not accepted and so never got anywhere. There was no deal, in other words.

I remember another case somewhat similar in which the offer to sell was also for "cash on delivery." The prospective buyer wired back,

"Will take the goods; commence loading Monday, will weigh and settle promptly." The seller didn't ship and the buyer sued for damages, but the court said: "You didn't accept the offer, which was to sell for cash on delivery." Agreeing to "settle promptly" is not agreeing to pay cash on delivery.

The only way you can safely stand out for anything different than what is stipulated in the offer is to accept the offer as made, without qualification, and then express a hope that the seller may be able to do a little better for you in certain items. That doesn't make the acceptance invalid. For instance, a buyer in one case wrote, "I accept your terms, but hope you can see your way clear, when the time comes, to give me a little more time." Here the market advanced, and the seller tried to squeeze out on the ground that there had been no acceptance. The court, however, said there was; the expression of a hope for better terms did not qualify the agreement in any way.

Still another case that comes to my mind illustrates the point in still another way. A buyer of seeds made an offer on 350 bags. The seller accepted, but said he had only 251 bags. The deal never got anywhere, but finally found its way into the court, which was called upon to say whether there had ever been a real deal. The court said there had not been—an offer to buy 350 bags was not met by an agreement to sell 251.

## BUILDING FOR THE BETTER JOB

Success is just as easy as failure.

Working into the big job is just as easy as staying in the small job.

But it requires a man with vision; a man with imagination; a man who can see the possibilities in his work, and who is willing to develop himself so that he can develop his job; a man who is willing to pay the price by putting in overtime study that he may know all there is to know about his work.

To such a man the bigger job is always calling, always waiting. Whether we stay in the small job or make it a big one is right up to us, right up to you and me.

## EXTRACTS FOR A MODERN WILL

To My Beloved—I leave my house with its first and second mortgages.

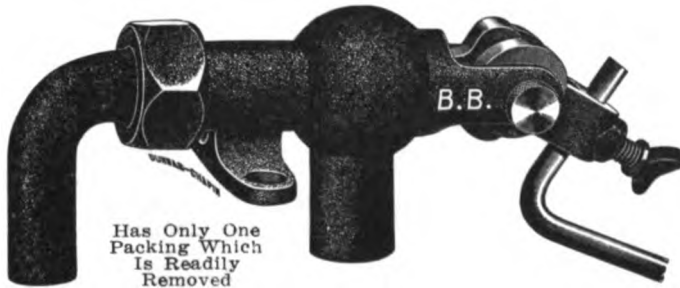
To My Beloved—I leave my automobile and the privilege of making the rest of the "easy payments."

To My Dear—I give and bequeath my player-piano, on which there is only a matter of \$220 more to pay.—Judge.

A new member of the Central California plumbing trade is Clair W. Tellier, who has been granted license to operate a plumbing establishment at Modesto, California.

YOU GET THE SIMPLEST AND BEST  
COCK EVER MADE when YOU SPECIFY

## B. B. HIGH PRESSURE BALL COCK



Has Only One  
Packing Which  
Is Readily  
Removed

They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

**BOSTON BRASS COMPANY**

Bacon and Flimpton St., Waltham, Mass.



Sold by Jobbers of Plumbing Supplies Everywhere

## OVER 1200 PHILADELPHIA PLUMBERS

ARE USING AND SPECIFYING

## SAVILL'S SWAN-NECK FAUCET

Full-stream flow in a fraction of a minute.

Gentle half-turn either way operates.

Protective Stop on handle. Saves pinching.

Best red brass, 85% copper. Saves replacing.

Long nozzle-outlet. Saves splashing.

**THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.**

Send postal card for catalogue showing 23 styles.



## Revolving Cabinets

PLUMBERS, Hardware Dealers, Dealers in Auto Supplies, find our Cabinets invaluable. By using our Cabinets your stock is kept in good shape, clean, and where you can place your hand on any article instantly. They pay for their cost in saving of time. Made in various styles and sizes. Sold by all jobbers.

**American Bolt & Screw Case Co.**

Dayton, Ohio



No. 10 Steel  $\frac{3}{4}$ " to 4"

## Plates that Please

**ORDER NOW**

and be ready with a stock  
Increasing Demand for "B & O" Styles

Catalog on request

**THE BEATON & CORBIN MFG. CO.**

Largest and Oldest Plate Company in the World.

Pacific Coast Representative

**W. HERWIN GILCHRIST**

681 Market St.

San Francisco, Cal.

## KEEPING FIT

To be fit is to be sound—physically, mentally, morally, is to be educated and trained for strenuous, worthy endeavor, it is to possess the self-controlling and self-directing power that makes for industrial, financial, social success.

Keep yourself clean—inside and outside; exercise your muscles, your mind, and your morals; live in the open all you can—literally and figuratively speaking; walk erect and breath deep; and play; read good books and periodicals and choose clean and intelligent associates; practice self-denial and human helpfulness; do a little good every day—and expect and plan to do more on the morrow; do your full share of the lifting—no matter who does the grunting.

## And Remember:

What you get out of any school or college will depend mostly upon what you desire to get out of it. A loud suit of clothes won't help the world to hear from you later; a calabash pipe will strengthen your breath—but it won't strengthen your brain; a cigarette won't serve as a skeleton key to unlock the door of success; athletic sports are all right, pursued to a sane extent—but athletic lingo isn't the language of the rostrum or the forum, the busy mart or open road.

What you get out of your position will depend largely upon what you put into it. Courtesy, industry, loyalty, economy—will all help you. A clock will do some good; but let it tell you when to retire as well as tell you when to rise. A night out with the boys means a day of loss to your employer. He owes you a salary; you owe him value received. Lolling over a billiard table won't limber you up for your duties next morning; draw poker won't teach you how to draw checks on your own bank account; seeing your reflection in the mirror of a popular cafe won't help you to see yourself in a better position, at the end of the year.

Many a charitable woman allows her husband to have her own way.

## PRICE PEAK APPARENTLY IN SIGHT

The business summary of the Federal Reserve Board, which is based upon reports from nation-wide sources, indicates a general belief among manufacturer and bankers that the post-war period of "extravagance and reckless buying" is near its culmination.

A "hesitation, if not an actual recession," of prices is noted, and the Federal Reserve Board's statement summarizes its advices as indicating a generally more hopeful view of the country's business condition than for several months.

While the price changes are shown by the Board not to be universal, they are, nevertheless, regarded as positive and of importance as a basis for reckoning what the immediate future holds.

Relief from the high prices for the consumer will not be completely obtained until present stocks are absorbed in practically all lines. Manufacturers everywhere, however, were shown to hold the view that the peak of high prices has been reached and to expect a gradual recession.

In the clothing trade, particularly, the Board said there was a marked tendency of the public to make old supplies last longer and to refuse to pay exorbitant prices. This phase can mean only that an awakening has come, the statement said, and that many people have arrived at the conclusion that they are themselves responsible for a continuing high range of prices.

## JAPANESE CATALOG STARTS AT THE BACK

An interesting side light on the development of foreign markets, by progressive American manufacturers is furnished by a catalog, issued by the General Commercial Company, Ltd., Yokohama, Japanese agents of the Wright Manufacturing Company of Lisbon, Ohio. Their product consists of hoists only, and the catalog in question is printed in Japanese. Mr. Wright is authority for the statement that in foreign countries there is a distinct tendency to favor those American manufacturers who specialize in one product.

The catalog presents an odd appearance with the title page at the back, and the vertical columns of hieroglyphics. The catalogs are, of course, intended for distribution in the Japanese Empire.

"WE KNOW THE STOVE REPAIR BUSINESS"

WE  
WELD  
ANYTHING

# Stove and Furnace Repairs

WE  
WELD  
ANYTHING

**MYER S. RUBENS**  
STOVE AND FURNACE REPAIR WORKS

We Furnish DUPLICATE ORDER BOOKS Free on Request  
"We Know the Stove Repair Business"

WE know your wants and can fill mail orders 99-100% correct and with dispatch. We can supply parts for over 500,000 different Stoves, Ranges and Furnaces from Spokane. 15 years experience filling mail orders for Stove Repairs in Spokane.

**MYER S. RUBENS** STOVE AND FURNACE REPAIR WORKS

1009 W. First Ave., Spokane, Wash.



### 300 EMPLOYEES SAVE \$200 A WEEK

Increased production is a goal sought by every manufacturer and merchant throughout America. It is fully realized that only through increased production can the gap between demand and supply be filled and the financial and economic conditions of the nation be returned to normal. Businessmen therefore agree that anything tending toward increased production is good business for business.

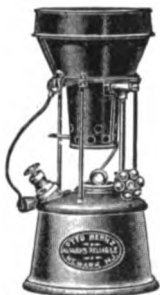
L. L. Woodward, president of Fitzgibbon & Crisp, of Trenton, N. J., has this to say regarding the value of thrift, saving and safe investment in government securities as an aid to increased production:

"You may be interested in the success of the Government Savings Society as installed in our plant by Mr. Harrison in December, 1919. The educational work or Thrift plan as outlined in the 'Get the Habit' letters which we put into the pay envelopes of our 300 employes, proved a stepping stone for weekly savings in Thrift and Savings Stamps averaging \$200 a week with the shop foremen as order takers.

"We are continuing the interest by using the pay envelope 'Work and Save' inserts and believe that the results already attained justify the encouragement of the plan as good business from the employer's standpoint. Our experience has been that the majority of the employes now desire to work harder that they may earn more in order to save in Government Stamps where their money is safe and secure against depreciation and all this reacts to the benefit of increased production.

"We look for even more savers in 1920 amongst our employes now that the bond payments are winding up. We have gone into this thrift plan for all we can get out of it and have made it a study."

The old saying that "talk is cheap," is extremely misleading. Talk is cheap only when it amounts to enough to stir ideas which resolve themselves into valuable action. All other talk is a mere waste of breath and time.



Patented  
No. 2  
Pump Furnace  
No. 1  
Bulb Furnace

### ALWAYS RELY

On the

### "ALWAYS RELIABLE"

### Torches, Furnaces and Braziers

Don't accept an article which is said to be "just as good." Insist on the genuine.

If you have never used this make, just try it at your earliest convenience and be convinced of its merits. Your nearest jobber can supply you at factory prices.

Ask for our catalog illustrating our complete line.

OTTO BERNZ CO., NEWARK, N. J.

### A FEW THINGS UNCLE SAM WILL DO IF YOU DON'T FILE YOUR INCOME TAX

Board you free.

Give you a new suit of clothes.

Give you three meals a day.

See that you have fresh air and healthy exercise.

Cut your hair free.

House you in a self-heated apartment.

Free you from all worldly cares.

And look after your health.

No doctor's bills or landlords to worry you.

Free baths, lots of companions so you need never be lonely.

Look after your spiritual welfare.

Nurse you if sick and treat you like one of a large family.

### EASY WAY TO PAY BILLS

A chimney sweep who was complainant in a case in Edinburgh gave his name as Jamie Gregory, LL.D. "Where on earth did you get that distinction?" asked the attorney. "It was a fellow frae an American university," answered Jamie. "I sweepit his chimney three times. 'I canna pay ye cash, Jamie Gregory,' he says, 'but I'll mak' ye LL.D. an' we'll ca' it quits.' An' he did, sir."

Back from the navy, where he applied his trade to the engineering department, Fred Willmunder is conducting a plumbing business at Gallup, New Mexico.



No. 1 Fire Pot. List Price, Each \$27.30  
Ask for Discount

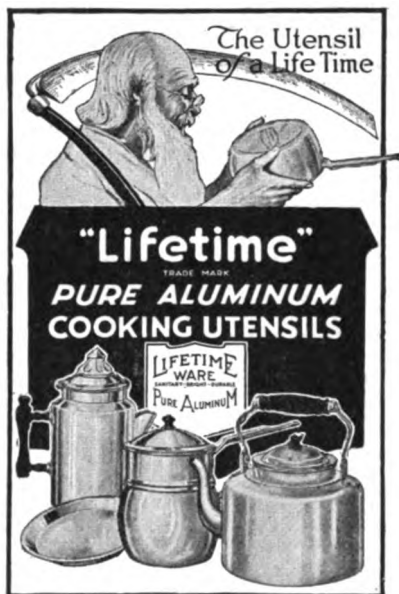
### Look Well to Your Stock of C. & L. Fire Pots and Torches

And be in position to quickly supply the increasing demand. There are many rush orders for repairing and new work and the user can do his work quicker and better with a great big saving in fuel expense by using the best Fire Pots and Torches on the American market, for they are made by experts, skilled in the line, from the best materials that money can buy. Jobbers supply at factory price. Send for catalog.

CLAYTON & LAMBERT MFG. CO.,  
DETROIT, MICH., U. S. A.

# DEALERS!!

**"Lifetime"**  
Trade Mark  
the Guarantee  
of Quality



**Manufactured  
at  
Oakland**

**ALUMINUM PRODUCTS CO. Of the Pacific Coast OAKLAND, CALIFORNIA**

## Spokane Stove & Furnace Repair Works

INCORPORATED

SPOKANE, WASHINGTON

## Jobbers and Wholesalers

OF

## Stove Repairs

MANUFACTURERS OF

ORIGINAL  
STOVE  
REPAIRS

DIAMOND  
BREAKOFF  
BACKS

**Efficient Service : Superior Quality : We Solicit Your Inquiries**

***"The Largest Stove Repair House in the Northwest"***

# Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

## AMMUNITION—Cartridges—Metallic

|                          | Semi-Smkls     | Box  |
|--------------------------|----------------|------|
| Blank Rim Fire           | Less Smk Smkls |      |
| 22 Short                 | .30            |      |
| 32 Short                 | .40            |      |
| Blank Center Fire—       |                |      |
| 32 S & W                 | .65            |      |
| 38 S & W                 | .80            |      |
| 38 Long Colt.            | 1.85           |      |
| 44 W O F.                | 1.65           |      |
| Shot Rim Fire—           |                |      |
| 22 Long                  | .60            | .70  |
| 32 Long                  | 1.30           |      |
| Shot Center Fire—        |                |      |
| 32 S & W                 | 1.10           |      |
| 32 W O F.                | 1.45           |      |
| 38 S & W                 | 1.30           |      |
| 38 W O F.                | 1.65           |      |
| 44 W O F.                | 1.65           | 1.90 |
| 44 X L                   | 1.80           | 2.05 |
| 44 Game Getter           | 1.65           | 1.90 |
| Rim Fire, Ball—          |                |      |
| BB Caps                  | .40            |      |
| CB Caps                  | .50            |      |
| 22 Short                 | .80            | .85  |
| 22 Short H P.            | .85            | .40  |
| 22 Long                  | .40            | .45  |
| 22 Long H P.             | .45            | .55  |
| 22 Long Rifle            | .40            | .50  |
| 22 Long Rifle H P.       | .45            | .55  |
| 22 W B F.                | .60            | .65  |
| 22 W B F, H P.           | .65            | .70  |
| 22 Win Auto              | .65            |      |
| 22 Win Auto, H P.        | .70            |      |
| 25 Short Stevens         | .70            |      |
| 25 Stevens               | .90            |      |
| 32 Short                 | .70            |      |
| 32 Long                  | .80            |      |
| 38 Short                 | 1.10           |      |
| 38 Long                  | 1.15           |      |
| 41 Short                 | 1.10           |      |
| Center Fire Pistol—      |                |      |
| 22 Win SS                | 1.45           | 1.65 |
| 25 Colts Auto            | 1.60           |      |
| 25-20 Single Shot        | 1.75           | 2.05 |
| 25-20 Win                | 1.85           | 1.80 |
| 25-20 Win HV             | 2.00           |      |
| 7.63 MM-Mausier          | 2.40           |      |
| 7.65 MM-Mausier          | 2.40           |      |
| 9 MM-Luger               | 2.60           |      |
| 32 Colts Auto            | 1.70           |      |
| 32 Colts Short           | 1.10           | 1.20 |
| 32 Colts Long            | 1.25           | 1.85 |
| 32 Colts Police Positive | 1.25           | 1.85 |
| 32 S & W                 | 1.10           | 1.20 |
| 32 S & W Long            | 1.25           | 1.85 |
| 32-20 Marlin             | 1.55           | 1.90 |
| 32 Winchester            | 1.55           | 1.90 |
| 32-20 Win HV             | 2.00           |      |
| 35 S & W Auto            | 1.75           |      |
| 38 Colts Auto            | 2.50           |      |
| 38 Colts Short           | 1.85           | 1.50 |

|                          |      |      |
|--------------------------|------|------|
| 38 Colts Long            | 1.40 | 1.60 |
| 38 Colts Police Positive | 1.85 | 1.50 |
| 38 S & W                 | 1.85 | 1.50 |
| 38 S & W Special         | 1.60 | 1.75 |
| 38 Winchester            | 1.85 | 2.80 |
| 41 Colts Short DA        | 1.45 | 1.65 |
| 41 Colts Long DA         | 1.75 | 1.90 |
| 44 Bull Dog              | 1.50 |      |
| 44 S & W Amer.           | 1.90 | 2.15 |
| 44 S & W Rus.            | 1.90 | 2.15 |
| 44 S & W Special         | 2.15 | 2.80 |
| 44 Webley                | 1.65 |      |
| 44 Winchester            | 1.85 | 2.80 |
| 45 Colts                 | 2.15 | 2.85 |
| 45 Colts Auto            | 2.15 | 2.85 |

|                                    |      |      |
|------------------------------------|------|------|
| Center Fire Military and Sporting— |      |      |
| 22 Savage                          | 1.60 |      |
| 250-3000 Savage                    | 1.75 |      |
| 25-21 Stevens                      | 2.80 |      |
| 25-25 Stevens                      | 1.90 | 2.85 |
| 25-35 Winchester                   | 1.40 |      |
| 25-35 Short Range                  | 1.40 |      |
| 25-36 Marlin                       | 1.40 |      |
| 25 Remington Rimless               | 1.40 |      |
| 6 MM U S N.                        | 2.10 |      |
| 7 MM Spanish Mauser                | 2.10 |      |
| 7.655 MM Bel Mauser                | 2.10 |      |
| 8 MM Mauser                        | 2.10 |      |
| 9 MM Mauser                        | 2.80 |      |
| 30-30 Winchester                   | 1.60 |      |
| 30 Remington Rimless               | 1.60 |      |
| 30 Government Rimless              | 2.80 |      |
| 308 Savage                         | 1.60 |      |
| 32 Remington Rimless               | 1.60 |      |
| 32-40 Winchester                   | 1.20 | 1.85 |
| 32-40 Winchester H V.              | 1.60 |      |
| 32 Winchester Sif Ldg.             | 2.80 |      |
| 32 Winchester Special              | 1.60 |      |
| 33 Winchester                      | 2.10 |      |
| 35 Remington Rimless               | 1.75 |      |
| 35 Winchester                      | 2.80 |      |
| 35 Winchester Sif Ldg.             | 2.90 |      |
| 351 Winchester Sif Ldg.            | 3.80 |      |
| 38-55 Winchester Lead.             | 1.45 | 1.75 |
| 38-55 Winchester HV.               | 1.95 |      |
| 38-56 Winchester                   | 1.45 | 1.75 |
| 40-60 Marlin                       | 1.50 |      |
| 40-60 Winchester                   | 1.50 |      |
| 40-65 Winchester                   | 1.50 | 1.75 |
| 40-70 Winchester                   | 1.55 |      |
| 40-72 Winchester                   | 1.55 | 1.80 |
| 40-82 Winchester                   | 1.55 | 1.80 |
| 401 Winchester Auto                | 1.70 |      |
| 405 Winchester                     | 2.50 |      |
| 45-60 Winchester                   | 1.55 |      |
| 45-70-405 Government               | 1.55 | 1.80 |
| 45-75 Winchester                   | 1.55 |      |
| 45-90 Winchester                   | 1.65 | 1.80 |

## SHELLS, LOADED—

### MEDIUM GRADE.

### BULK—SMOKELESS.

12 8 dra. x 1 oz., 24 gra. x 1

|                                    |      |
|------------------------------------|------|
| oz., drop shot                     | 1.25 |
| 8 dra. x 1 1/4 oz., 24 gra. x      |      |
| 1 1/4 oz. drop shot                | 1.25 |
| 3 1/4 dra. x 1 1/4 oz., 26 gra. x  |      |
| 1 1/4 oz., drop shot               | 1.25 |
| 3 1/4 dra. x 1 1/4 oz., BB shot,   |      |
| drop shot                          | 1.85 |
| 3 1/4 dra. x Buck shot, drop       |      |
| shot                               | 1.85 |
| 16 2 1/4 dra. x 1/2 oz., 22 gra. x |      |
| 1/2 oz., drop shot                 | 1.15 |
| 2 1/4 dra. x 1/2 oz., BB shot,     |      |
| drop shot                          | 1.20 |
| 20 2 1/4 dra. x 1/2 oz., 18 gra. x |      |
| 1/2 oz., drop shot                 | 1.15 |

## HIGH GRADE SMOKELESS—

|                                       |      |
|---------------------------------------|------|
| 12 3 1/4 dra. x 1 1/4 oz., 26 gra. x  |      |
| 1 1/4 oz., chilled shot               | 1.40 |
| 3 1/4 dra. x 1 1/4 oz., 28 gra. x     |      |
| 1 1/4 oz., chilled shot               | 1.45 |
| 16 2 1/4 dra. x 1/2 oz., 22 gra. x    |      |
| 1/2 oz., chilled shot                 | 1.80 |
| 20 2 1/4 dra. x 1/2 oz., chilled      |      |
| shot                                  | 1.25 |
| 2 1/4 dra. x 1/2 oz., chilled shot    | 1.85 |
| Trap Loads—                           |      |
| 12 8 dra. x 1 1/4 oz., 7 1/2 chilled  | 1.85 |
| 3 1/4 dra. x 1 1/4 oz., 7 1/2 chilled | 1.40 |
| Black Powder—Loads—                   |      |
| 12 8 1/4 dra. x 1 1/4 oz., drop shot  | 1.05 |

|                                |      |
|--------------------------------|------|
| Caps and Primers—              |      |
| Percussion                     | .20  |
| Musket Caps                    | .25  |
| Primers, 100 in box            | .85  |
| Primers, 250 in box            | .80  |
| Empty Paper Shells—Black pow.— |      |
| 12, 16, 20, Ga. per 100        | 1.50 |
| 10 Ga. per 100                 | 1.65 |

## MEDIUM GRADE SMOKELESS—

|                        |      |
|------------------------|------|
| 12, 16, 20, 28 Ga. per |      |
| 100                    | 1.80 |
| 10 Ga. per 100         | 2.10 |

## HIGH GRADE SMOKELESS—

|                          |      |
|--------------------------|------|
| 12, 16, 20, 28 Ga.       | 2.80 |
| 10 Ga. per 100           | 2.40 |
| Empty Brass Shells—      |      |
| Best qual. 12, 16, 20    |      |
| 28, box 25               | 2.75 |
| 2nd Qual. 12, 16, 20     |      |
| 28, box 25               | 2.10 |
| Wads—                    |      |
| Cardboard, box 250       | .20  |
| Black Edge, Reg., box    |      |
| 250                      | .50  |
| Black Edge, 1/4 in., 125 |      |
| in box                   | .40  |
| Black Edge, 1/4 in., 250 |      |
| in box                   | .80  |

ADZES (UNHANDLED)—Carpenter's, warranted \$3.50, second grade \$3.50; Railroad, warranted \$3.75, second grade \$3.75; ship, warranted \$4.00, second grade \$4.00; Lipped Ship, warranted \$5.00, second grade \$3.75.

## ALUMINUM WARE, CAST—

|                     |                     |      |
|---------------------|---------------------|------|
| Bottles, Hot Water— | Size 7              | 8.50 |
| Universal           | Size 8              | 9.25 |
| Griddles—           | Pana, Lipped Sauce— |      |
| Size 7              | 2 quarts            | 4.50 |
| Size 8              | 3 quarts            | 5.25 |
| Size 9              | 4 quarts            | 6.00 |
| Size 10             | Skillets—           |      |
| Size 12             | Size 6              | 4.00 |
| Kettles, Berlin—    | Size 7              | 4.25 |
| 2 1/4 quarts        | Size 8              | 4.75 |
| 4 quarts            | Size 9              | 5.25 |
| 5 quarts            | Spoons, Basting—    |      |
| 6 quarts            | 15-inch             | .80  |
| Kettles, Maslin—    | Spoons, Mixing—     |      |
| 4 quarts            | 18-inch, Slotted    | .80  |
| 6 quarts            | Waffle Moulds—      |      |
| 8 quarts            | Size 7, Low         | 5.50 |
| 12 quarts           | Size 8, Low         | 6.25 |
| Kettles, Tea—       | Size 7, Deep        | 6.25 |
| Size 6              | Size 8, Deep        | 7.25 |

ANCHORS—Screws per 100, 3-16, \$4.15; 1/4, \$6.25. Sebco, 3-16x1/4 in. - 1/4 in. - 1 in., \$1.75 per hundred net; 1/4x1/4 in. - 1/4 in. - 1 in., \$1.96 per hundred net.

ANVILS—Vulcan No. 2, 20-lb., \$8.50; No. 3, 30 lb., \$9.50; No. 4, 40-lb., \$11.50; No. 5, 50-lb., \$13.00; No. 6, 60-lb., \$14.50; No. 7, 70-lb., \$16.00; No. 8, 80-lb., \$17.50. Trenton or Columbian—80 to 425 lbs., 35c per lb.; 70 to 79 lbs., 35 1/2 c per lb.; 60 to 69 lbs., 36c lb.; 50 to 59 lbs., 37c lb. With Clip Horn 2c per lb. extra.

## ANTIMONY—Slab, 45c lb.

APRONS—Carpenters—California Leg, \$2.25; No. 12 Long Brown, \$1.75; No. 2 Short Brown, 75c.

## AUGERS—Greenlee Carpenters' Nut, No. 57.

| Size    | 1/2    | 3/4    | 1      | 1 1/4  |
|---------|--------|--------|--------|--------|
| Each    | \$1.40 | \$1.40 | \$1.55 | \$1.90 |
| Size    | 1 1/2  | 1 3/4  | 2      | 2 1/4  |
| Each    | 3.50   | 4.00   | 4.75   | 7.50   |
| 16ths   | 8-10   | 11-12  | 13     | 14     |
| 60 each | 1.65   | 1.80   | 1.95   | 2.20   |
| 62 each | 2.00   | 2.15   | 2.35   | 2.60   |
| 16ths   | 17     | 18     | 19     | 20     |
| 60 each | 2.40   | 2.40   | 2.70   | 3.00   |
| 16ths   | 23     | 24     | 25     | 26     |
| 60 each | 3.45   | 3.45   | 4.05   | 4.80   |
| 62 each | 4.15   | 4.15   | 4.85   | 5.75   |
| 16ths   | 29     | 30     | 31     | 32     |
| 60 each | 5.70   | 5.70   | 6.75   | 6.75   |
| 62 each | 6.85   | 6.85   | 8.10   | 8.10   |

## ASBESTOS—

Mill board, 30c lb.; Out, 35c lb.

Paper, 30c lb.; Out, 35c lb.

Wicking, 1/4-lb. balls, 65c each.

## RETAIL SELLING PRICES—Continued.

## L &amp; G ENAMELED WARE

|                 |  |      |                  |  |      |                    |  |      |                         |  |      |     |  |     |     |  |  |                    |  |  |
|-----------------|--|------|------------------|--|------|--------------------|--|------|-------------------------|--|------|-----|--|-----|-----|--|--|--------------------|--|--|
| Biggins, Coffee |  |      | 10 M             |  |      | .30                |  |      | Kettles, Tea            |  |      | 31  |  |     | .50 |  |  | Pitchers, Molasses |  |  |
| 0               |  | 1.20 | 11               |  | .35  | 80                 |  | 1.15 | 32                      |  | .60  | 601 |  | .85 |     |  |  |                    |  |  |
| 01              |  | 1.80 | 25               |  | .30  | 40                 |  | 1.35 | 38                      |  | .65  |     |  |     |     |  |  |                    |  |  |
| 00              |  | 1.40 | 40               |  | .45  | 50                 |  | 1.50 | 34                      |  | .75  |     |  |     |     |  |  |                    |  |  |
| 010             |  | 1.60 | 120              |  | .60  | 60                 |  | 1.65 | 35                      |  | .90  |     |  |     |     |  |  |                    |  |  |
| 020             |  | 1.75 |                  |  |      | 70                 |  | 1.85 | 36                      |  | 1.00 |     |  |     |     |  |  |                    |  |  |
| 030             |  | 1.90 | Cups and Saucers |  |      | 80                 |  | 2.15 | Pans, Milk              |  |      |     |  |     |     |  |  |                    |  |  |
| 040             |  | 2.10 | 400              |  | .60  | 90                 |  | 2.50 | 00                      |  | .80  |     |  |     |     |  |  |                    |  |  |
| 050             |  | 2.40 |                  |  |      |                    |  |      | 0                       |  | .35  |     |  |     |     |  |  |                    |  |  |
|                 |  |      | Cuspidors        |  |      | 70                 |  |      | 11                      |  | .85  |     |  |     |     |  |  |                    |  |  |
| 60              |  | 1.65 | 10               |  | .80  | 100                |  | .40  | 15                      |  | .40  |     |  |     |     |  |  |                    |  |  |
| 70              |  | 1.85 | 20               |  | 1.00 | 110                |  | .45  | 20                      |  | .45  |     |  |     |     |  |  |                    |  |  |
| 80              |  | 2.25 | 30               |  | 1.85 | 120                |  | .50  | 30                      |  | .50  |     |  |     |     |  |  |                    |  |  |
| 90              |  | 2.75 | 100              |  | 1.25 | 101                |  | .40  | 40                      |  | .60  |     |  |     |     |  |  |                    |  |  |
| 100             |  | 3.75 | 200              |  | 1.80 | 111                |  | .45  | 50                      |  | .70  |     |  |     |     |  |  |                    |  |  |
|                 |  |      | 240              |  | 1.65 | 121                |  | .50  | 60                      |  | .80  |     |  |     |     |  |  |                    |  |  |
|                 |  |      | 300              |  |      |                    |  |      | 80                      |  | .95  |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | Measures           |  |      | 100                     |  | 1.05 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 01                 |  | .40  | 120                     |  | 1.15 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 02                 |  | .45  |                         |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 03                 |  | .55  | Pans, Convex Sauce      |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 04                 |  | .75  | 02                      |  | .80  |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 05                 |  | 1.00 | 03                      |  | .95  |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 06                 |  | 1.40 | 04                      |  | 1.10 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 11                 |  | .75  | 05                      |  | 1.25 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | Graduated          |  |      | 06                      |  | 1.35 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 1                  |  | 2.00 | 11                      |  | 1.65 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | Pails, Chamber     |  |      | 08                      |  | 1.85 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 2                  |  | 2.25 | 09                      |  | 2.00 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 3                  |  | 2.50 | 10                      |  | 2.25 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 4                  |  | 3.00 | 11                      |  | 2.40 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | Pails, Water       |  |      | 12                      |  | 2.60 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 110                |  | 1.75 | 13                      |  | 2.80 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 112                |  | 2.00 | Pans, Combination Sauce |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 114                |  | 2.25 | 1 D                     |  | 3.25 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | Pans, Bed          |  |      | 10 T                    |  | 3.25 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 1                  |  | 4.50 | Pans, Lipped Sauce      |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 2                  |  | 8.00 | 10                      |  | .40  |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | Pans, Bread        |  |      | 12                      |  | .45  |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 11                 |  | .50  | 14                      |  | .50  |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 12                 |  | .65  | 16                      |  | .55  |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 13                 |  | .80  | 18                      |  | .60  |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | Pans, Oake         |  |      | 20                      |  | .70  |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 9                  |  | .40  | 22                      |  | .80  |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 10                 |  | .45  | 24                      |  | .90  |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 69                 |  | .40  | 26                      |  | 1.00 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 70                 |  | .45  | 28                      |  | 1.15 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 200                |  | .55  | 30                      |  | 1.85 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | Pans, Corn Oake    |  |      | Pans, Straight Sauce    |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 706                |  | .80  | 150                     |  | .70  |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 709                |  | 1.10 | 250                     |  | .85  |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 712                |  | 1.35 | 350                     |  | 1.00 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | Pans, Muffin       |  |      | 450                     |  | 1.15 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 406                |  | .70  | 650                     |  | 1.50 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 409                |  | .95  | Pans, Stew              |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 412                |  | 1.10 | 3                       |  | .45  |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | Pans, Deep Pudding |  |      | 4                       |  | .55  |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 50                 |  | .35  | 5                       |  | .60  |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 100                |  | .40  | 6                       |  | .70  |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 150                |  | .45  | 16                      |  | .55  |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 200                |  | .50  | 18                      |  | .60  |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 300                |  | .55  | 20                      |  | .70  |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 400                |  | .60  | 22                      |  | .80  |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 500                |  | .70  | 24                      |  | .90  |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 600                |  | .80  | Pans, Oblong Stove      |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 800                |  | .95  | 04                      |  | .55  |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 1000               |  | 1.05 | 100                     |  | .65  |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 15                 |  | 2.25 | 200                     |  | .70  |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 80                 |  | 1.85 | 300                     |  | 1.00 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 140                |  | 1.50 | 325                     |  | 1.10 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 170                |  | 2.00 | 350                     |  | 1.25 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 210                |  | 2.25 | 400                     |  | 1.85 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 300                |  | 3.50 | 425                     |  | 1.50 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 400                |  | 5.25 | 475                     |  | 1.65 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | Pans, Rinsing      |  |      | 550                     |  | 3.10 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 08                 |  | 1.25 | Pans, Square Stove      |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 010                |  | 1.85 | 110                     |  | .95  |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 014                |  | 1.65 | 111                     |  | 1.00 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 017                |  | 1.85 | 112                     |  | 1.10 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | Pans, Lipped Fry   |  |      | 113                     |  | 1.25 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      | 30                 |  | .45  | 114                     |  | 1.50 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      |                    |  |      | 115                     |  | 1.65 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      |                    |  |      | 116                     |  | 1.85 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      |                    |  |      | 118                     |  | 2.00 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      |                    |  |      | 120                     |  | 2.25 |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      |                    |  |      |                         |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      |                    |  |      |                         |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      |                    |  |      |                         |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      |                    |  |      |                         |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      |                    |  |      |                         |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      |                    |  |      |                         |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      |                    |  |      |                         |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      |                    |  |      |                         |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      |                    |  |      |                         |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      |                    |  |      |                         |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      |                    |  |      |                         |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      |                    |  |      |                         |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      |                    |  |      |                         |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      |                    |  |      |                         |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      |                    |  |      |                         |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      |                    |  |      |                         |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      |                    |  |      |                         |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      |                    |  |      |                         |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      |                    |  |      |                         |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      |                    |  |      |                         |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      |                    |  |      |                         |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      |                    |  |      |                         |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      |                    |  |      |                         |  |      |     |  |     |     |  |  |                    |  |  |
|                 |  |      |                  |  |      |                    |  |      |                         |  |      | </  |  |     |     |  |  |                    |  |  |

Wicking, 1-lb. lots, \$1.25.  
 Cement, per sack, \$7.25; per lb, 10c.  
 62 each ..... 2.90 3.90 3.25 3.60 3.60  
 AXES—Plumbers' Hunter's handled, 12 oz., \$1.85; 1 lb. \$1.85;  
 1 1/2 lb., \$1.85.  
 Boy Scout—Handled with sheath, \$2.25; without sheath,  
 \$1.75; sheaths, 75c.  
 Double Bit—Handled, \$3.75; unhandled, \$3.00.  
 Single Bit—Handled, warranted, \$3.50; second grade,  
 \$3.25.  
 BAGS—WATER—  
 1/2 gallon ..... 1.00  
 1 gallon ..... 1.50  
 2 1/2 gallon ..... 2.00  
 5 gallon ..... 2.75  
 BARRITT—Frictionless, 55c lb.; Magnolia, 60c lb.; No. 4,  
 21c lb.; No. 2, 23c lb.; No. 1, 27c lb.; No. A (genuine),

\$1.45 lb.; Challenge, \$1.20 lb.; Special Motor, \$1.00 lb.;  
 Excelsior, 85c lb.; Acme, 85c lb.; XXXX Nickle, \$1.20 lb.  
 BARS—Crow, Pinch Point No. 10, 18c lb.; Wedge No. 15,  
 18c lb.; Lining No. 30, 18c lb.; Digging No. 580, 27c lb.;  
 Tamping No. 25, 16c lb.; Claw No. 30, 18c lb.; Ripping or  
 Wrecking, Goose Neck No. 8657—1/4 x 18, 55c each; Goose  
 Neck No. 8659, 1/4 x 24, 55c each; Goose Neck No. 8662,  
 1/4 x 24, \$1.00 each; Straight Chisel No. 14, 1/4 x 15, 95c.  
 BATTERIES DRY CELL—Columbia, No. 6, 50c each; No. 6-S  
 50c each; No. 16, \$1.40 each. Red Devil or Red Label, No.  
 6-D, 50c each. Hot Shot Multiple, No. 1562, \$3.25 each;  
 No. 1662, \$3.75 each. Ever Ready, same price as Columbia.  
 Red Seal same price as Columbia and Ever Ready.  
 BELLS—Alarm—House, 90c each. Call, steel, iron base, 30c  
 each; Call, bell metal, bronze base, \$1.40; Gong, gold bronzed  
 steel, 90c; Gong, polished bell metal, 5-inch, \$3.25 each;  
 6-inch, \$3.25; 7-inch, \$4.75; 8-inch, \$6.25; 10-inch, \$11.50.

# HARDWARE WORLD

## RETAIL SELLING PRICES—Continued.

217

12-inch, \$21.00. Rotary door, bronze, 85c each; steel, 85c; iron, 85c; copper, 85c.  
**BELLS**—Farm—(100 lb.), \$18.00.  
**BELLS**—Kentucky Cow—No. 0, \$1.65; 1, \$1.35; 2, \$1.10; 3, 85c; 4, 65c; 5, 60c; 6, 40c.  
**BELLS**—Electric—2½-inch, Eclipse Iron Box, 90c each; 3-in. Nonpareil, \$1.00.

### BELL STRAPS—

Cow—1½ lb., \$1.00; 1½ lb., \$1.15; 1½ lb., \$1.35.  
**BEVELS**—Sliding T—No. 18, 6-in., \$1.10; 8-in., \$1.35; 10-in., \$1.60. No. 25, 6-in., 75c; 8-in., 85c; 10-in., 90c; 12-in., \$1.00. No. 1—Odd Jobs, \$1.10.

### BIBBS—Compression—

|                   | ½-in. | ¾-in. | 1-in. | 1½-in. |
|-------------------|-------|-------|-------|--------|
| Plain—Rough brass | 1.40  | 1.85  | 2.50  | ....   |
| Finished brass    | 1.65  | 2.10  | 2.80  | 5.00   |
| Nickel plated     | 1.95  | 2.40  | 3.15  | 5.50   |
| Hose—Rough brass  | 1.65  | 2.10  | 2.70  | 4.60   |
| Finished brass    | 1.90  | 2.35  | 3.00  | 5.60   |
| Nickel plated     | 2.15  | 2.60  | 3.35  | ....   |

### BITS—Auger—

| 16ths   | R. J. | Irwin | Irwin Car | Common |
|---------|-------|-------|-----------|--------|
| 3.....  | .90   | .60   | \$1.25    | .30    |
| 4.....  | .75   | .50   | 1.25      | .30    |
| 5.....  | .75   | .50   | 1.25      | .30    |
| 6.....  | .75   | .50   | 1.25      | .35    |
| 7.....  | .75   | .50   | 1.25      | .35    |
| 8.....  | .75   | .55   | 1.25      | .35    |
| 9.....  | .90   | .60   | 1.35      | .40    |
| 10..... | .90   | .65   | 1.50      | .40    |
| 11..... | 1.10  | .75   | 1.65      | .45    |
| 12..... | 1.10  | .75   | 1.85      | .45    |
| 13..... | 1.25  | .85   | 2.00      | .55    |
| 14..... | 1.25  | .90   | 2.10      | .55    |
| 15..... | 1.40  | 1.00  | 2.25      | .65    |
| 16..... | 1.40  | 1.00  | 2.50      | .70    |
| 17..... | 1.75  | 1.25  | ....      | .75    |
| 18..... | 1.75  | 1.25  | ....      | .80    |
| 20..... | 2.00  | 1.35  | ....      | .85    |
| 22..... | 2.25  | 1.50  | ....      | .95    |
| 24..... | 2.50  | 1.60  | ....      | 1.10   |

Bits in sets, common, 6 bits, \$3.00; 8 bits, \$4.00; 13 bits, \$6.50. R. J., 13 bits, \$10.50. Irwin pat., 13 bits, \$8.00.  
 Ship Auger Car Bits same prices as Ship Augers.  
 Expansive—Clark's small, \$2.25; large, \$3.25; Steers, small, \$3.75; large, \$4.75.

Expansive Bit Cutters—Clark's No. 1, 45c; No. 2, 55c; No. 3, 75c; No. 4, 85c. Steers, No. 1, 75c; No. 2, 80c; No. 3, 85c; No. 4, 90c; No. 5, \$1.25.

### BIT HOLDERS—Extension—

| Millers Falls, No. 3— |      | Stanley, No. 1— |      |
|-----------------------|------|-----------------|------|
| 12.....               | 2.00 | 18.....         | 1.90 |
| 15.....               | 2.15 | 21.....         | 2.00 |
| 18.....               | 2.25 | 24.....         | 2.35 |
| 21.....               | 2.35 |                 |      |
| 24.....               | 2.50 |                 |      |
| Millers Falls, No. 5— |      |                 |      |
| 12.....               | 1.75 | 18.....         | 2.25 |
| 15.....               | 1.75 | 24.....         | 2.35 |

### BLOCKS—Tackle—

| Steel—                |       | Steel—                |       |
|-----------------------|-------|-----------------------|-------|
| Single—Plain Bushed—  |       | Single—Plain Bushed—  |       |
| Size                  | Each  | Size                  | Each  |
| 3-inch                | .85   | 3-inch                | .85   |
| 4-inch                | 1.00  | 4-inch                | 1.00  |
| 5-inch                | 1.10  | 5-inch                | 1.10  |
| 6-inch                | 1.80  | 6-inch                | 1.80  |
| 8-inch                | 2.50  | 8-inch                | 2.50  |
| 10-inch               | 4.25  | 10-inch               | 4.25  |
| Double—Plain Bushed—  |       | Double—Plain Bushed—  |       |
| Size                  | Each  | Size                  | Each  |
| 3-inch                | 1.50  | 3-inch                | 1.50  |
| 4-inch                | 1.90  | 4-inch                | 1.90  |
| 5-inch                | 2.10  | 5-inch                | 2.10  |
| 6-inch                | 2.40  | 6-inch                | 2.40  |
| 8-inch                | 4.85  | 8-inch                | 4.85  |
| 10-inch               | 7.00  | 10-inch               | 7.00  |
| Triple—Plain Bushed—  |       | Triple—Plain Bushed—  |       |
| Size                  | Each  | Size                  | Each  |
| 3-inch                | 2.10  | 3-inch                | 2.10  |
| 4-inch                | 2.60  | 4-inch                | 2.60  |
| 5-inch                | 2.75  | 5-inch                | 2.75  |
| 6-inch                | 3.50  | 6-inch                | 3.50  |
| 8-inch                | 6.50  | 8-inch                | 6.50  |
| 10-inch               | 9.50  | 10-inch               | 9.50  |
| Single—Roller Bushed— |       | Single—Roller Bushed— |       |
| Size                  | Each  | Size                  | Each  |
| 3-inch                | 2.25  | 3-inch                | 2.25  |
| 4-inch                | 3.00  | 4-inch                | 3.00  |
| 6-inch                | 5.25  | 6-inch                | 5.25  |
| 8-inch                | 8.50  | 8-inch                | 8.50  |
| 10-inch               | 14.50 | 10-inch               | 14.50 |
| Double—Roller Bushed— |       | Double—Roller Bushed— |       |
| Size                  | Each  | Size                  | Each  |
| 3-inch                | 4.50  | 3-inch                | 4.50  |
| 4-inch                | 5.50  | 4-inch                | 5.50  |
| 6-inch                | 9.75  | 6-inch                | 9.75  |
| 8-inch                | 14.50 | 8-inch                | 14.50 |
| 10-inch               | 18.75 | 10-inch               | 18.75 |
| Triple—Roller Bushed— |       | Triple—Roller Bushed— |       |
| Size                  | Each  | Size                  | Each  |
| 3-inch                | 6.25  | 3-inch                | 6.25  |
| 4-inch                | 7.57  | 4-inch                | 7.57  |
| 6-inch                | 13.75 | 6-inch                | 13.75 |
| 8-inch                | 18.75 | 8-inch                | 18.75 |
| 10-inch               | 25.00 | 10-inch               | 25.00 |
| Wood—                 |       | Wood—                 |       |
| Size                  | Each  | Size                  | Each  |
| 3-inch                | 3.50  | 3-inch                | 3.50  |
| 4-inch                | 5.75  | 4-inch                | 5.75  |
| 6-inch                | 8.50  | 6-inch                | 8.50  |
| 8-inch                | 13.75 | 8-inch                | 13.75 |
| 10-inch               | 18.75 | 10-inch               | 18.75 |
| Triple—Roller Bushed— |       | Triple—Roller Bushed— |       |
| Size                  | Each  | Size                  | Each  |
| 3-inch                | 3.75  | 3-inch                | 3.75  |
| 4-inch                | 4.25  | 4-inch                | 4.25  |
| 6-inch                | 5.25  | 6-inch                | 5.25  |

**BLOWERS**—With Tuyere Irons—No. 400 Champion, \$37.50; No. 40, Lancaster, \$25.00; Royal, \$40.00.

**BLOWERS**—Buffalo—No. 800 (with Tuyere iron), \$35.00; No. 200 (with Tuyere iron), \$24.00; No. 2E Variable Speed, \$44.00.

### BOARDS, IRONING—

With Table—No. 2, Plain, \$2.50 each; No. 10 Springer, 60x15 in., no sleeve board, \$5.00; No. 20 Springer, 54x13 in., no sleeve board, \$4.75; No. 40 Springer 50x12 in., no sleeve board, \$4.50.  
 Without Table (skirt Boards)—4-foot, \$1.00 each; 5-foot, \$1.35; 5½-foot, \$1.50; 6-foot, \$1.75.

**BOARDS, WASH**—Brass, \$1.25 each; Toy, Zinc, 25c; Single Zinc, 85c; Double Zinc, \$1.15; Glass, \$1.10; Blue Enamel, \$1.75; Single Zinc, 95c.

### BOLTS—Common Carriage—

| 3-16 & ¼-in. |      | 5-16-in. |      | ¾-in. |      | 1-in. |      |
|--------------|------|----------|------|-------|------|-------|------|
| Size         | Doz. | 100      | Doz. | 100   | Doz. | 100   | Doz. |
| 1½.....      | .20  | 1.45     | .30  | 2.00  | .40  | 2.70  | .65  |
| 2.....       | .25  | 1.55     | .30  | 2.15  | .45  | 2.90  | .75  |
| 2½.....      | .25  | 1.70     | .35  | 2.30  | .45  | 3.15  | .80  |
| 3.....       | .30  | 1.85     | .35  | 2.50  | .50  | 3.40  | .90  |
| 3½.....      | .30  | 2.00     | .40  | 2.70  | .55  | 3.60  | .95  |
| 4.....       | .30  | 2.15     | .45  | 2.85  | .60  | 3.85  | 1.00 |
| 4½.....      | .35  | 2.30     | .45  | 3.00  | .60  | 4.05  | 1.10 |
| 5.....       | .35  | 2.45     | .45  | 3.15  | .65  | 4.30  | 1.15 |
| 5½.....      | .40  | 2.55     | .50  | 3.30  | .70  | 4.55  | 1.20 |
| 6.....       | .40  | 2.70     | .55  | 3.55  | .75  | 4.75  | 1.30 |
| 6½.....      | .50  | 3.30     | .65  | 4.30  | .85  | 5.75  | 1.35 |
| 7.....       | .55  | 3.45     | .70  | 4.45  | .90  | 6.00  | 1.45 |
| 8.....       | .60  | 3.80     | .75  | 4.85  | 1.00 | 6.60  | 1.55 |
| 9.....       | .... | ....     | .80  | 5.30  | 1.05 | 7.10  | 1.70 |
| 10.....      | .... | ....     | .85  | 5.50  | 1.15 | 7.60  | 1.85 |
| 11.....      | .... | ....     | .... | ....  | 1.20 | 8.10  | 2.00 |
| 12.....      | .... | ....     | .... | ....  | 1.30 | 8.65  | 2.10 |

### BOLTS—Expansion—(See Expansion Shields).

| 5/32"   |      | 3/16" |      | ¼"   |      | 5/16" |      |
|---------|------|-------|------|------|------|-------|------|
| Size    | Doz. | 100   | Doz. | 100  | Doz. | 100   | Doz. |
| 1.....  | .10  | .50   | .10  | .50  | .10  | .50   | .10  |
| 1½..... | .10  | .50   | .10  | .50  | .10  | .75   | .10  |
| 2.....  | .10  | .50   | .10  | .50  | .10  | .75   | .10  |
| 2½..... | .10  | .50   | .10  | .50  | .10  | .75   | .10  |
| 3.....  | .10  | .55   | .10  | .55  | .10  | .80   | .15  |
| 3½..... | .10  | .55   | .10  | .55  | .10  | .80   | .15  |
| 4.....  | .10  | .60   | .10  | .60  | .15  | .85   | .15  |
| 4½..... | .10  | .65   | .10  | .65  | .15  | .90   | .15  |
| 5.....  | .10  | .70   | .10  | .70  | .15  | .95   | .20  |
| 5½..... | .10  | .75   | .10  | .75  | .15  | 1.00  | .20  |
| 6.....  | .... | .80   | .15  | .80  | .15  | 1.05  | .20  |
| 6½..... | .... | .85   | .15  | .85  | .15  | 1.10  | .25  |
| 7.....  | .... | .90   | .15  | .90  | .20  | 1.20  | .25  |
| 7½..... | .... | .95   | .15  | .95  | .20  | 1.30  | .25  |
| 8.....  | .... | 1.00  | .20  | 1.00 | .20  | 1.40  | .30  |
| 8½..... | .... | 1.05  | .20  | 1.05 | .20  | 1.45  | .30  |
| 9.....  | .... | 1.10  | .25  | 1.10 | .25  | 1.50  | .30  |

### Machine, Square Head and Nut—

| ¾-in.     |      | 5-16-in. |      | ¾-in. |      | 7-16-in. |      |
|-----------|------|----------|------|-------|------|----------|------|
| Size      | Doz. | 100      | Doz. | 100   | Doz. | 100      | Doz. |
| 1-1½..... | .30  | 2.15     | .40  | 2.55  | .45  | 3.05     | .65  |
| 2.....    | .35  | 2.30     | .40  | 2.70  | .50  | 3.25     | .70  |
| 2½.....   | .35  | 2.35     | .45  | 2.85  | .50  | 3.45     | .75  |
| 3.....    | .35  | 2.45     | .45  | 3.00  | .55  | 3.70     | .75  |
| 3½.....   | .40  | 2.55     | .50  | 3.20  | .60  | 3.85     | .80  |
| 4.....    | .40  | 2.65     | .50  | 3.30  | .60  | 4.10     | .85  |
| 4½.....   | .50  | 3.30     | .60  | 4.10  | .75  | 5.05     | .90  |
| 5.....    | .50  | 3.40     | .65  | 4.25  | .80  | 5.30     | .95  |
| 5½.....   | .55  | 3.50     | .65  | 4.45  | .85  | 5.50     | 1.00 |
| 6.....    | .55  | 3.65     | .70  | 4.65  | .85  | 5.75     | 1.05 |
| 6½.....   | .55  | 3.75     | .75  | 4.80  | .90  | 6.00     | 1.10 |
| 7.....    | .... | ....     | .75  | 5.00  | .95  | 6.25     | 1.15 |
| 8.....    | .... | ....     | .80  | 5.35  | 1.00 | 6.75     | 1.20 |
| 9.....    | .... | ....     | .85  | 5.75  | 1.10 | 7.20     | 1.30 |
| 10.....   | .... | ....     | .90  | 6.05  | 1.15 | 7.70     | 1.40 |
| 11.....   | .... | ....     | .95  | 6.45  | 1.20 | 8.15     | 1.50 |
| 12.....   | .... | ....     | 1.00 | 6.75  | 1.30 | 8.60     | 1.60 |

| ¾-in.     |      | 1-in. |      | 1½-in. |      | 2-in. |      |
|-----------|------|-------|------|--------|------|-------|------|
| Size      | Doz. | 100   | Doz. | 100    | Doz. | 100   | Doz. |
| 1-1½..... | .80  | 5.10  | 1.20 | 7.80   | 1.70 | 11.65 | 2.55 |
| 2.....    | .85  | 5.75  | 1.25 | 8.40   | 1.85 | 12.35 | 2.65 |
| 2½.....   | .95  | 6.35  | 1.35 | 8.90   | 2.00 | 13.20 | 2.75 |
| 3.....    | 1.00 | 6.60  | 1.45 | 9.50   | 2.10 | 14.00 | 2.85 |
| 3½.....   | 1.05 | 6.95  | 1.50 | 10.10  | 2.25 | 14.85 | 2.95 |
| 4.....    | 1.10 | 7.35  | 1.60 | 10.65  | 2.35 | 15.70 | 3.05 |
| 4½.....   | 1.15 | 7.70  | 1.70 | 11.25  | 2.50 | 16.60 | 3.15 |
| 5.....    | 1.20 | 8.10  | 1.75 | 11.75  | 2.60 | 17.35 | 3.25 |
| 5½.....   | 1.30 | 8.55  | 1.85 | 12.35  | 2.70 | 18.15 | 3.35 |
| 6.....    | 1.35 | 8.90  | 1.95 | 12.90  | 2.85 | 19.00 | 3.45 |
| 6½.....   | 1.40 | 9.30  | 2.05 | 13.50  | 3.00 | 19.80 | 3.55 |
| 7.....    | 1.45 | 9.65  | 2.10 | 14.10  | 3.10 | 20.65 | 3.65 |
| 8.....    | 1.60 | 10.50 | 2.30 | 15.20  | 3.35 | 22.25 | 3.75 |
| 9.....    | 1.70 | 11.25 | 2.45 | 16.35  | 3.60 | 23.75 | 3.85 |
| 10.....   | 1.80 | 12.00 | 2.65 | 17.50  | 3.85 | 25.55 | 3.95 |
| 11.....   | 1.90 | 12.75 | 2.85 | 18.65  | 4.10 | 27.25 | 4.05 |
| 12.....   | 2.05 | 13.50 | 2.95 | 19.75  | 4.35 | 28.90 | 4.15 |
| 13.....   | 2.15 | 14.40 | 3.15 | 20.90  | 4.60 | 30.50 | 4.25 |
| 14.....   | 2.25 | 15.15 | 3.30 | 22.05  | 4.85 | 32.20 | 4.35 |
| 15.....   | 2.40 | 15.95 | 3.50 | 23.20  | 5.10 | 33.80 | 4.45 |
| 16.....   | 2.50 | 16.75 | 3.65 | 24.45  | 5.35 | 35.50 | 4.55 |
| 17.....   | 2.65 | 17.50 | 3.85 | 25.50  | 5.55 | 37.15 | 4.65 |
| 18.....   | 2.75 | 18.25 | 4.00 | 26.60  | 5.80 | 38.75 | 4.75 |
| 19.....   | 2.85 | 19.00 | 4.15 | 27.75  | 6.05 | 40.40 | 4.85 |
| 20.....   | 3.00 | 19.85 | 4.35 | 28.90  | 6.30 | 42.10 | 4.95 |
| 21.....   | 3.10 | 20.60 | 4.50 | 30.00  | 6.55 | 43.75 | 5.05 |
| 22.....   | 3.20 | 21.40 | 4.70 | 31.20  | 6.80 | 45.40 | 5.15 |



## RETAIL SELLING PRICES—Continued.

|    |       |      |       |      |       |      |       |
|----|-------|------|-------|------|-------|------|-------|
| 23 | ..... | 8.35 | 22.20 | 4.85 | 82.80 | 7.05 | 47.00 |
| 24 | ..... | 8.45 | 23.00 | 5.00 | 83.45 | 7.30 | 48.70 |
| 25 | ..... | 8.55 | 23.75 | 5.20 | 84.55 | 7.55 | 50.80 |
| 26 | ..... | 8.70 | 24.50 | 5.85 | 85.75 | 7.80 | 52.00 |
| 27 | ..... | 8.80 | 25.30 | 5.55 | 86.90 | 8.05 | 53.60 |
| 28 | ..... | 8.90 | 26.10 | 5.70 | 88.00 | 8.30 | 55.26 |
| 29 | ..... | 8.95 | 26.85 | 5.85 | 89.15 | 8.55 | 57.00 |
| 30 | ..... | 4.00 | 27.65 | 6.00 | 40.80 | 8.80 | 58.50 |

|                                       |       |      |  |                                        |       |      |  |
|---------------------------------------|-------|------|--|----------------------------------------|-------|------|--|
| <b>BOLTS—Barrel—</b>                  |       |      |  |                                        |       |      |  |
| Extra Heavy Wrought Steel, Japanned—  |       |      |  | Flush—Angle—All Finishes, Cast Bronze— |       |      |  |
| 4-inch                                | ..... | .30  |  | 2-inch                                 | ..... | .30  |  |
| 5-inch                                | ..... | .35  |  | 3-inch                                 | ..... | .30  |  |
| 6-inch                                | ..... | .30  |  | 4-inch                                 | ..... | .35  |  |
| 8-inch                                | ..... | .60  |  | 6-inch                                 | ..... | .50  |  |
| Cast Iron, Japanned—                  |       |      |  | Lever—Cast Bronze, All Finishes—       |       |      |  |
| 8-inch                                | ..... | .15  |  | 3 1/4-inch                             | ..... | .85  |  |
| 4-inch                                | ..... | .15  |  | 5-inch                                 | ..... | 1.05 |  |
| 5-inch                                | ..... | .30  |  | T Head—Wrought Bronze, All Finishes—   |       |      |  |
| 6-inch                                | ..... | .35  |  | 3-inch                                 | ..... | .35  |  |
| 8-inch                                | ..... | .40  |  | 4-inch                                 | ..... | .30  |  |
| <b>CHAIN—</b>                         |       |      |  |                                        |       |      |  |
| Cast Iron, Japanned—                  |       |      |  | Cast Bronze, All Finishes—             |       |      |  |
| 6-inch                                | ..... | .40  |  | 8-inch                                 | ..... | .35  |  |
| 8-inch                                | ..... | .50  |  | 4-inch                                 | ..... | .45  |  |
| 10-inch                               | ..... | .70  |  | 5-inch                                 | ..... | .60  |  |
| Cast Iron, Amber or Bronzed—          |       |      |  | Foot—                                  |       |      |  |
| 4-inch                                | ..... | .30  |  | Cast Iron, Japanned—                   |       |      |  |
| 6-inch                                | ..... | .45  |  | 6-inch                                 | ..... | .35  |  |
| 8-inch                                | ..... | .55  |  | 8-inch                                 | ..... | .45  |  |
| Cast Iron, Ant. Copper or Dull Brass— |       |      |  | 10-inch                                | ..... | .65  |  |
| 4-inch                                | ..... | .60  |  | Amber or Bronzed—                      |       |      |  |
| 6-inch                                | ..... | .75  |  | 6-inch                                 | ..... | .40  |  |
| 8-inch                                | ..... | .85  |  | 8-inch                                 | ..... | .50  |  |
| <b>CUPBOARD, Japanned—</b>            |       |      |  | Other Finishes—                        |       |      |  |
| 8-inch                                | ..... | .55  |  | 4-inch                                 | ..... | .60  |  |
| 6-inch                                | ..... | .75  |  | 6-inch                                 | ..... | .70  |  |
| 10-inch                               | ..... | 1.75 |  | 8-inch                                 | ..... | .80  |  |
| <b>Cupboard, Other Finishes—</b>      |       |      |  | Foot Wrought Steel—Cupboard, Japanned— |       |      |  |
| 8-inch                                | ..... | .75  |  | 3-inch                                 | ..... | .50  |  |
| 6-inch                                | ..... | 1.00 |  | 6-inch                                 | ..... | .75  |  |
|                                       |       |      |  | 10-inch                                | ..... | 1.75 |  |

|                                         |       |       |  |                                |       |       |      |
|-----------------------------------------|-------|-------|--|--------------------------------|-------|-------|------|
| <b>BOLTS—Toggle—(See Toggle Bolts).</b> |       |       |  |                                |       |       |      |
| <b>BOTTLES—Vacuum—</b>                  |       |       |  |                                |       |       |      |
| Thermos—                                |       |       |  | FILLERS—Thermos and Universal— |       |       |      |
| 10                                      | ..... | 2.85  |  | versal—                        | ..... | 1.75  |      |
| 10Q                                     | ..... | 2.75  |  | 1/2 Pint                       | ..... | 2.00  |      |
| 11                                      | ..... | 2.75  |  | 1 Pint                         | ..... | 2.00  |      |
| 11Q                                     | ..... | 4.50  |  | 1 Quart                        | ..... | 2.25  |      |
| 14                                      | ..... | 2.35  |  | <b>LUNCH KITS—</b>             |       |       |      |
| 14Q                                     | ..... | 5.00  |  | Thermos—                       |       |       |      |
| 15 1/2                                  | ..... | 3.60  |  | 392 and 396                    | ..... | 4.00  |      |
| 15                                      | ..... | 4.00  |  | 398 and 397                    | ..... | 4.85  |      |
| 15Q                                     | ..... | 6.00  |  | 394 and 398                    | ..... | 5.00  |      |
| 6                                       | ..... | 4.50  |  | Universal—                     |       |       |      |
| 6Q                                      | ..... | 6.50  |  | 310                            | ..... | 4.00  |      |
| <b>Universal—</b>                       |       |       |  | 410                            | ..... | 4.85  |      |
| 21                                      | ..... | 2.75  |  | 430                            | ..... | 4.85  |      |
| 22                                      | ..... | 4.50  |  | 320                            | ..... | 4.50  |      |
| 61                                      | ..... | 2.50  |  | 4070                           | ..... | 5.75  |      |
| 62                                      | ..... | 4.00  |  | 8070                           | ..... | 3.75  |      |
| 71                                      | ..... | 3.50  |  | Thermos—Food Jars, Fillers     |       |       |      |
| 72                                      | ..... | 5.00  |  | 600                            | ..... | 4.00  | 2.00 |
| 91                                      | ..... | 4.00  |  | 601                            | ..... | 5.00  | 2.25 |
| 92                                      | ..... | 6.00  |  | 602                            | ..... | 7.00  | 2.50 |
| 81                                      | ..... | 4.50  |  | Thermos—Jugs, Fillers          |       |       |      |
| 82                                      | ..... | 6.50  |  | 556                            | ..... | 8.25  | 3.60 |
| 592                                     | ..... | 7.25  |  | 557                            | ..... | 8.50  | 4.75 |
| <b>Fermostat—</b>                       |       |       |  | Thermos—Cases—                 |       |       |      |
| 504R                                    | ..... | 10.00 |  | 104                            | ..... | 6.50  |      |
| 505R 3-qt.                              | ..... | 14.50 |  | 104Q                           | ..... | 9.50  |      |
| 505N                                    | ..... | 14.50 |  | 114                            | ..... | 10.00 |      |

|                     |       |       |  |                      |       |       |  |
|---------------------|-------|-------|--|----------------------|-------|-------|--|
| <b>BOXES—Mitre—</b> |       |       |  |                      |       |       |  |
| Goodell—            |       |       |  | Each                 |       |       |  |
| 265 26x4            | ..... | 24.00 |  | 78                   | ..... | 21.50 |  |
| 385 25x5            | ..... | 25.50 |  | 74                   | ..... | 26.00 |  |
| 808 80x5            | ..... | 27.00 |  | 75                   | ..... | 24.00 |  |
| Stanley—            |       |       |  | New Langdon Imp—     |       |       |  |
| 50 1/4              | ..... | 12.25 |  | 72                   | ..... | 23.00 |  |
| 246                 | ..... | 26.50 |  | 78                   | ..... | 24.00 |  |
| 358                 | ..... | 30.00 |  | 74                   | ..... | 25.50 |  |
| 460                 | ..... | 36.50 |  | 75                   | ..... | 27.00 |  |
| Acme—               |       |       |  | Stearns' Perfection— |       |       |  |
| 72                  | ..... | 22.50 |  | 20                   | ..... | 4.75  |  |

|                                                                                                                                                                                                                                                                                                            |  |  |  |  |  |  |  |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|--|--|--|--|--|--|
| <b>BRACES—</b>                                                                                                                                                                                                                                                                                             |  |  |  |  |  |  |  |
| P. S. & W., No. 508, \$1.35 each; 510, \$1.40; 3308, \$2.50; 8310, \$2.75; 3708, \$3.75; 3710, \$3.85; 3712, \$4.00; 4608, \$4.50; 4610, \$4.75; 4612, \$5.00; 5008, \$5.25; 5010, \$5.75; 5012, \$6.00; 5014, \$6.25; 7008, \$5.75; 7010, \$6.00; 7012, \$6.25; 8208, \$7.75; 8210, \$8.00; 8212, \$8.25. |  |  |  |  |  |  |  |
| Stanley Ratchet, No. 921, 8-inch, \$6.25; 10-inch, \$6.50; 12-inch, \$6.75; 14-inch, \$7.00.                                                                                                                                                                                                               |  |  |  |  |  |  |  |

|                                                                             |  |  |  |  |  |  |  |
|-----------------------------------------------------------------------------|--|--|--|--|--|--|--|
| Stanley Corner, No. 992, 8-inch, \$9.00; 10-inch, \$10.00. No. 982, \$5.75. |  |  |  |  |  |  |  |
|-----------------------------------------------------------------------------|--|--|--|--|--|--|--|

|                                                                                                                                                                        |  |  |  |  |  |  |  |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|--|--|--|--|--|--|
| <b>BOXES—Mail—Apartment—Standard style, \$5.00 each; with mouthpiece and electric push button, \$5.25.</b>                                                             |  |  |  |  |  |  |  |
| House—Cast Iron, 6x12, \$1.25; Steel, 12x5 1/2 x2 in., \$2.75; Copper Finished, 10x5 1/2 in., \$4.00; Sheet Metal, 1x1x10 in., 30c; Sheet Steel, 11x5 1/2 in., \$2.25. |  |  |  |  |  |  |  |
| Rural Delivery—Standardized, 18 1/2 x6 1/4 x7 1/2 in., \$3.10; Standardized, 23 1/2 x11x14 in., \$4.25.                                                                |  |  |  |  |  |  |  |

|                        |       |      |  |                            |       |      |  |
|------------------------|-------|------|--|----------------------------|-------|------|--|
| <b>BRACKETS—Shelf—</b> |       |      |  |                            |       |      |  |
| Japanned—              |       |      |  | Pair                       |       |      |  |
| 8x4                    | ..... | .25  |  | Copper, Brass, Nickel—Pair |       |      |  |
| 4x5                    | ..... | .30  |  | 8x4                        | ..... | .40  |  |
| 5x7                    | ..... | .40  |  | 4x5                        | ..... | .50  |  |
| 6x8                    | ..... | .45  |  | 5x7                        | ..... | .70  |  |
| 7x9                    | ..... | .50  |  | 6x8                        | ..... | .90  |  |
| 8x10                   | ..... | .60  |  | 7x9                        | ..... | .95  |  |
| 10x12                  | ..... | .75  |  | 8x10                       | ..... | 1.00 |  |
| 12x14                  | ..... | 1.25 |  | 10x12                      | ..... | 1.20 |  |
|                        |       |      |  | 12x14                      | ..... | 1.60 |  |

|                    |       |     |  |               |       |     |  |
|--------------------|-------|-----|--|---------------|-------|-----|--|
| <b>BRADS—Wire—</b> |       |     |  |               |       |     |  |
| Bulk per lb.       |       |     |  | 1/4-lb. pkgs. |       |     |  |
| 1/4 and 5/8-inch   | ..... | .30 |  | 1/4-lb. pkgs. | ..... | .15 |  |
| 3/4 to 1 1/4-inch  | ..... | .25 |  | 1/2 to 1-inch | ..... | .15 |  |
| 1 1/2 to 2-inch    | ..... | .20 |  |               | ..... | .15 |  |

|                                                                                   |  |  |  |  |  |  |  |
|-----------------------------------------------------------------------------------|--|--|--|--|--|--|--|
| <b>BRASS—Sheet—Soft, per lb., 70c; Half Hard, 75c; Sign, 75c; Spring, \$1.05.</b> |  |  |  |  |  |  |  |
|-----------------------------------------------------------------------------------|--|--|--|--|--|--|--|

|                                                                                                                         |  |  |  |  |  |  |  |
|-------------------------------------------------------------------------------------------------------------------------|--|--|--|--|--|--|--|
| <b>BREAD AND CAKE MAKERS—Universal—No. 2, \$2.75 each; No. 4, \$3.50 each; No. 8, \$4.00 each; No. 44, \$3.25 each.</b> |  |  |  |  |  |  |  |
|-------------------------------------------------------------------------------------------------------------------------|--|--|--|--|--|--|--|

|                                              |  |  |  |  |  |  |  |
|----------------------------------------------|--|--|--|--|--|--|--|
| <b>BRIGHT WIRE GOODS—See Hooks and Eyes.</b> |  |  |  |  |  |  |  |
|----------------------------------------------|--|--|--|--|--|--|--|

|                                                                                                                                                                                                                                            |  |  |  |  |  |  |  |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|--|--|--|--|--|--|
| <b>BROOMS—House or Parlor—</b>                                                                                                                                                                                                             |  |  |  |  |  |  |  |
| Finest selected, 16-18 in., \$1.50 each; second grade, 14 1/2 in., \$1.35; third grade, 14 in., \$1.10; common, 85c; Warehouse, \$1.25; Railroad or Smelter, \$1.25; Switch, small 65c, large, 90c; Toy or Hearth, 1 sew, 80c; 2 sew, 40c. |  |  |  |  |  |  |  |

|                       |       |      |  |                        |       |      |  |
|-----------------------|-------|------|--|------------------------|-------|------|--|
| <b>Push or Street</b> |       |      |  |                        |       |      |  |
| Bassine, 14-in.       | ..... | 1.25 |  | Battan, 6 rows, 12-in. | ..... | 1.50 |  |
| Bassine, 16-in.       | ..... | 1.50 |  | Battan, 6 rows, 14 in. | ..... | 1.60 |  |
| Steel Wire, 12-in.    | ..... | 1.00 |  | Battan, 6 rows, 16 in. | ..... | 1.75 |  |
| Steel Wire, 18-in.    | ..... | 1.60 |  | Battan, 8 rows, 14 in. | ..... | 1.25 |  |

|                         |  |  |  |                     |       |      |  |
|-------------------------|--|--|--|---------------------|-------|------|--|
| <b>BRUSHES—</b>         |  |  |  |                     |       |      |  |
| <b>CASTING—</b>         |  |  |  | Fibre, 24-inch..... |       |      |  |
| Round                   |  |  |  | .....               | ..... | 3.25 |  |
| Oblong                  |  |  |  | <b>Gear—</b>        |       |      |  |
| Counter—                |  |  |  | Handles             |       |      |  |
| Dusting, com.           |  |  |  | .....               | ..... | .65  |  |
| Extra quality           |  |  |  | Hand or Nail        |       |      |  |
| White bristles          |  |  |  | .....               | ..... | 1.0  |  |
| <b>FLOOR—</b>           |  |  |  |                     |       |      |  |
| Fibre, 12-inch          |  |  |  | .....               | ..... | .65  |  |
| Fibre, 16-inch          |  |  |  | .....               | ..... | 1.00 |  |
| Hair, 12-inch           |  |  |  | .....               | ..... | .50  |  |
| Hair, 16-inch           |  |  |  | .....               | ..... | .75  |  |
| Mixed, 12-inch          |  |  |  | .....               | ..... | .85  |  |
| Mixed, 16-inch          |  |  |  | .....               | ..... | .60  |  |
| Bristles, 14-inch       |  |  |  | .....               | ..... | .75  |  |
| Bristles, 18-inch       |  |  |  | .....               | ..... | 2.40 |  |
| <b>Garage—</b>          |  |  |  |                     |       |      |  |
| Fibre, 16-inch          |  |  |  | .....               | ..... | 6.75 |  |
| Fibre, 18-inch          |  |  |  | .....               | ..... | 2.00 |  |
| Fibre, 20-inch          |  |  |  | .....               | ..... | 2.25 |  |
| <b>Marking—(Round)—</b> |  |  |  |                     |       |      |  |
| White bristles—         |  |  |  | 1 1/4 in.           |       |      |  |
|                         |  |  |  | .....               |       |      |  |
|                         |  |  |  | .....               |       |      |  |

|                                  |  |  |  |           |       |       |       |       |
|----------------------------------|--|--|--|-----------|-------|-------|-------|-------|
| <b>Paint—(Chinese bristles)—</b> |  |  |  |           |       |       |       |       |
| Grade.                           |  |  |  | 1 2 3 4 5 |       |       |       |       |
| 2 1/4-inch                       |  |  |  | .....     | ..... | ..... | ..... | ..... |
| 3-inch                           |  |  |  | .....     | .40   | .55   | .85   | 1.60  |
| 3 1/4-inch                       |  |  |  | .....     | .55   | .75   | 1.05  | 2.25  |
| 4-inch                           |  |  |  | .....     | .70   | 1.00  | 1.55  | 2.75  |
| 4 1/4-inch                       |  |  |  | .....     | 1.50  | ..... | 3.50  | 4.00  |

|                           |  |  |  |       |       |      |  |
|---------------------------|--|--|--|-------|-------|------|--|
| <b>Roofing—Knotted—</b>   |  |  |  |       |       |      |  |
| 8 knots 14-lb.            |  |  |  | ..... | ..... | .85  |  |
| 4 knots, 18 lb.           |  |  |  | ..... | ..... | .75  |  |
| <b>Sash—Chisel Point—</b> |  |  |  |       |       |      |  |
| 1/2 x 1 1/4 in.           |  |  |  | ..... | ..... | .85  |  |
| 1/2 x 1 1/2 in.           |  |  |  | ..... | ..... | .50  |  |
| 1/2 x 2 in.               |  |  |  | ..... | ..... | .85  |  |
| 1 1/2 x 1 1/4 in.         |  |  |  | ..... | ..... | .15  |  |
| <b>Scrub—</b>             |  |  |  |       |       |      |  |
| Gray Tampico, 7-lb.       |  |  |  | ..... | ..... | .05  |  |
| Gray, Tampico, 9-lb.      |  |  |  | ..... | ..... | .55  |  |
| Ox Fibre, 6-lb.           |  |  |  | ..... | ..... | 1.00 |  |
| Ox Fibre, 8-lb.           |  |  |  | ..... | ..... | 1.10 |  |
| Ox Fibre, 11-lb.          |  |  |  | ..... | ..... | 1.35 |  |
| White Tampico, 4-lb.      |  |  |  | ..... | ..... | 1.00 |  |
| White Tampico, 6-lb.      |  |  |  | ..... | ..... | 1.25 |  |
| White Tampico, 8-lb.      |  |  |  | ..... | ..... | 2.00 |  |
| White Tampico, 11-lb.     |  |  |  | ..... | ..... | 4.00 |  |

|              |  |  |  |       |       |     |  |
|--------------|--|--|--|-------|-------|-----|--|
| <b>Shoe—</b> |  |  |  |       |       |     |  |
| Dauber, wood |  |  |  | ..... | ..... | .35 |  |
| Dauber, iron |  |  |  | ..... | ..... | .35 |  |
|              |  |  |  | ..... | ..... | .45 |  |
|              |  |  |  | ..... | ..... | .55 |  |

## RETAIL SELLING PRICES—Continued.

## BRUSHES—Continued—

| Window—               |      | Squeeges, 10-in. .... | .30 |
|-----------------------|------|-----------------------|-----|
| Gray fibre .....      | .75  | Squeeges, 12-in. .... | .35 |
| Black horsehair ..... | .90  | Squeeges, 14-in. .... | .40 |
| Pope's Eye .....      | 1.15 | Squeeges, 16-in. .... | .50 |

## BUCKETS—(See Galv. Ware)—

|                                                                                                                                                                                                |  |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|
| BURNERS—Lamp— $\frac{1}{2}$ -inch wick, 10c each; 1-inch, 15c; 1 $\frac{1}{2}$ -inch, 30c.                                                                                                     |  |
| Lantern—For Cold Blast, $\frac{1}{2}$ -inch wick, 10c each; 1-inch, 15c; For Kerosene, $\frac{1}{2}$ -inch, 10c; 1-inch, 15c; Lard, Sperm and Sig. Oil, $\frac{1}{2}$ -inch, 10c; 1-inch, 15c. |  |
| Rubbish—No. 1, 20-inch Steel, \$9.00 each; No. 3, 30-inch Steel, \$15.00.                                                                                                                      |  |

## BUTTS—(See Hinges)—

|                                                                                                                                     |  |
|-------------------------------------------------------------------------------------------------------------------------------------|--|
| OALKS—Boot—Screw, all sizes, box of 50, 75c; Drive, all sizes, box of 100, 85c; Tote, blunt, side, heel or country pattern, 15c lb. |  |
|-------------------------------------------------------------------------------------------------------------------------------------|--|

| OANT HOOKS—                            | Maple Hdl. | Hickory Hdl. |
|----------------------------------------|------------|--------------|
| 2 $\frac{1}{2}$ x4 $\frac{1}{2}$ ..... | 3.00       | 8.65         |
| 2 $\frac{1}{2}$ x4 $\frac{1}{2}$ ..... | 8.25       | 3.75         |

## OAPS—Roofing. Per lb., 20c.

## OARBORUNDUM—Grain, per lb., bulk, 50c.

## CARRIERS—Timber—No. 425, 4-ft. maple, \$3.75.

|                                                                                                                                                                                                                                                                       |  |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|
| CARRIERS—Hay—Using Manila rope for steel, wood, cable track, \$12.00 each; using wire cable or manila rope for steel, wood, cable track, \$15.75; Sling, \$22.00; Steel Hay Carrier Track, 35c foot; Steel Hay Carrier Hanging Hooks, 25c each; Rafter Brackets, 15c. |  |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|

|                                                                                                                                                                      |  |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|
| CATCHERS—GRASS—No. 9, all duck, \$2.25; 10G, Galv. Bottom, \$2.35; 11 all duck, \$2.75; 12G Galv. Bottom, \$2.75; RR1, \$1.00; Eureka, 85c; 16G, \$1.65; 5G, \$2.00. |  |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|

| CESPOOLS—BELL—          | Hinge. | Loose. |
|-------------------------|--------|--------|
| 2-inch 6x6 Bell .....   | 1.40   | 1.15   |
| 3-inch 9x9 Bell .....   | 2.00   | 1.80   |
| 4-inch 18x18 Bell ..... | 4.75   | 3.75   |

## CHAINS—Tire.

| Size                      | Tire—Weeds | Pair                      |       |  |
|---------------------------|------------|---------------------------|-------|--|
| 3 x80 .....               | 4.50       | 4 $\frac{1}{2}$ x83 ..... | 7.25  |  |
| 3 $\frac{1}{2}$ x80 ..... | 5.00       | 4 $\frac{1}{2}$ x84 ..... | 7.50  |  |
| 3 $\frac{1}{2}$ x82 ..... | 5.50       | 4 $\frac{1}{2}$ x85 ..... | 8.00  |  |
| 4 x81 .....               | 6.00       | 4 $\frac{1}{2}$ x86 ..... | 8.00  |  |
| 4 x82 .....               | 6.00       | 4 $\frac{1}{2}$ x87 ..... | 8.75  |  |
| 4 x83 .....               | 6.50       | 5 x85 .....               | 9.00  |  |
| 4 x84 .....               | 7.00       | 5 x86 .....               | 9.00  |  |
| 4 x85 .....               | 7.50       | 5 x87 .....               | 9.75  |  |
| 4 x86 .....               | 7.50       | 5 $\frac{1}{2}$ x88 ..... | 12.00 |  |
| 4 $\frac{1}{2}$ x82 ..... | 7.00       | 5 $\frac{1}{2}$ x87 ..... | 13.00 |  |
| 4 $\frac{1}{2}$ x82 ..... | 7.00       | 5 $\frac{1}{2}$ x88 ..... | 14.00 |  |

## CHAIN—New German Straight Link (Coll)—

|                                                                           |  |
|---------------------------------------------------------------------------|--|
| 6-0, 15c ft; 5-0, 18c; 4-0, 12c; 3-0, 10c; 2-0, 10c; 0, 9c; 1, 8c; 2, 8c. |  |
|---------------------------------------------------------------------------|--|

Norway Straight Link (coil)— $\frac{1}{4}$ , 85c lb.;  $\frac{1}{2}$ , 85c lb.;  $\frac{3}{4}$ , 80c lb.

|                                                                                                                                                                                                           |  |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|
| Passing Link (coil)—4-0, 18c ft; 3-0, 11c ft; 2-0, 10c ft.                                                                                                                                                |  |
| Proof Straight Link (coil)—8-16 black, 80c lb.; $\frac{1}{4}$ , 35c lb.; 5-16, 22c lb.; $\frac{1}{2}$ , 20c lb.; 7-16, 20c lb.; $\frac{3}{4}$ , 18c lb.; $\frac{1}{2}$ , 18c lb.; $\frac{3}{4}$ , 18c lb. |  |

Proof Twisted Link (coil)—8-16 black, 88c lb.;  $\frac{1}{4}$ , 88c lb.; 5-16, 24c lb.;  $\frac{1}{2}$ , 23c lb.; 7-16, 22c lb.B. B. Proof Straight Link (coil)—5-16, 35c lb.;  $\frac{1}{4}$ , 28c lb.;  $\frac{1}{2}$ , 20c lb.;  $\frac{3}{4}$ , 20c lb.;  $\frac{1}{2}$ , 20c lb.

## Twisted Machine Coppered (coil)—4-0, 20c ft.; 3-0, 17c ft.; 2-0, 15c ft.; 0, 18c ft.

|                                                                                                                                                                                             |  |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|
| Jack: Iron—No. 20, 7 $\frac{1}{2}$ c yd.; No. 18, 7 $\frac{1}{2}$ c; No. 16, 7 $\frac{1}{2}$ c; No. 14, 7 $\frac{1}{2}$ c; No. 12, 10c; No. 10, 10c; No. 8, 12 $\frac{1}{2}$ c; No. 6, 18c. |  |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|

|                                                                                                                                  |  |
|----------------------------------------------------------------------------------------------------------------------------------|--|
| Jack: Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 12 $\frac{1}{2}$ c; No. 114, 20c; No. 113, 25c; No. 112, 80c; No. 110, 40c. |  |
|----------------------------------------------------------------------------------------------------------------------------------|--|

## Safety Brass and Nickel Plated—00 and N00, 20c yd.; 0-N0, 20c yd.; 1-N1, 25c yd.; 2-N2, 35c yd.; 3, 40c yd.

Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 4c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 3 $\frac{1}{2}$ c ft.; 10 Cable, 35c ft.; 56 Universal, 7c ft.

## Sash Chain Fasteners—12, 15c set; 100, 45c set.

## CHALK—Carpenters' White, Blue, Red, 30c doz.; Railroad, 80c doz.; School, 5c doz.; Lumber—Dixon's Black, 75c doz.; All colors, \$1.20. Metal Workers—Solid Soapstone, 25c doz.; Solid Soapstone, Chisel Point, 40c. Oil Checking—5-in. Black, red and blue, 45c doz.; 6-in., 50c.

## CHECKS—Door—All makes. Liquid Checks—A-11, \$7.00; B-12, \$9.50; C-13, \$10.75; D-14, \$12.75; E-15, \$16.85; 6, extra large, \$22.50. For hold open arm, add \$1.25 each.

## Screen Door Check—No. 01, \$3.85.

## CHOPPERS—Meat and Food—

| No.      | Each. | Universal |      |
|----------|-------|-----------|------|
| 5 .....  | 4.00  | 0 .....   | 2.25 |
| 10 ..... | 6.25  | 1 .....   | 2.75 |
| 12 ..... | 5.75  | 2 .....   | 3.25 |
| 22 ..... | 9.75  | 3 .....   | 4.50 |
| 32 ..... | 12.75 | 304 ..... | 8.75 |

## CHOPPERS—Meat and Food—Enterprise

| No.       | Each. | Universal |      |
|-----------|-------|-----------|------|
| 501 ..... | 2.50  | 0 R ..... | 2.75 |
| 602 ..... | 3.00  | 1 R ..... | 3.25 |
| 708 ..... | 4.00  | 2 R ..... | 4.00 |
|           |       | 3 R ..... | 5.25 |

## CHISELS—

|                       | Socket Firmer Bev. Edge | Whites No. 3 | Pocket Bev. Edge | Inside or Outside Bevel |
|-----------------------|-------------------------|--------------|------------------|-------------------------|
| $\frac{1}{4}$ .....   | .95                     | 1.30         | 1.20             | 1.85                    |
| $\frac{1}{2}$ .....   | 1.00                    | 1.35         | 1.25             | 1.85                    |
| $\frac{3}{4}$ .....   | 1.05                    | 1.40         | 1.30             | 1.85                    |
| 1 .....               | 1.10                    | 1.45         | 1.35             | 1.85                    |
| $\frac{1}{2}$ .....   | 1.25                    | 1.50         | 1.40             | 1.50                    |
| $\frac{3}{4}$ .....   | 1.30                    | 1.55         | 1.45             | 1.65                    |
| 1 .....               | 1.35                    | 1.65         | 1.55             | 1.75                    |
| 1 $\frac{1}{2}$ ..... | 1.40                    | 1.75         | 1.60             | 1.85                    |
| 1 $\frac{1}{2}$ ..... | 1.60                    | 1.90         | 1.75             | 2.00                    |
| 1 $\frac{1}{2}$ ..... | 1.75                    | 2.00         | 1.85             | 2.25                    |
| 1 $\frac{1}{2}$ ..... | 2.00                    | 2.15         | 1.95             | 2.50                    |
| 2 .....               | 2.25                    | 2.30         | 2.10             | 2.75                    |

|                       | Bucks No. 4 | Blacksmiths' Cold or Hot Eye |
|-----------------------|-------------|------------------------------|
| 1 .....               | .90         | .75                          |
| 1 $\frac{1}{2}$ ..... | 1.45        | .85                          |
| 1 $\frac{1}{2}$ ..... | 1.50        | 1.00                         |
| 1 $\frac{1}{2}$ ..... | 1.50        | 1.25                         |
| 1 $\frac{1}{2}$ ..... | 2.00        | 1.50                         |
| 2 .....               | 2.25        | 3.50                         |
|                       |             | 8.00                         |

|                     | Cold Com. | Cold Special | Cape | Round Nose | Diamond Point |
|---------------------|-----------|--------------|------|------------|---------------|
| $\frac{1}{4}$ ..... | .20       | .35          | .50  | .50        | .50           |
| 5-16 .....          | .20       | .35          | .50  | .50        | .55           |
| $\frac{1}{2}$ ..... | .20       | .35          | .50  | .55        | .60           |
| $\frac{3}{4}$ ..... | .25       | .45          | .65  | .65        | .75           |
| 1 .....             | .35       | .50          | .75  | .70        | .85           |
| $\frac{1}{2}$ ..... | .50       | .65          | .85  | .90        | 1.00          |
| $\frac{3}{4}$ ..... | .65       | .90          | ...  | ...        | 1.25          |
| 1 .....             | .85       | 1.00         | ...  | ...        | 1.50          |

## CHURNS—Barrel—No. 0, \$8.75 each; 1, \$10.00; 2, \$11.00; 3, \$12.25; 4, \$15.50; 5, \$18.25.

## Improved Cylinder—No. 1, \$5.00; 2, \$6.00; 3, \$7.00; 4, \$8.00.

## Sturges Steel—No. 1, \$9.00; 2, \$11.00; 3, \$12.50.

## Glass Family—Universal, No. 15, \$2.75; 125, \$3.25; 185, \$4.00; 145, \$4.50. Dazey, No. 10, \$1.75; 20, \$2.25; 30, \$2.75; 40, \$3.50. Extra Jara, Dazey, No. 10, 45c each; 20, 75c; 30, \$1.05; 40, \$1.25.

## Dazey—Tin, No. 200, 2-gal., \$5.25; 300, 3 gal., \$6.75; 400, 4-gal., \$8.25; 600, 6-gal., \$10.50.

## Dash—IX Tin, 2-gal., \$2.25; 3-gal., \$2.50; 4-gal., \$2.75; 5-gal., \$3.00; 6-gal., \$3.25. Dash and handle, 25c extra.

OLAMPS—Stearns' Special Joiners'—Opens 1 ft, pair \$4.75; 1 $\frac{1}{2}$  ft., \$5.25; 2 ft., \$5.50.

## Carpenters'—Open 3 ft., \$8.50 pr.; 4 ft., \$9.50; 5 ft., \$11.50; 6 ft., \$17.50; 8 ft., \$22.

Carriage Makers—Common, 2 $\frac{1}{2}$ -inch, 75c each; 3-inch, 85c; 4-inch, \$1.25; 5-inch, \$1.50; 6-inch, \$1.85; 8-inch, \$2.75; 10-inch, \$3.75; 12-inch, \$4.75.

## Quilt Frame—No. 1, 10c each; 3, 15c; 5, 20c; 7, 25c; 9, 30c.

## CLEANERS—Window—

| Rubber        | Wood Floor |
|---------------|------------|
| 10-inch ..... | .40        |
| 12-inch ..... | .50        |
| 14-inch ..... | .55        |

## OLEVISES—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to  $\frac{1}{2}$  inc., each, 15c;  $\frac{1}{2}$ , 20c;  $\frac{3}{4}$ , 25c;  $\frac{1}{2}$ , 35c;  $\frac{3}{4}$ , 50c; 1-in., 55c; 1 $\frac{1}{2}$ -in., 60c.

## CLIPPERS—Bolt—

## New Easy—

| No.         | Extra Cutters |
|-------------|---------------|
| No. 0 ..... | 4.25          |
| No. 1 ..... | 5.50          |
| No. 2 ..... | 7.75          |
| No. 3 ..... | 10.00         |

## O. K.—

| 10-inch | 14-inch |
|---------|---------|
| 2.35    | 3.00    |

## CLOCKS—(Alarm)—Ace, \$3.75 each; America, \$2.10; Automatic, \$6.00; Bingo, \$4.00; Brownie, \$4.50; Circle, \$3.25; Columbia, \$3.75; Ideal, \$3.00; Indian, \$2.10; Iron Glad, \$3.25; Lookout, \$2.50; Prompter, \$3.25; Simplex, \$6.00; Sleepmeter 2, \$4.00; Sleepmeter 3, \$3.25; Startle, \$3.50; Tattoo Jr., \$4.25; Tattoo Int., \$4.25.

## NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH—Emery, Nos. 00 to 3 $\frac{1}{2}$ , 10c straight; Nos. 1 to 3, 15c. Carborundum or Aloxit—Nos. FF-90, 15c straight.

## CLOTH, WIRE—

## Hardware Galvanised

| Mesh                     | Sq. ft. | Screen                   | Sq. ft.           |
|--------------------------|---------|--------------------------|-------------------|
| 1 inch .....             | .18     | 12 M—Black .....         | .04 $\frac{1}{2}$ |
| $\frac{1}{2}$ inch ..... | .14     | 14 M—Black .....         | .05               |
| $\frac{3}{4}$ inch ..... | .14     | 16 M—Black .....         | .06               |
| 2 mesh .....             | .10     | 14 M—Bronze .....        | .16               |
| 3 mesh .....             | .10     | 14 M—Galvanized .....    | .05 $\frac{1}{2}$ |
| 4 mesh .....             | .10     | 16 M—Galvanized .....    | .06 $\frac{1}{2}$ |
| 6 mesh .....             | .11     | 14 M—Opal or Galv. ..... | .06               |
| 8 mesh .....             | .12     | 16 M—Opal or Galv. ..... | .06 $\frac{1}{2}$ |

## RETAIL SELLING PRICES—Continued.

## COCKS—

| No.                              | Each  | No.                              | Each |
|----------------------------------|-------|----------------------------------|------|
| Ball 660— $\frac{1}{2}$ -inch... | 1.60  | Floats 395—5-inch...             | .75  |
| $\frac{3}{4}$ -inch...           | 1.85  | 6-inch...                        | 1.00 |
| $\frac{1}{2}$ -inch...           | 2.35  | 7-inch...                        | 2.00 |
| 1 -inch...                       | 4.25  | 8-inch...                        | 3.00 |
| 1 $\frac{1}{4}$ -inch...         | 6.75  | 10-inch...                       | 5.90 |
| 1285 $\frac{1}{2}$ -inch...      | 2.65  | Gas Hose— $\frac{3}{4}$ -inch... | .55  |
| $\frac{3}{4}$ -inch...           | 2.85  | $\frac{1}{2}$ -inch...           | .60  |
| $\frac{1}{2}$ -inch...           | 3.65  | $\frac{3}{4}$ -inch...           | .80  |
| 1 -inch...                       | 6.65  |                                  |      |
| 1 $\frac{1}{4}$ -inch...         | 10.25 |                                  |      |

Service, Standard—Square or Flat Head—

| Each | $\frac{1}{4}$ " | $\frac{3}{8}$ " | $\frac{1}{2}$ " | $\frac{3}{4}$ " | 1"   | 1 $\frac{1}{4}$ " | 1 $\frac{1}{2}$ " | 2"   |
|------|-----------------|-----------------|-----------------|-----------------|------|-------------------|-------------------|------|
|      | .80             | .85             | .95             | 1.10            | 1.85 | 2.90              | 4.00              | 7.00 |

COPPER—Sheet, 60c lb.; Bars, round, 70c lb.; Tubing, 75c lb.

COOLERS—Water—Galvanized lined—2-gal. with push faucet, \$5.75 each; 3-gal., \$7.00; 4-gal., \$8.75; 6-gal., \$10.50; 8-gal., \$13.00; 10-gal., \$15.00; 14-gal., \$20.00.

## COPPER WARE—Rome Nickel Plated—

|                       | Each |             | Each |
|-----------------------|------|-------------|------|
| Tea Kettles...        |      | 5 pints     | 2.50 |
| 8 $\frac{1}{2}$ inch  | 3.00 | 6 pints     | 2.75 |
| 9 $\frac{1}{2}$ inch  | 3.25 | Tea Pots... |      |
| 10 $\frac{1}{2}$ inch | 3.50 | 2 pints     | 1.75 |
| Coffee Pots...        |      | 3 pints     | 2.00 |
| 3 pints               | 2.00 | 4 pints     | 2.25 |
| 4 pints               | 2.25 | 5 pints     | 2.50 |

## COPPERS, SOLDERING—Family—

|                               |      |
|-------------------------------|------|
| 1                             | 1.65 |
| 2                             | 1.50 |
| Tinners—                      |      |
| $\frac{1}{2}$ pound, per pair | .35  |
| 1 pound, per pair             | .40  |
| $\frac{1}{4}$ pound, per pair | .60  |
| 2 pound, per pair             | .80  |
| 3 to 14 pounds                | .75  |

CORD—(Sash)—Samson Spot Braided, Common, \$1.35 per lb.; Silver Lake, \$1.85 per lb.; Waterproof-coil, \$1.85 per lb.; 3-16 inch, \$2.85 per hank; 7-32 inch, \$3.75 per hank;  $\frac{1}{4}$  inch, \$4.75 per hank; 5-16 inch, \$7.25 per hank;  $\frac{3}{8}$  inch, \$10.25 per hank.

## CORD, TINNED PICTURE—

No. 0, 10c pkg.; 1, 15c; 2, 15c; 3, 20c; 4, 25c.

## COTTERS—Hammer Lock or Regular Spring.

| Length                              | 1-16, 5-64, 8-32 in.   | $\frac{1}{2}$ in.      | 5-32 in.               |
|-------------------------------------|------------------------|------------------------|------------------------|
| $\frac{1}{2}$ -inch                 | 100 \$ .20 1000 \$1.25 | 100 \$ .30 1000 \$2.00 | 100 \$ .85 1000 \$2.40 |
| $\frac{3}{4}$ -inch                 | .25 1.40               | .30 2.00               | .40 3.00               |
| 1 -inch                             | .25 1.65               | .35 2.25               | .45 3.25               |
| 1 $\frac{1}{4}$ -inch               | .25 1.80               | .40 2.55               | .50 3.50               |
| 1 $\frac{1}{2}$ -inch               | .30 2.05               | .45 2.85               | .60 4.00               |
| 2 -inch                             | .35 2.50               | .50 3.40               | .70 4.75               |
| 8-16 in. $\frac{1}{4}$ in. 5-16 in. |                        |                        |                        |
| $\frac{1}{2}$ -inch                 | .50 \$3.75             |                        |                        |
| 1 -inch                             | .60 4.25               | \$1.00 \$6.75          | \$1.75 \$11.00         |
| 1 $\frac{1}{4}$ -inch               | .70 5.00               | 1.10 8.00              | 2.00 14.50             |
| 1 $\frac{1}{2}$ -inch               | .80 5.50               | 1.25 9.00              | 2.00 14.50             |
| 2 -inch                             | .90 6.00               | 1.50 10.00             | 2.25 16.00             |
| 2 $\frac{1}{2}$ -inch               | 1.00 6.75              | 1.75 11.50             | 2.50 17.50             |
| 3 -inch                             | 1.10 7.75              | 2.00 14.00             | 3.00 20.00             |

CRAYON—Lumber, 10c; Soapstone, 5c.

CUTTERS—Pipe—Barnes, No. 1, \$4.00 each; 2, \$5.25; 3, \$8.60; 4, \$16.75; 5, \$26.50.  
Saunders—No. 1, \$3.25 each; 2, \$4.75; 3, \$11.25.  
Trimco—No. 1, \$4.00 each; 2, \$5.25; 3, \$8.60.

DAMPERS—Stove Pipe—No. 3, 20c each; 4, 20c; 5, 25c; 6, 25c; 7, 40c; 8, 60c; 9, 80c; 10, 95c.

DIVIDERS—Wing, No. 1, 35 &amp; 50, 6-in., 85c pr.; 7-in., 90c; 8-in., \$1.00; 10-in., \$1.35. No. 35, 6-inch, 75c pair; 7-inch, 85c; 8-inch, \$1.00; 10-inch, \$1.25; 12-inch, \$1.35; 14-inch, \$2.50.

Excelsior—6-inch, 90c; 8-inch, \$1.25; 10-inch, \$1.65.

## DOLLIES—Timber—

No. 649, 6-inch \$9.00 No. 650, 8-inch \$12.50

## DOORS—Ash Pit—

|      |      |       |      |
|------|------|-------|------|
| 8x8  | 2.00 | 10x12 | 2.75 |
| 8x10 | 2.25 | 12x15 | 5.50 |

ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.

## DOORS—Screen, Black—

|                                        |      |
|----------------------------------------|------|
| Common, $\frac{3}{4}$ -inch, 2-6x6-6   | 3.75 |
| Common, 1 $\frac{1}{4}$ -inch, 2-6x6-6 | 4.00 |
| Common, 1 $\frac{1}{2}$ -inch, 3x7     | 5.00 |

## DRILLS—

| No.                         | Each  | No.                         | Each  |
|-----------------------------|-------|-----------------------------|-------|
| Goodell-Pratt Bench Drills— |       | Yankee—Millers Falls, Hand— |       |
| 8                           | 7.25  | 1                           | 8.25  |
| 8 $\frac{1}{2}$             | 9.50  | 97                          | 11.50 |
| 9 $\frac{1}{2}$             | 13.25 | 87                          | 12.50 |
| 10 $\frac{1}{2}$            | 23.60 | 118                         | 7.25  |
| 490 $\frac{1}{2}$           | 17.80 |                             |       |
| 1003                        | 18.00 |                             |       |
| 1005                        | 21.50 |                             |       |
| 11                          | 22.50 |                             |       |

| No.                          | Each  | No.  | Each |
|------------------------------|-------|------|------|
| Goodell-Pratt Breast Drills— |       | 2B   | 4.25 |
| 6                            | 5.85  | 2A   | 3.75 |
| 07                           | 5.50  | 5    | 3.75 |
| 245                          | 5.00  | 98   | 5.75 |
| 279                          | 13.25 | 105  | 3.50 |
| Millers Falls (Breast)—      |       | 306  | 4.75 |
| 12                           | 6.50  | 343  | 3.00 |
| 12 A                         | 6.25  | 1980 | 6.00 |

## Drill Presses—Millers Falls

|    |       |     |       |
|----|-------|-----|-------|
| 20 | 11.00 | 23  | 7.50  |
| 21 | 15.00 | 210 | 15.00 |
| 22 | 5.00  |     |       |

## Hand Drills—

| No.             | Each | No.  | Each  |
|-----------------|------|------|-------|
| 4               | 3.10 | 445  | 7.00  |
| 4 $\frac{1}{2}$ | 2.55 | 455  | 8.00  |
| 5               | 5.00 | 545  | 10.50 |
| 5 $\frac{1}{2}$ | 5.00 | 550  | 10.50 |
| 49              | 2.00 | 555  | 12.25 |
| 52              | 2.75 | 1480 | 3.75  |
| 58              | 3.30 | 1445 | 7.00  |
| 54              | 3.65 | 1455 | 8.00  |
| 154             | 5.00 | 1530 | 5.50  |
| 259             | 6.00 | 1540 | 8.50  |
| 329             | 8.10 | 1545 | 10.25 |
| 385             | 7.25 | 1550 | 10.50 |
| 379             | 3.80 | 1555 | 12.25 |

## Chain Drills—Goodell-Pratt

|     |      |      |      |
|-----|------|------|------|
| 307 | 4.50 | 318  | 6.60 |
| 316 | 4.50 | 1500 | 4.50 |
| 317 | 5.50 |      |      |

## Yankee Automatic

|    |      |    |      |
|----|------|----|------|
| 41 | 3.00 | 44 | 3.50 |
| 42 | 2.25 | 50 | 4.50 |

## Yankee Chucks and Drill Points

| No. | Set. | No. | Set. |
|-----|------|-----|------|
| 300 | 1.00 | 305 | .50  |
| 301 | 1.00 |     |      |

## Yankee Drill Points

Set of 8, 75c; each 10c.

## Bits, Wood (Syracuse Pattern)

| Thirtyseconds— | Each | No. | Each |
|----------------|------|-----|------|
| 2              | .25  | 12  | .50  |
| 3              | .25  | 13  | .55  |
| 4              | .25  | 14  | .60  |
| 5              | .25  | 15  | .65  |
| 6              | .25  | 16  | .70  |
| 7              | .30  | 17  | .75  |
| 8              | .35  | 18  | .85  |
| 9              | .40  | 19  | .90  |
| 10             | .45  | 20  | .95  |
| 11             | .45  | 24  | 1.25 |

## Bit Stock Twist Drills for metal or wood—

|               |     |               |      |
|---------------|-----|---------------|------|
| 1-16          | .15 | 15-32         | .80  |
| 3-32          | .30 | $\frac{1}{4}$ | .90  |
| $\frac{1}{2}$ | .33 | 17-32         | 1.00 |
| 5-32          | .35 | 9-16          | 1.10 |
| 8-16          | .30 | 19-32         | 1.20 |
| 7-32          | .35 | $\frac{3}{8}$ | 1.30 |
| $\frac{1}{4}$ | .40 | 11-16         | 1.40 |
| 9-32          | .45 | $\frac{1}{2}$ | 1.60 |
| 5-16          | .55 | 13-16         | 1.80 |
| 11-32         | .60 | $\frac{3}{4}$ | 2.00 |
| $\frac{3}{8}$ | .65 | 15-16         | 2.30 |
| 13-32         | .70 | 1             | 2.40 |
| 7-16          | .75 |               |      |

## Straight Shank Carbon steel, Short Set—

|               |     |               |      |
|---------------|-----|---------------|------|
| 1-32          | .15 | 7-32          | .25  |
| 3-64          | .15 | 15-64         | .25  |
| 1-16          | .15 | $\frac{1}{4}$ | .30  |
| 5-64          | .15 | 9-32          | .35  |
| 3-32          | .15 | 5-16          | .40  |
| 7-64          | .15 | 11-32         | .45  |
| $\frac{1}{4}$ | .15 | $\frac{3}{8}$ | .50  |
| 9-64          | .15 | 13-32         | .60  |
| 5-32          | .15 | 7-16          | .70  |
| 11-64         | .20 | 15-32         | .85  |
| 8-16          | .20 | $\frac{1}{2}$ | 1.00 |
| 13-64         | .20 |               |      |

## Straight Shank, Wire Gauge Carbon Steel—

|          |     |          |     |
|----------|-----|----------|-----|
| 1 to 5   | .25 | 36 to 40 | .16 |
| 6 to 10  | .22 | 41 to 45 | .16 |
| 11 to 15 | .20 | 46 to 50 | .15 |
| 16 to 20 | .20 | 51 to 55 | .15 |
| 21 to 25 | .20 | 56 to 60 | .15 |
| 26 to 30 | .16 | 61 to 80 | .15 |
| 31 to 35 | .16 |          |     |

# HARDWARE WORLD

## RETAIL SELLING PRICES—Continued.

221

### ELECTRICAL APPLIANCES—

|                                                                                                                                                             |           |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|
| Universal Goods—                                                                                                                                            |           |
| Dishes, Chafing—                                                                                                                                            |           |
| E921 .....                                                                                                                                                  | 15.75     |
| E940 .....                                                                                                                                                  | 25.00     |
| E9850 .....                                                                                                                                                 | 21.50     |
| Grills—                                                                                                                                                     |           |
| E982 .....                                                                                                                                                  | 11.50     |
| E984 .....                                                                                                                                                  | 13.50     |
| Heaters, Immersion—                                                                                                                                         |           |
| E970 .....                                                                                                                                                  | 6.50      |
| Irons, Curling—                                                                                                                                             |           |
| E9901 .....                                                                                                                                                 | 6.75      |
| E99011 .....                                                                                                                                                | 7.50      |
| Irons, Pressing—                                                                                                                                            |           |
| E901 .....                                                                                                                                                  | 8.50      |
| E902 .....                                                                                                                                                  | 7.50      |
| E905 .....                                                                                                                                                  | 7.50      |
| E9023 .....                                                                                                                                                 | 6.75      |
| E9035 .....                                                                                                                                                 | 7.50      |
| E9051 .....                                                                                                                                                 | 7.50      |
| E9081 .....                                                                                                                                                 | 8.50      |
| Irons, Waffle—                                                                                                                                              |           |
| E930 .....                                                                                                                                                  | 18.00     |
| Pads, Heating—                                                                                                                                              |           |
| E9940 .....                                                                                                                                                 | 12.50     |
| Percolators—                                                                                                                                                |           |
| E9025 .....                                                                                                                                                 | 13.50     |
| E9027 .....                                                                                                                                                 | 14.00     |
| E9029 .....                                                                                                                                                 | 15.00     |
| E9435 .....                                                                                                                                                 | 16.00     |
| Hot Point Goods—                                                                                                                                            |           |
| Chafing Dishes—No. 20501, \$12.00 each; 20502, \$19.00; 20503, \$22.00.                                                                                     |           |
| Coffee Percolators—No. 20610, \$11.00 each; 20611, \$11.00; 20620, \$13.50; 20621, \$13.75; 20622, \$18.75; 20650, \$18.75; 20651, \$25.00; 20652, \$28.50. |           |
| Grills—20101, \$10.00 each; 20103, \$18.50; 20104, \$11.50.                                                                                                 |           |
| Percolator Sets—414S1—\$47.75; 414S6, \$38.00; 415S5, \$45.75.                                                                                              |           |
| Curling Irons—112L1, \$7.25; 112L2, \$6.25.                                                                                                                 |           |
| Heaters—No. 30501, \$21.00; 30502, \$28.50; 30503, \$38.50; 30603, \$30.00; 30604, \$42.00.                                                                 |           |
| Heating Pads—50142, \$8.00; 50151, \$9.75.                                                                                                                  |           |
| Immersion Heaters—50201, \$6.25; 50202, \$7.50; 50203, \$8.50.                                                                                              |           |
| Irons—No. 11203, \$6.25; 11205, \$7.25; 11206, \$7.25; 11307, \$9.50; 11308, \$9.50; 11310, \$11.00; 11312, \$16.00; 11315, \$17.50.                        |           |
| Ovenette—No. 40701, \$8.50.                                                                                                                                 |           |
| Stoves—No. 20301, \$6.50; 20302, \$7.00; 40101, \$9.00; 40102, \$10.25; 40103, \$14.25; 40104, \$16.50; 40105, \$19.50; 40106, \$7.50.                      |           |
| Toaster—No. 114T5, \$7.25; 114T5½, \$6.75; 115T1, \$7.25.                                                                                                   |           |
| Vacuum Cleaners—No. 60102, \$37.50 each; 60103, \$42.00.                                                                                                    |           |
| Attachments, \$10.00.                                                                                                                                       |           |
| <b>ELECTRICAL SUNDRIES—</b>                                                                                                                                 |           |
| Attachment Plugs, No. 903, Benjamin.....                                                                                                                    | Each .30  |
| No. 500, Bryant.....                                                                                                                                        | .20       |
| Bells, 2½-inch Eclipse, Iron Box.....                                                                                                                       | .85       |
| 3-inch Eclipse, Iron Box.....                                                                                                                               | .85       |
| Buzzers, Iron Box.....                                                                                                                                      | .75       |
| Watch Case.....                                                                                                                                             | .75       |
| <b>Cleats, 2 and 3 wire, unglazed.....</b>                                                                                                                  |           |
|                                                                                                                                                             | Pair .06  |
| <b>Clusters, No. 92, Benjamin, 2-light.....</b>                                                                                                             |           |
|                                                                                                                                                             | Each 1.15 |
| No. 93, Benjamin, 3-light.....                                                                                                                              | 1.75      |
| No. 94, Benjamin, 4-light.....                                                                                                                              | 1.75      |
| Porcelain Rings for Clusters.....                                                                                                                           | .10       |
| <b>Cord, No. 18, Green and Yellow Twisted Lamp.....</b>                                                                                                     |           |
|                                                                                                                                                             | Foot .06  |
| No. 18, Heater, Twisted.....                                                                                                                                | .10       |
| <b>Fuses, 6, 10, 15, 20, 25, 30 amp.....</b>                                                                                                                |           |
|                                                                                                                                                             | Each .10  |
| Globes, 6x3¼, R. I. Ball.....                                                                                                                               | .60       |
| 8x3¼ or 4, Ball.....                                                                                                                                        | 1.25      |
| Knobs, No. 5½, solid.....                                                                                                                                   | .08½      |
| No. 5½, split.....                                                                                                                                          | .05       |
| Lamp Guards, Style A—16 O. P.....                                                                                                                           | .30       |
| Style H—16 O. P.....                                                                                                                                        | .85       |
| Style H—32 O. P.....                                                                                                                                        | .45       |
| Loxon, 40 watt (guard only).....                                                                                                                            | .65       |
| Loxon, 60 watt (guard only).....                                                                                                                            | .70       |
| Key for Loxon Guards.....                                                                                                                                   | .10       |
| <b>Loom, 7-32 (250 feet in coil).....</b>                                                                                                                   |           |
|                                                                                                                                                             | Foot .10  |
| ¾ (250 feet in coil).....                                                                                                                                   | .11       |
| <b>Receptacles, No. 226, Porcelain Cleat.....</b>                                                                                                           |           |
|                                                                                                                                                             | Each .25  |
| No. 195, Freeman Key, brass.....                                                                                                                            | .65       |
| No. 188, Freeman Key, brass.....                                                                                                                            | .75       |
| Rosettes, No. 319, Cleat.....                                                                                                                               | .15       |
| No. 333, Concealed.....                                                                                                                                     | .25       |
| Switches, No. 400, Common Snap.....                                                                                                                         | .50       |
| No. 408, Indicating Snap.....                                                                                                                               | .50       |

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                  |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------|
| No. 459, 3-way Snap .....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | .85                                              |
| No. 4401, Single Pole Push.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | .60                                              |
| No. 4403, 3-way Push .....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | .75                                              |
| No. 707, Single Pole, 1-way Baby Knife.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | .40                                              |
| No. 708, Single Pole, 2-way Baby Knife.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | .60                                              |
| No. 709, Double Pole, 1-way Baby Knife.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | .65                                              |
| No. 710, Double Pole, 2-way Baby Knife.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | .85                                              |
| Sockets, ½-inch and Pendant Cap Key BB.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | .45                                              |
| Pull Chain .....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | .85                                              |
| Shades, 8-inch Tin Cone.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | .55                                              |
| 10-inch Tin Cone.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | .60                                              |
| 8-inch Flat Tin .....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | .50                                              |
| 10-inch Flat Tin.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | .75                                              |
| Shade Holders, 2¼-inch P. & A., BB.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | .15                                              |
| 3¼-inch P. & A., BB.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | .25                                              |
| Tubes, Porcelain, 5-16x3 .....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | .02½                                             |
| 5-16x4 .....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | .04½                                             |
| 5-16x5 .....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | .06                                              |
| 5-16x6 .....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | .07                                              |
| Tape, Durafix Friction, ½-lb. rolls.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | .85                                              |
| Stickite Friction, ½-lb. rolls.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | .85                                              |
| Paraweld Rubber, ½-lb. rolls.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | .85                                              |
| Wire, No. 10, S. B. Solid R. C.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | .05½                                             |
| No. 12, S. B., Solid R. C.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | .04                                              |
| No. 14, S. B., Solid R. C.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | .03                                              |
| No. 18, Single Bell .....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 1 lb. .90                                        |
| No. 20, Twisted Bell .....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | .90                                              |
| No. 18, Black R. C. Fixture.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 100 Feet 1.40                                    |
| <b>EMERY—Per lb., 25c.</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                  |
| Stones—See Stones.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                  |
| Cloth—See Cloth.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                  |
| Wheels—See Wheels.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                  |
| <b>EXPANSION SHIELDS—</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                  |
| Star Machine Bolt Type—¼ in., \$4.50 per hundred; 5-16, \$5.50; ¾, \$6.50; 7-16, \$8.00; ½, \$9.00; ¾, \$12.00; ¾, \$18.00; ¾, \$30.00; 1-inch, \$37.50.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                  |
| Secco Lag Screw Type—3-16 in., \$2.65 per hundred; ¼, \$2.96; 5-16, \$3.31; ¾, \$4.21; 7-16, \$5.59; ½, \$6.03; ¾, \$8.76; ¾, \$12.58; ¾, \$16.79; 1-inch, \$20.98.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                  |
| <b>FASTENERS—Casement, common brass plated, 80c; Sash common brass plated, 15c, two for 25c.</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                  |
| <b>FAUCETS—Cork Lined—</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                  |
| 8-inch, each.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | \$ .20                                           |
| 7-inch each.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | \$ .15                                           |
| 9-inch, each.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | .25                                              |
| <b>FIGURES AND LETTERS (STEEL)—</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                  |
| <b>Figures.</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                  |
| Set                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Each                                             |
| 1-inch.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 1.25 .20                                         |
| 3-16 inch.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 1.50 .25                                         |
| 1-inch.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 2.00 .30                                         |
| 5-16 inch.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 2.50 .40                                         |
| ¾ inch.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 3.00 .60                                         |
| ¾ inch.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 4.50 .85                                         |
| ¾ inch.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 19.25 ...                                        |
| ¾ inch.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 29.00 ...                                        |
| <b>Letters.</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                  |
| Set                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Each                                             |
| ¾ inch.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 3.75 .20                                         |
| 3-16 inch.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 4.50 .25                                         |
| ¾ inch.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 6.00 .30                                         |
| 5-16 inch.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 7.50 .40                                         |
| ¾ inch.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 9.50 .60                                         |
| ¾ inch.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 16.50 .85                                        |
| <b>FILES—Band Saw, slim, 4 inches long, 20c each; 5 inches, 25c; 6 inches, 30c; 8 inches, 40c; 10 inches, 65c. Knife, Bastard, 4 inches, 40c; 5 inches, 45c; 6 inches, 50c; 8 inches, 60c; 10 inches, 70c. Regular Taper, 3-3¼ inches, 15c; 4 inches, 15c; 4½ inches, 15c; 5 inches, 20c; 5½ inches, 20c; 6 inches, 25c; 8 inches, 40c; 10 inches, 60c. Slim Taper, 3-3¼ inches, 15c; 4 inches, 15c; 4½ inches, 15c; 5 inches, 20c; 5½ inches, 20c; 6 inches, 25c; 8 inches, 40c; 10 inches, 60c. Warding, Bastard, 4 inches, 30c; 5 inches, 35c; 6 inches, 40c; 8 inches, 45c. Flat Bastard, 3, 4 inches, 25c; 5 inches, 25c; 6 inches, 30c; 8 inches, 40c; 10 inches, 50c; 12 inches, 70c, 14 inches, 95c; 16 inches, \$1.25. Half Round Bastard, 3, 4 inches, 35c; 5 inches, 40c; 6 inches, 45c; 8 inches, 55c; 10 inches, 65c; 12 inches, 85c; 14 inches, \$1.10; 16 inches, \$1.45. Mill Bastard, 3, 4 inches, 20c; 5 inches, 25c; 6 inches, 25c; 8 inches, 30c; 10 inches, 40c; 12 inches, 55c; 14 inches, 80c; 16 inches, \$1.10. Round Bastard, 3, 4 inches, 20c; 5 inches, 25c; 6 inches, 25c; 8 inches, 30c; 10 inches, 40c; 12 inches, 55c; 14 inches, 80c; 16 inches, \$1.10. Square Bastard, 3, 4 inches, 30c; 5 inches, 30c; 6 inches, 35c; 8 inches, 40c; 10 inches, 55c; 12 inches, 75c; 14 inches, \$1.00; 16 inches, \$1.35.</b> |                                                  |
| <b>FIXTURES—Grindstone—Auto—01, \$2.00; 02, \$2.50; 15, \$1.25; 17, \$1.35; 19, \$1.50; 21, \$1.75. Am. Heavy, 17, \$1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                  |
| <b>FLASHLIGHTS—Eveready Dayles—</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                  |
| Tubular Nos. ...                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 2602 2604 2612 2616 2619 2627 2628               |
| Complete ea.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | \$1.35 \$1.70 \$2.00 \$2.00 \$2.25 \$1.35 \$1.10 |
| Case & Bulb, ea. 1.15                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 1.35 1.50 1.65 1.75 .85 .75                      |
| Tubular Nos.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 2630 2631 2632 2633 2634 2638 2659               |
| Complete, ea.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | \$1.55 \$1.85 \$2.25 \$2.75 \$2.35 \$3.10 \$3.25 |
| Case & Bulb, ea. 1.05                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 1.50 1.75 2.25 2.00 2.75 2.75                    |
| Pocket Nos.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 6954 6961 6962 6971 6972 6991 6992               |
| Complete, ea.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | \$1.25 \$1.00 \$1.25 \$1.00 \$1.25 \$1.25 \$1.50 |
| Case & Bulb, ea. .95                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | .70 .85 .70 .85 .95 1.10                         |
| Tubular Battery Nos.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 705 706 790 791                                  |
| Battery only, each.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | \$ .50 \$ .25 \$ .35 \$ .30                      |
| Pocket Battery Nos.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 700 708 750 751 792 793                          |
| Battery only, each.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | \$ .80 \$ .40 \$ .80 \$ .40 \$ .30 \$ .45        |

## RETAIL SELLING PRICES—Continued.

## FLASHLIGHTS—Continued—

## Kwiklites

|                     |        |        |                             |        |        |        |        |
|---------------------|--------|--------|-----------------------------|--------|--------|--------|--------|
| Tubular Nos...      | 5220   | 5221   | 5223                        | 5229   | 5231   | 5240   | 5240B  |
| Complete, ea...     | \$1.35 | \$1.70 | \$2.00                      | \$2.00 | \$2.25 | \$1.55 | \$1.70 |
| Case & Bulb ea.     | 1.15   | 1.85   | 1.50                        | 1.65   | 1.75   | 1.25   | 1.40   |
| Tubular Nos...      | 5241   | 5241B  | 5249                        | 5249B  | 5243   | 5243B  | 5251   |
| Complete, ea...     | \$1.85 | \$2.00 | \$2.35                      | \$2.55 | \$2.25 | \$2.45 | \$2.75 |
| Case & Bulb, ea.    | 1.50   | 1.65   | 2.00                        | 2.20   | 1.75   | 1.95   | 2.35   |
| Pocket Nos...       | 2472   | 2573   | 2475                        | 2475B  | 2577   | 2577B  | 2579   |
| Complete, ea...     | 1.00   | 1.25   | 1.25                        | 1.35   | 1.50   | 1.65   | 1.90   |
| Case & Bulb, ea.    | .70    | .85    | .95                         | 1.05   | 1.10   | 1.25   | 1.50   |
| Watch Chain Nos.    | 6289   | 6289B  | Watch Chain Bat'y No. 1204  |        |        |        |        |
| Complete, each...   | \$1.00 | \$1.10 | Battery only, each...\$ .35 |        |        |        |        |
| Case and Bulb, each | .75    | .85    |                             |        |        |        |        |
| Battery only,       |        |        |                             |        |        |        |        |
| Nos.                | 1203   | 1203   | 1206                        | 1207   | 1271   | 1801   | 1808   |
| Each                | \$0.80 | \$0.85 | \$0.80                      | \$0.80 | \$0.80 | \$0.50 | \$0.40 |

FLATTERS—Blacksmith—2-in., \$1.25; 2½-in., \$1.65; 3-in., \$2.00; 3½-in., \$3.00.

FORGES—No. 150 Chicago, \$15.00; No. 151 Chicago, \$17.50  
Buffalo—No. 810 Steel Ball Bearing Rivet, \$23.00; No. 722, \$33.00; No. 742H, \$40.00.

FORKS—Hay—Nellis, 94 single harpoon, \$6.25; 95 double harpoon, \$3.85; 96 double harpoon, \$7.75; 97 double harpoon, \$4.25; 98 double harpoon, \$7.85. Grapple, No. 99 (4 tines), \$15.50; No. 100 (6 tines), \$18.00. Jackson Patterns, 4 ft., \$19.00; 4½ ft., \$19.75; 5 ft., \$23.00.

## FREEZERS—Arctic—

| Qta.           | Each. |    |       |
|----------------|-------|----|-------|
| 1              | 4.00  | 2  | 5.65  |
| 2              | 4.60  | 3  | 6.75  |
| 3              | 5.55  | 4  | 8.25  |
| 4              | 6.80  | 5  | 10.45 |
| 6              | 8.60  | 8  | 18.50 |
| 8              | 11.10 | 10 | 18.00 |
| Toy            | 4.00  | 12 | 21.55 |
| White Mountain |       | 15 | 25.60 |
| 1              | 4.85  | 20 | 32.30 |

FROES—Special—Each, 12-in., \$2.00; 14-in., \$2.25; 16-in., \$2.50. Common—Each, 12-in., \$1.75; 14-in., \$1.85; 16-in., \$2.00.

## GARBAGE CANS—(See Cans)—

## GATES—Molasses and Oil—

Perfection—½-inch, 95c each; ¾-inch, \$1.15; 1-inch, \$1.35; 1½-inch, \$1.50; 1¾-inch, \$1.85; 2-inch, \$2.50.  
Stebbin's Pattern—1-inch, 35c each; 1½-inch, 40c; 1¾-inch, 45c; 1½-inch, 50c; 1 13-16 inch, 60c.  
Lock Fast—½-inch, \$1.15 each; ¾-inch, \$1.35; 1-inch, \$1.50; 1½-inch, \$1.85; 1¾-inch, \$2.25.

## GAUGES—BUTT—Stanley—

| No.              | Each | No. | Each |
|------------------|------|-----|------|
| 93               | 1.85 | 77  | 1.65 |
| 94               | 2.15 | 71  | 1.15 |
| 95               | 2.00 | 90  | .85  |
| 95½              | 1.65 | 91  | 1.65 |
| Marking—Stanley— |      | 92  | 2.25 |
| 61               | .25  | 97  | 1.00 |
| 64               | .50  | 98  | 1.90 |
| 65               | 1.00 |     |      |

Enterprise, Self Measuring—No. 61, Faucet, \$6.00; 97, Pump, \$14.50.

Altitude Gauges, \$5.85.

Steam Gauges, 4½-in. face I C, \$5.85.

Thermometer, Straight, \$1.50.

Thermometer, Angle, \$1.75.

## GLASS—Window—

3B Grade—

Single Strength . . . . .70% Large Lots Small Lots 70%

Double Strength . . . . .75%

Extras for Putting In Glass—

First 3 Brackets . . . . .50  
Second 3 Brackets . . . . .75  
Third 3 Brackets . . . . .1.00  
Larger Lights . . . . . \$1.00 per hour, per man

## GLASSES—

Ground Level—

|    |     | Proved Level— |     |
|----|-----|---------------|-----|
| 1½ | .50 | 1½            | .15 |
| 2  | .60 | 2             | .15 |
| 2½ | .65 | 2½            | .15 |
| 3  | .70 | 3             | .20 |
| 3½ | .75 | 3½            | .20 |

## GLASSES, GAUGE—Standard—

|    | %   | ¾%  | %    | ¾%  | %    |
|----|-----|-----|------|-----|------|
| 6  | .25 | ... | ...  | ... | ...  |
| 8  | .25 | ... | ...  | ... | ...  |
| 10 | .25 | .25 | .30  | .55 | .75  |
| 12 | .25 | .30 | .35  | .60 | .90  |
| 14 | ... | .35 | .45  | .70 | 1.05 |
| 16 | ... | .40 | .50  | .85 | 1.25 |
| 18 | ... | .45 | .55  | .95 | 1.35 |
| 20 | ... | .65 | .80  | ... | ...  |
| 22 | ... | .70 | .90  | ... | ...  |
| 24 | ... | .80 | 1.00 | ... | ...  |

GLOBES, LANTERN—Cold Blast—Plain, 20c each; Bullseye, 30c; 2 Plain, 25c; 2 Bullseye, 40c; 2 Ruby, 55c.  
Railroad—Clear, 20c each; Green or Red, 30c.  
Tubular—Clear, 10c each; Plain, 25c; 3-0 Ruby, 50c; 4-0 Bullseye, 40c; 5-0 Wizard, 25c; 6-0, 25c each.

## GLUE—Dry—

| No. or Brand | Lb. |
|--------------|-----|
| AAA          | .60 |
| B            | .70 |
| OX           | .45 |
| D            | .35 |
| GX           | .50 |
| LXX          | .45 |

## Imperial Liquid—

| Size          | 1 Oz. | ¼ Pt. | ½ Pt. | ¾ Pt. | 1 Pt. | 1 Qt. | 1 Gal. |
|---------------|-------|-------|-------|-------|-------|-------|--------|
| List, Doz.    | 1.06  | 1.80  | 2.80  | 4.50  | 7.00  | 11.25 | 54.00  |
| Sug. Ret. Ea. | .20   | .30   | .30   | .50   | .85   | 1.50  | 4.50   |

## Le Page's Liquid—

| Size          | 1 Oz. | 2 Oz. | ¼ Pt. | ½ Pt. | ¾ Pt. | 1 Pt. | 1 Qt. |
|---------------|-------|-------|-------|-------|-------|-------|-------|
| List, doz.    | 1.60  | 1.65  | 1.80  | 2.80  | 4.50  | 7.00  | 11.25 |
| Sug. Ret. Ea. | .20   | .20   | .30   | .30   | .50   | .85   | 1.50  |

## GOUGES—Bucks, Firmer—

| Size, inches... | ¾     | ¾     | ¾     | ¾     | ¾     | ¾     |
|-----------------|-------|-------|-------|-------|-------|-------|
| List, Doz.      | 7.75  | 8.25  | 8.75  | 9.30  | 10.10 | 11.10 |
| Sug. Ret., Ea.  | 1.00  | 1.10  | 1.20  | 1.25  | 1.35  | 1.50  |
| Size, inches... | 1     | 1½    | 1½    | 1½    | 1½    | 2     |
| List, Doz.      | 11.65 | 13.05 | 14.50 | 16.00 | 17.95 | 17.95 |
| Sug. Ret., Ea.  | 1.60  | 1.75  | 2.00  | 2.25  | 2.50  | 2.50  |

## Bucks, Turning—

| Size, inches... | ¾    | ¾     | ¾     | ¾     | ¾     | ¾     |
|-----------------|------|-------|-------|-------|-------|-------|
| List, Doz.      | 4.45 | 4.80  | 5.80  | 5.65  | 6.45  | 7.30  |
| Sug. Ret., Ea.  | .60  | .65   | .75   | .80   | .90   | 1.00  |
| Size, inches... | 1    | 1½    | 1½    | 1½    | 1½    | 2     |
| List, Doz.      | 8.05 | 10.15 | 12.95 | 15.05 | 18.35 | 18.35 |
| Sug. Ret., Ea.  | 1.15 | 1.40  | 1.75  | 2.00  | 2.50  | 2.50  |

## P. S. &amp; W. Firmer—

| 160—¼ inch | 1.50 | 1 inch  | 2.10 |
|------------|------|---------|------|
| ¾ inch     | 1.50 | 1½ inch | 2.25 |
| 1 inch     | 1.65 | 2 inch  | 2.50 |
| 1½ inch    | 1.70 | 2½ inch | 2.75 |
| 2 inch     | 1.80 | 3 inch  | 3.25 |

## GALVANIZED WARE

| Boilers, Coffee     | Cans, Ash              | (Top faucet)       | (Puritan)          | Water Pots or Sprinklers |
|---------------------|------------------------|--------------------|--------------------|--------------------------|
| 1½ quarts... .90    | 10 gals... .4.80       | 5 gals... .2.50    | 14 quarts... .8.00 | 4 quarts... .1.10        |
| 2 quarts... .1.10   | 16 gals... .5.75       |                    | Chamber Pails      | 6 quarts... .1.35        |
| 3 quarts... .1.35   | 20 gals... .6.75       | 1 gal... .70       | 10 quarts... .1.85 | 8 quarts... .1.50        |
| 4 quarts... .1.90   | 23 gals... .7.75       | 2 gals... .1.15    | 12 quarts... .1.40 | 10 quarts... .1.75       |
| 6 quarts... .2.15   | Cans, Garbage          | 5 gals... .2.50    |                    | 12 quarts... .2.00       |
| 8 quarts... .2.60   | 5% dis. in lots 3 doz. | (Double seamed)    |                    | 16 quarts... .2.50       |
| 10 quarts... .3.00  | Smooth, Pail Handle    | 5 gals... .2.00    | 14 quarts... .1.10 | Foot Tubs (oval)         |
| 12 quarts... .3.40  | 2 gals... .1.15        | (Side faucet)      | 16 quarts... .1.25 | 16-inch... .95           |
| Boilers, Wash       | 5 gals... .1.50        | 5 gals... .2.50    | 18 quarts... .1.40 | 17-inch... .1.00         |
| 18... .2.75         | 6 gals... .1.85        |                    | 20 quarts... .1.60 | 18-inch... .1.20         |
| 21... .3.25         | 8 gals... .2.00        | Dippers            |                    | 20-inch... .1.40         |
| 22... .3.50         | 10 gals... .2.50       | 1 quart... .30     | Water Pails        | 21-inch... .1.75         |
| Bowls, Wash         | 16 gals... .3.00       |                    | 8 quarts... .60    |                          |
| 11 inch diam... .80 | Corrugated,            | 16 inch... .1.00   | 10 quarts... .65   | Wash Tubs                |
| 18-inch diam... .40 | Side Handles           | 17 inch... .1.20   | 12 quarts... .75   | 18-inch... .1.50         |
| Buckets, Fire       | 15 gals... .6.25       | Camp Kettles       | 14 quarts... .85   | 20-inch... .2.00         |
| 12 quarts... .90    | 16 gals... .6.75       | 1 gal... .40       | 16 quarts... .95   | 22-inch... .2.25         |
| 14 quarts... .1.00  | 21 gals... .7.25       | 1½ gals... .55     | (Extra quality)    | 24-inch... .2.50         |
| 14 quarts... .1.25  | Gasoline Cans          | 2 gals... .70      | 13 quarts... .1.05 | (Extra heavy)            |
| Buckets, Well       | (1 P & B, 1)           | 3 gals... .90      | Refrigerator Pans  |                          |
| 10 quarts... .90    | 5 gals... .3.00        | 4 gals... .1.05    | 12-inch... .80     | 30-inch... .3.25         |
| 12 quarts... .1.00  | 1 gal... .85           | Cement Pails       | 14-inch... .95     | 22-inch... .3.85         |
| 14 quarts... .1.10  | (Side faucet)          | 14 quarts... .2.25 | 16-inch... .1.15   | 24-inch... .3.60         |
|                     | 5 gals... .2.50        |                    |                    |                          |



**GRAPHITE**—Flake, per lb., 80c.  
**GREASE**—AXLE—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans, 65c; 10 lb. pails, \$1.35; 25 lb. pails, \$3.00.  
 Cup Grease—5 lb. cans, \$1.00 each; 10 lb. cans, \$1.75; 25 lb. cans, \$3.75.  
 Transmission—5 lb. cans, 20c each.

|                                                                                             |      |               |      |
|---------------------------------------------------------------------------------------------|------|---------------|------|
| Loose—                                                                                      | Owt. | 19 inch.....  | 1.50 |
| 15 to 40 lbs.....                                                                           | 6.50 |               |      |
| 40 to 200 lbs.....                                                                          | 6.50 | Mounted—Hand— |      |
| Over 200 lbs.....                                                                           | 7.00 | 7 inch.....   | 8.00 |
| <b>Fixtures and Axle—</b>                                                                   |      | 8 inch.....   | 3.25 |
| 15 inch.....                                                                                | 1.25 | 10 inch.....  | 4.00 |
| 17 inch.....                                                                                | 1.40 | 12 inch.....  | 4.50 |
| <b>Pedal Mounts—Prices range from \$9.75 to \$20.25, according to material and quality.</b> |      |               |      |

| Lenox, Power— |           | Lt. Heavy. |      | 17"               | %      | 2.80 |      |
|---------------|-----------|------------|------|-------------------|--------|------|------|
| Lgth.         | Wdth.     |            |      | 17"               | 1..... | 3.25 | 4.15 |
| 8"            | 9-16..... | .90        | .... | Hand, Lenox—      |        |      |      |
| 10"           | %.....    | 1.15       | .... | Length. Each Dos. |        |      |      |
| 10"           | %.....    | 1.85       | 1.95 | 8-inch.....       | .10    | .75  |      |
| 10"           | %.....    | 2.45       | 2.45 | 9-inch.....       | .10    | .85  |      |
| 12"           | %.....    | 1.35       |      | 10-inch.....      | .10    | 1.00 |      |
| 12"           | %.....    | 1.60       | 2.35 | 11-inch.....      | .10    | 1.10 |      |
| 12"           | %.....    | 2.30       | 2.95 | 12-inch.....      | .15    | 1.20 |      |
| 14"           | %.....    | 1.70       |      | Hand, Victor—     |        |      |      |
| 14"           | %.....    | 1.90       | 2.75 | 8-inch.....       | .10    | .85  |      |
| 14"           | %.....    | 2.65       | 3.50 | 9-inch.....       | .10    | .95  |      |
| 16"           | %.....    | 2.15       | 3.15 | 10-inch.....      | .15    | 1.10 |      |
| 16"           | %.....    | 3.05       | 3.90 | 12-inch.....      | .15    | 1.25 |      |

**HAMMERS**—V & B Vanadium, No. 41½, \$2.75 each; Nail Hammers, No. 11½, \$2.25; Ball Pein, No. 2, \$2.00.

Maydole Chipping—No. 100, \$1.90 each; 101, \$1.75; 102, \$1.55; 103, \$1.40. Maydole Cross Pein—No. 174, \$1.50. Maldole Machinist Ball Pein—375, \$2.50; 376, \$2.40; 377, \$2.25; 378, \$2.15; 379, \$2.10; 770, \$3.00; 770½, \$2.65; 771, \$2.35; 772, \$2.10; 773, \$2.00; 774, \$1.85; 775, \$1.65; 776, \$1.50; 777, \$1.40; 778, \$1.35.

|                           |      |      |
|---------------------------|------|------|
| Plumb's Carpenter's Nail— | 1371 | 1.25 |
| K1                        | 1372 | 1.25 |
| TC 1 1/4                  | 1373 | 1.40 |
| A 11                      | 1374 | 1.50 |
| A 11 1/4                  | 1375 | 1.60 |
| A 12                      | 1376 | 1.75 |
| C 11 1/4                  | 1377 | 2.00 |
| O 12                      | 1379 | 2.25 |
| P 80                      |      |      |
| P 81                      |      |      |
| P 82                      |      |      |
| P 83                      |      |      |
| P 84                      |      |      |
| P 85                      |      |      |
| P 86                      |      |      |
| P 87                      |      |      |
| Plumb's Engineer's—       |      |      |
| 261                       |      |      |
| 262                       |      |      |
| 263                       |      |      |
| 264                       |      |      |
| Plumb's Machinist's Ball  |      |      |
| Pein—                     |      |      |
| 18                        |      |      |
| 1370                      |      |      |
| Plumb's Riveting—         |      |      |
| 220                       |      |      |
| 221                       |      |      |
| 222                       |      |      |
| 223                       |      |      |
| 251                       |      |      |
| 252                       |      |      |
| 253                       |      |      |
| 254                       |      |      |
| Plumb's Brick—            |      |      |
| 461                       |      |      |
| 462                       |      |      |
| 8154                      |      |      |
| 3155                      |      |      |
| Plumb's Prospector's Pick |      |      |
| 470                       |      |      |
| 471                       |      |      |

| Hickory. Maple. |      | Hickory. Maple. |      |
|-----------------|------|-----------------|------|
| 2½x4            | 1.50 | 2½x4½           | 1.75 |
| 2½x4½           | 1.50 | 2½x5            | 2.00 |
| 2½x4½           | 1.60 | 2½x5½           | 2.25 |
| 2½x5            | 1.75 | 3x5             | 2.80 |
| 2½x5½           | 1.85 |                 |      |

Pick—36-inch Drift, Select, 50c; Extra Select, 60c; Railroad No. 1, 50c; No. 2, 60c; Select, 70c; Extra Select, 90c. Sledge—36-inch, Select, 60c; Second Growth, 75c. Saw, Hand—Disston, No. 7, 50c; No. D8, 85c; No. 12, \$1.25. Crosscut, Disston, No. 112, \$1.00; No. 113, \$1.25; No. 114, \$1.50. Simonds Reversible Guard, per pair, \$1.60. Simonds, No. 6, 1.60; Atkins No. 24, \$1.60. One Man Cross Out, No. 218, 45c; Supplementary, 30c. Auger M. F. No. 1, \$1.00; No. 2, \$1.00; No. 3, \$1.50; No. 4, \$3.75; No. 5, \$3.75; No. 6 Com., 15c; Pecks Adj., 50c; Pratt's Hatchet, \$4.75.

|                         |       |                            |      |
|-------------------------|-------|----------------------------|------|
| Flat Track—             |       | 43—Richards . . . . .      | 1.85 |
| No and Brand.           | Pair. | 248—Richards . . . . .     | 1.90 |
| 3—Myers . . . . .       | 2.75  | Round Track—               |      |
| 4—Myers . . . . .       | 2.25  | 5—Wilbern . . . . .        | 2.75 |
| 25—Lanes . . . . .      | 1.25  | 462-2—Richards . . . . .   | 1.90 |
| 34—Richards . . . . .   | 1.90  | Trolley Track—             |      |
| 37-1—Richards . . . . . | 1.80  | 20—Richards . . . . .      | 3.40 |
| 38-1—Richards . . . . . | 1.80  | 20½ B—Richards . . . . .   | 4.50 |
| 38-2—Richards . . . . . | 2.10  | 24-2—Richards . . . . .    | 3.75 |
| 42-3—Richards . . . . . | 1.80  | 27½ B 1—Richards . . . . . | 6.35 |
| 42-4—Richards . . . . . | 2.10  | 120—Richards . . . . .     | 8.50 |
| 42-5—Richards . . . . . | 3.15  | 150—Richards . . . . .     | 9.75 |
| 42-6—Richards . . . . . | 4.10  |                            |      |

| No. or Brand | Set.  | No. or Brand.        | Set. |
|--------------|-------|----------------------|------|
| 01—Johns     | 8.35  | 15—Frisco            | 6.50 |
| 1—Johns      | 6.60  | 0105—Lanes           | 4.85 |
| 5 S—Prouty   | 4.85  | 0105 A—Lanes         | 4.65 |
| 5 D—Prouty   | 9.75  | 0105 NT—Lanes        | 3.75 |
| 011—Richards | 2.75  | 105 A—Lanes          | 9.45 |
| 11—Richards  | 7.50  | 105—Lanes            | 9.75 |
| 012—Richards | 3.75  | 105 NT—Lanes         | 7.75 |
| 12—Richards  | 13.50 | 140-1—Richards, pair | 8.50 |
| 015—Frisco   | 8.35  |                      |      |

Broad—1 Plumb, \$2.50; 2, \$2.75; 3, \$3.00; 4, \$3.25;  
5, \$3.50; 6, \$4.00.

Barrel or Fruit Box—Sayre 400, \$3.00; Sayre 401, \$2.75  
HEADS—MOP—Cotton—No. 9, 50c each, No. 12, 70c; No. 15,  
85c; No. 18, \$1.00. Linen. No. 012, 80c each; No. 015,  
\$1.10; No. 018, \$1.25; No. 020, \$1.40.

Hinges—  
No. 904 Lt. Tee Hinges—

No. 935 Cor. Strap Hinges— No. 937 Cor. Tee Hinges—

|                                     |      |              |      |
|-------------------------------------|------|--------------|------|
| 6-inch.....                         | .45  | 6-inch.....  | .60  |
| 8-inch.....                         | .60  | 8-inch.....  | .85  |
| 10-inch.....                        | .85  | 10-inch..... | 1.25 |
| 12-inch.....                        | 1.85 | 12-inch..... | 1.65 |
| Double-acting, Surface, Comp. type— |      |              |      |

|                       |      |                      |       |
|-----------------------|------|----------------------|-------|
| Bommer, Jap           | 1.85 | or concrete)         | 5.25  |
| Copper, Brass         | 2.00 | Brass, Sanded, N. P. | 6.50  |
| Sanded, N. P.         | 2.25 | Rixon, 7             | 12.00 |
| Ch'go. Copper, Brass  | 4.25 | 8                    | 12.00 |
| Sanded, N. P.         | 4.75 | 10                   | 18.50 |
| Copper, Brass (large) | 5.00 | 15                   | 16.50 |
| Sanded, N. P.         | 5.75 | 20                   | 18.75 |
| Corbin, Jap.          | 1.85 | 25                   | 32.00 |
| Copper, Brass         | 1.90 | 30                   | 55.00 |
| Sanded, N. P.         | 2.10 | 40                   | 88.00 |
| Katz, Copper, Brass   | 2.00 | Standard, R. EA, 450 | 75.00 |
| Brass, sanded         | 2.25 | SHA, E, 450          | 8.50  |
| Copper, Brass (large) | 4.85 | R, EA, 452           | 12.00 |
| Brass, Sanded, N. P   | 6.00 |                      |       |

| Butts—       |         | Butts—No. 838. |  | 8½ x 3½-inch |              | .55 |      |
|--------------|---------|----------------|--|--------------|--------------|-----|------|
|              | Pr.     | Ds. Pr.        |  |              |              |     |      |
| ¾-inch       | .10     | .70            |  | 4x4-inch     |              |     | .70  |
| 1-inch       | .10     | .80            |  | 4½ x 4½-inch |              |     | 1.00 |
| 1¼-inch      | .10     | .95            |  | 5x5-inch     |              |     | 1.20 |
| 1½-inch      | .10     | 1.10           |  | 5½ x 5½-inch |              |     | 1.65 |
| 1¾-inch      | .10     | 1.10           |  | 6x6-inch     |              |     | 2.10 |
| 2-inch       | .15     | 1.15           |  |              | No. 781 ¾    |     |      |
| 2¼-inch      | .15     | 1.85           |  | 3½ x 3½-inch |              |     | .50  |
| 2½-inch      | .20     | 1.60           |  | 3x3-inch     |              |     | .50  |
| 2¾-inch      | .30     | 1.65           |  | 3½ x 3½-inch |              |     | .55  |
| 3-inch       | .30     | 1.95           |  | 4x4-inch     |              |     | .65  |
| 3¼-inch      | .35     | 2.25           |  | 4½ x 4½-inch |              |     | .95  |
| 5½ x 5½-inch | ...     | 1.25           |  | 5x5-inch     |              |     | 1.15 |
|              | No. 840 |                |  |              | No. 341 F&D3 |     |      |
| 1¼-inch      | .15     | 1.85           |  | 3½ x 3½-inch |              |     | .50  |
| 1½-inch      | .15     | 1.60           |  | 3x3-inch     |              |     | .55  |
| 2-inch       | .15     | 1.65           |  | 3½ x 3½-inch |              |     | .60  |
| 2¼-inch      | .30     | 1.75           |  | 4x4-inch     |              |     | .75  |
| 2½-inch      | .30     | 1.90           |  | 4½ x 4½-inch |              |     | 1.10 |
| 2¾-inch      | .30     | 2.00           |  | 5x5-inch     |              |     | 1.35 |
| 3-inch       | .35     | 2.35           |  | 5½ x 5½-inch |              |     | 1.85 |
|              | No. 783 |                |  | 6x6-inch     |              |     | 2.30 |
| 3½ x 3½-inch | .50     |                |  |              | No. 241 SF2  |     |      |
| 3x3-inch     | .55     |                |  | 3½ x 3½-inch |              |     | .60  |
|              |         |                |  | 3x3-inch     |              |     | .65  |
|              |         |                |  | 3½ x 3½-inch |              |     | .65  |

## RETAIL SELLING PRICES—Continued.

## BUTTS—Continued—

|              |      |           |         |
|--------------|------|-----------|---------|
| 4x4-inch     | .80  | 3½-inch   | .90     |
| 4½x4½-inch   | 1.15 | 4-inch    | 1.05    |
| 5x5-inch     | 1.40 | 295 F&D2  |         |
| 5½x5½-inch   | 1.95 | Pr.       | Dz. Pr. |
| No. 160 F&D2 |      | 1½-inch   | .85     |
| 2½-inch      | .55  | 2-inch    | .85     |
| 3-inch       | .70  | 2½-inch   | .40     |
| 3½-inch      | .75  | 3-inch    | .45     |
| 4-inch       | .95  | 295N      | Pr.     |
| 4½-inch      | 1.25 | 1½-inch   | .45     |
| 241 H&N      |      | 2-inch    | .45     |
| 2½x2½-inch   | .65  | 2½-inch   | .50     |
| 3x3-inch     | .70  | 3-inch    | .50     |
| 3½x3½-inch   | .75  | 289 F&D2  |         |
| 4x4-inch     | .85  | Pr.       | Dz. Pr. |
| 4½x4½-inch   | 1.15 | 2x2-in    | .85     |
| 5x5-inch     | 1.75 | 2½x2-in   | .40     |
| 5½x5½-inch   | 2.00 | 2½x2½-in  | .40     |
| 6x6-inch     | 2.50 | 3x3-in    | .50     |
| 160 N        |      | 289N      |         |
| 2½-inch      | .65  | 2x2-inch  | .45     |
| 3-inch       | .80  | 2½x2-inch | .50     |
| 3½-inch      | .85  | 2½x2½-in  | .50     |
| 4-inch       | 1.05 | 3x3-in    | .60     |
| 4½-inch      | 1.40 | 295 SF2   |         |
| 160 SF2      |      | 1½-inch   | .80     |
| 2½-inch      | .65  | 2-inch    | .85     |
| 3-inch       | .75  | 2½-inch   | .40     |
| 3½-inch      | .85  | 3-inch    | .45     |
| 4-inch       | 1.00 | 295H      |         |
| 165 F&D2     |      | 1½-inch   | .35     |
| 1½-inch      | .50  | 2-inch    | .40     |
| 2-inch       | .55  | 2½-inch   | .45     |
| 2½-inch      | .60  | 3-inch    | .50     |
| 3-inch       | .75  | 289 SF2   |         |
| 3½-inch      | .80  | 2x2-in    | .40     |
| 4-inch       | 1.00 | 2½x2-in   | .45     |
| 4½-inch      | 1.35 | 2½x2½-in  | .45     |
| 165 N&SF2    |      | 3x3-in    | .50     |
| 1½-inch      | .60  | 289 H     | Pr.     |
| 2-inch       | .65  | 2x2-in    | .45     |
| 2½-inch      | .70  | 2½x2-in   | .50     |
| 3-inch       | .80  | 2½x2½-in  | .55     |
|              |      | 3x3-in    | .60     |

## HOLLOW WARE—STEEL—Bailed Griddles, Cooking surface 12 inches, \$1.95 each; 13 inches, \$2.30; 14 inches, \$2.50.

Handled Griddles—Cooking surface 9 inches, \$1.30; 10 inches, \$1.50; 11 inches, \$1.65.

Spiders—Diameter, bottom, 8 inches, \$1.10; 9 inches, \$1.20; 10 inches, \$1.50; 11 inches, \$1.75; 12 inches, \$2.00.

## HOLLOW WARE—Cast—Bailed Griddles—Diameter, top, 11 inches, \$2.40; 13 inches, \$3.15; 15½ inches, \$3.75.

Handled Griddles—Diameter, top, 8½ inches, \$1.25; 9½ inches, \$1.35; 10½ inches, \$1.75; 11½ inches, \$2.10.

Spiders—Diameter, bottom 8½ inches, \$1.50; 8¾ inches, \$1.60; 9¾ inches, \$1.95; 10¾ inches, \$2.40; 10¾ inches, \$3.00; 11¾ inches, \$3.60.

Long Griddles—7¼x16¼ inches, \$2.30; 8½x19 inches, \$2.85; 9¾x21 inches, \$3.75; 12½x24½ inches, \$5.40; 13½x25 inches, \$7.50.

Dutch Ovens, without legs—Capacity 5 qts., \$4.60 each; 6 qts., \$5.25; 8 qts., \$6.30; 12 qts., \$7.75.

Flat Bottom Kettles—Capacity 6 qts., \$3.50; 7 qts., \$4.10; 9 qts., \$5.00.

Regular Kettles—6 qts., \$3.60; 8 qts., \$4.10; 10 qts., \$5.00.

Scotch Bowls—3 qts., \$2.20; 4 qts., \$2.65; 5 qts., \$3.00; 6 qts., \$3.65.

Yankee Bowls—4 qts., \$2.85; 6 qts., \$3.00; 7 qts., \$3.60; 9 qts., \$4.00.

Ham Boilers—No. 8, \$7.15 each; No. 9, \$7.75.

Waffle Irons, regular style, \$2.75.

No. 40, steel... .20 .25 .30 .40 .45 .50 .95

## HOOKS AND EYES—(Price per dozen)—

| Screw Hooks          |       | Screw Eyes |       |       |      |      |      |
|----------------------|-------|------------|-------|-------|------|------|------|
| No.                  | Steel | Brass      | Steel | Brass |      |      |      |
| 0                    | .60   | ...        | .45   | ...   |      |      |      |
| 1                    | .50   | ...        | .40   | ...   |      |      |      |
| 2                    | .45   | ...        | .35   | ...   |      |      |      |
| 3                    | .40   | ...        | .30   | ...   |      |      |      |
| 4 or 104             | .80   | ...        | .25   | ...   |      |      |      |
| 5 or 105             | .25   | ...        | .20   | .75   |      |      |      |
| 6 or 106             | .15   | .75        | .15   | .60   |      |      |      |
| 7 or 107             | .15   | .60        | .15   | .45   |      |      |      |
| 8 or 108             | .15   | .45        | .10   | .40   |      |      |      |
| 9 or 109             | .10   | .35        | .10   | .35   |      |      |      |
| 10 or 110            | .10   | .30        | .10   | .30   |      |      |      |
| 11 or 111            | .10   | .25        | .10   | .25   |      |      |      |
| 12 or 112            | .10   | .20        | .10   | .20   |      |      |      |
| 13 or 113            | .10   | .15        | .10   | .15   |      |      |      |
| 14 or 114            | .10   | .10        | .10   | .10   |      |      |      |
| Gate Hooks and Eyes— |       |            |       |       |      |      |      |
| Size                 | 1¼    | 2          | 2¼    | 3     | 3¼   | 4    | 6    |
| No. 40, steel..      | .20.  | .25        | .30   | .40   | .45  | .50  | .95  |
| No. 1040, brass..    | .75   | .90        | 1.10  | 1.50  | 1.75 | 2.00 | 3.50 |

|                           |      |                          |     |
|---------------------------|------|--------------------------|-----|
| Gross lots, 35% off list. |      | Wire, tinned             | .25 |
| Ceiling—                  |      | Wire, nickel plated      | .35 |
| 2½-inch cast iron...      | .45  | Clothes Line—            | Ea. |
| 2¾-inch cast iron...      | 1.50 | Malleable iron, Jap...   | .10 |
| 2¾-inch, other finishes   | 1.60 | Malleable iron, Galv...  | .15 |
| Cast, coppered...         | .40  | Grass—                   | Ea. |
| Wire, coppered...         | .30  | 14-in., 16-in., 18-in... | .05 |
| Wire, Japanned...         | .30  | Bronzed                  | .65 |
| Wire, tinned              | .35  | 12-in. enameled, green   | .60 |
| Wire, nickel plated...    | .45  | 12-in. enameled, black   | .75 |
| Wire, brass plated...     | .45  | Finest quality steel...  | .90 |
| Coat and Hat—             | Ea.  | Forged tool steel...     | .60 |
| Double, cast, heavy...    | .60  | Hammer—                  | Ea. |
| Single, cast              | .40  | To screw                 | .15 |
| Medium, cast              | .90  | With plate               | .15 |
| Heavy, cast               | 1.25 | Hay Fork—                | Ea. |
| Cast, nickel plated...    | 1.25 | ¾-inch pl. wr'ght steel  | .30 |
| Cast, copper finish...    | .95  | ¾-inch pl. wr'ght steel  | .45 |
| Cast, brass finish...     | 1.00 | ¾-inch galvanized        | .15 |
| Cast bronze, all fin...   | 4.75 | ¾-inch galvanized        | .15 |
| Porcelain, solid...       | 2.00 | 7-16-inch galvanized     | .20 |
| Wire, Japanned            | .20  | ¾-inch galvanized        | .25 |

## HOSE FIXTURES—Hose Washers—¾-inch, doz., 5c; bulk, 45c lb.

Hose Couplings—Cast Brass, Common—½-inch, 30c each; ¾-inch, 30c; 1-inch, 45c. Heavy Brass, Clincher, ½-inch, 35c; ¾-inch, 35c.

Brass Hose Clamps—½-inch, 5c each; ¾-inch, 5c; 1-inch, 15c; 1½-inch, 20c; 2-inch, 30c; 2½-inch, 35c.

Galvanized Steel Hose Clamps—½-inch, 5c each; ¾-inch, 5c; 1-inch, 5c; 1½-inch, 15c; 2-inch, 20c; 2½-inch, 25c.

Hose Menders—Clincher, ½-inch, 10c each; ¾-inch, 10c; Sherman Seamless Brass, ½-inch, 10c; ¾-inch, 10c; Wood, ½-inch, 2½c; ¾-inch, 2½c; Caldwell Hose Straps, ½-inch, 2½c; ¾-inch, 2½c; Caldwell Hose Strap Pliers, No. 1 for ½ or ¾-inch Hose Bands, 20c each.

Hose Nozzles—Boston, ¾-inch, 90c each. Magic, ¾-inch, \$1.25. Oakland Pattern, ¾-inch, 65c.

## HOSE, GARDEN—Coupled, in 50 foot lengths—5 ply, ½-in.

17c per foot; 5 ply, ¾-in., 21c; 6 ply, ½-in., 20c; 6 ply, ¾-in., 25c; 7 ply, ½-in., 25c; 7 ply, ¾-in., 31c; Tested, 5 ply, ½-in., 20c; Tested, 5 ply, ¾-in., 25c.

Reel, not coupled—Goodrich Ribbed, ½-in., 80c per foot; ¾-in., 40c; Second Quality, ½-in., 28c; ¾-in., 35c; Third Quality, ½-in., 22c; ¾-in., 26c.

## IRON—Bars, Small Lots (Cutting Extra).

Common Bar .06 lb. Base

Angle Iron, ¾-inch .10

Angle Iron, 3-16-inch .08

Angle Iron, ¼-inch and heavier .07½

Rd., sq. and sq. twisted—

¾-inch and smaller 7.50 Base

5-16 inch 7.00

¾ to 2½-inch 6.50

8-inch and larger 7.50

Plats, all sizes 6.50

## IRONS—

Plane, Stanley or Bailey—

1½-inch—Block .55

1½-inch Single .80

2-inch Single .85

2½-inch Single .90

2¾-inch Single 1.00

2¾-inch Double 1.05

2¾-inch Double 1.10

2¾-inch Double 1.15

2¾-inch Double 1.20

2¾-inch Double 1.25

2¾-inch Double 1.30

2¾-inch Double 1.35

2¾-inch Double 1.40

2¾-inch Double 1.45

2¾-inch Double 1.50

2¾-inch Double 1.55

2¾-inch Double 1.60

2¾-inch Double 1.65

2¾-inch Double 1.70

2¾-inch Double 1.75

2¾-inch Double 1.80

2¾-inch Double 1.85

2¾-inch Double 1.90

2¾-inch Double 1.95

2¾-inch Double 2.00

2¾-inch Double 2.05

2¾-inch Double 2.10

2¾-inch Double 2.15

2¾-inch Double 2.20

2¾-inch Double 2.25

2¾-inch Double 2.30

2¾-inch Double 2.35

2¾-inch Double 2.40

2¾-inch Double 2.45

2¾-inch Double 2.50

2¾-inch Double 2.55

2¾-inch Double 2.60

2¾-inch Double 2.65

2¾-inch Double 2.70

2¾-inch Double 2.75

2¾-inch Double 2.80

2¾-inch Double 2.85

2¾-inch Double 2.90

2¾-inch Double 2.95

2¾-inch Double 3.00

2¾-inch Double 3.05

2¾-inch Double 3.10

2¾-inch Double 3.15

2¾-inch Double 3.20

2¾-inch Double 3.25

2¾-inch Double 3.30

2¾-inch Double 3.35

2¾-inch Double 3.40

2¾-inch Double 3.45

2¾-inch Double 3.50

2¾-inch Double 3.55

2¾-inch Double 3.60

2¾-inch Double 3.65

2¾-inch Double 3.70

2¾-inch Double 3.75

2¾-inch Double 3.80

2¾-inch Double 3.85

2¾-inch Double 3.90

2¾-inch Double 3.95

2¾-inch Double 4.00

2¾-inch Double 4.05

2¾-inch Double 4.10

2¾-inch Double 4.15

2¾-inch Double 4.20

2¾-inch Double 4.25

2¾-inch Double 4.30

2¾-inch Double 4.35

2¾-inch Double 4.40

2¾-inch Double 4.45

2¾-inch Double 4.50

2¾-inch Double 4.55

2¾-inch Double 4.60

2¾-inch Double 4.65

2¾-inch Double 4.70

2¾-inch Double 4.75

2¾-inch Double 4.80

2¾-inch Double 4.85

2¾-inch Double 4.90

2¾-inch Double 4.95

2¾-inch Double 5.00

2¾-inch Double 5.05

2¾-inch Double 5.10

2¾-inch Double 5.15

2¾-inch Double 5.20

2¾-inch Double 5.25

2¾-inch Double 5.30

2¾-inch Double 5.35

2¾-inch Double 5.40

2¾-inch Double 5.45

2¾-inch Double 5.50

2¾-inch Double 5.55

2¾-inch Double 5.60

2¾-inch Double 5.65

2¾-inch Double 5.70

2¾-inch Double 5.75

2¾-inch Double 5.80

2¾-inch Double 5.85

2¾-inch Double 5.90

2¾-inch Double 5.95

2¾-inch Double 6.00

2¾-inch Double 6.05

2¾-inch Double 6.10

2¾-inch Double 6.15

2¾-inch Double 6.20

2¾-inch Double 6.25

2¾-inch Double 6.30

2¾-inch Double 6.35

2¾-inch Double 6.40

2¾-inch Double 6.45

2¾-inch Double 6.50

2¾-inch Double 6.55

2¾-inch Double 6.60

2¾-inch Double 6.65

2¾-inch Double 6.70

2¾-inch Double 6.75

2¾-inch Double 6.80

2¾-inch Double 6.85

2¾-inch Double 6.90

2¾-inch Double 6.95

2¾-inch Double 7.00

2¾-inch Double 7.05

2¾-inch Double 7.10

2¾-inch Double 7.15

2¾-inch Double 7.20

2¾-inch Double 7.25

2¾-inch Double 7.30

2¾-inch Double 7.35

2¾-inch Double 7.40

2¾-inch Double 7.45

2¾-inch Double 7.50

2¾-inch Double 7.55

2¾-inch Double 7.60

2¾-inch Double 7.65

2¾-inch Double 7.70

2¾-inch Double 7.75

2¾-inch Double 7.80

2¾-inch Double 7.85

2¾-inch Double 7.90

2¾-inch Double 7.95

2¾-inch Double 8.00

2¾-inch Double 8.05

2¾-inch Double 8.10

2¾-inch Double 8.15

2¾-inch Double 8.20

2¾-inch Double 8.25

2¾-inch Double 8.30

2¾-inch Double 8.35

2¾-inch Double 8.40

2¾-inch Double 8.45

2¾-inch Double 8.50&lt;/

## RETAIL SELLING PRICES—Continued.

|                                                                                                                                                                                                                   |                                           |                                                                                                                                                                    |                         |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------|
| Junior Wagon Lant'ns 1.75                                                                                                                                                                                         | Same, Brass, Nickel-plated 7.00           | MOWERS—                                                                                                                                                            | 16-inch 9.50            |
| Rowdster Wagon Lant'ns 1.75                                                                                                                                                                                       | Wall Lanterns                             | Great American—                                                                                                                                                    | Pennsylvania—           |
| Driving Lanterns                                                                                                                                                                                                  | No. 15 Wall Lanterns 2.50                 | 15-inch 18.50                                                                                                                                                      | 14-inch 17.00           |
| Eureka Driving, plain                                                                                                                                                                                             | No. 25 Wall Lanterns 2.75                 | 17-inch 20.00                                                                                                                                                      | 16-inch 19.00           |
| Same, with optical lens 2.35                                                                                                                                                                                      | No. 30 Beacon Wall Lanterns 2.75          | 19-inch 22.00                                                                                                                                                      | 17-inch 26.00           |
| Octo Driving, pl'n lens 4.00                                                                                                                                                                                      | No. 60 Beacon Wall Lanterns 8.75          | Common—                                                                                                                                                            | 19-inch 29.00           |
| Same, optical lens 4.75                                                                                                                                                                                           | Street and Hanging Lanterns               | 12-inch 8.50                                                                                                                                                       | 21-inch 32.50           |
| Union Driving, plain lens 4.50                                                                                                                                                                                    | Pioneer Street Lanterns, Tin 7.25         | NETTING, POULTRY—Hexagon, Galvanized after Weaving—                                                                                                                |                         |
| Same, with optical lens 5.00                                                                                                                                                                                      | Same, Brass Founts 9.25                   | 2-inch, 20-gauge—List roll, 12 in., \$2.14; 18 in., \$3.08; 24 in., \$3.92; 30 in., \$4.68; 36 in., \$5.35; 48 in., \$7.13; 60 in., \$8.91; 72 in., \$10.69.       |                         |
| Watchman's Mill Lanterns, enamel, fin. 2.25                                                                                                                                                                       | Same, all Brass 12.00                     | Sell Full Roll—12 in., \$2.40; 18 in., \$3.45; 24 in., \$4.40; 30 in., \$5.25; 36 in., \$6.00; 48 in., \$8.00; 60 in., \$10.00; 72 in., \$12.00.                   |                         |
| Underwriter's Mill Lanterns 2.50                                                                                                                                                                                  | Pioneer Hanging Lanterns, tin 7.75        | Sell Cut (lin. ft.)—12 in., 2c; 18 in., 3c; 24 in., 4c; 30 in., 5c; 36 in., 6c; 48 in., 7½c; 60 in., 9c; 72 in., 10½c.                                             |                         |
| No. 2 Blizzard Mill Lanterns 3.50                                                                                                                                                                                 | Same, Brass Founts 10.75                  | 1½-inch, 20-gauge—List Roll, 12 in., \$3.15; 18 in., \$4.53; 24 in., \$5.78; 30 in., \$6.90; 36 in., \$7.88; 48 in., \$10.50; 60 in., \$13.13; 72 in., \$15.75.    |                         |
| Fire Dept. Lanterns                                                                                                                                                                                               | Platform Lanterns                         | Sell Full Roll—12 in., \$3.55; 18 in., \$5.10; 24 in., \$6.50; 30 in., \$7.75; 36 in., \$8.85; 48 in., \$11.80; 60 in., \$14.75; 72 in., \$16.75.                  |                         |
| King Fire Dept. Tin enamel finish 4.75                                                                                                                                                                            | Imperial Platform Lanterns 12.50          | Sell Cut (lin. ft.)—12 in., 3c; 18 in., 4½c; 24 in., 6c; 30 in., 7c; 36 in., 8c; 48 in., 10½c; 60 in., 13c; 72 in., 16c.                                           |                         |
| Same, Nickel-plated on Tin 5.25                                                                                                                                                                                   | No. 1 Climax Platform Lanterns 5.00       | 1-inch, 20-gauge—List Roll, 12 in., \$4.95; 18 in., \$7.12; 24 in., \$9.08; 30 in., \$10.83; 36 in., \$12.38; 48 in., \$16.50; 60 in., \$20.64; 72 in., \$24.75.   |                         |
| Same, all Brass 6.00                                                                                                                                                                                              | No. 2 Climax Platform Lanterns 5.25       | Sell Full Roll—12 in., \$5.55; 18 in., \$8.00; 24 in., \$10.20; 30 in., \$12.20; 36 in., \$13.90; 48 in., \$18.55; 60 in., \$23.25; 72 in., \$27.85.               |                         |
| Same, Nickel-plated on Brass 6.50                                                                                                                                                                                 | Nos. 1 and 2 Climax Nested 10.50          | Sell Cut (lin. ft.)—12 in., 5c; 18 in., 7c; 24 in., 9c; 30 in., 11c; 36 in., 12c; 48 in., 16½c; 60 in., 21c; 72 in., 25c.                                          |                         |
| No. 2 Wizard Fire Dept. Brass Founts with enamel finish 5.00                                                                                                                                                      | Unclassified Lanterns                     | ¾-inch, 20-gauge—List Roll, 12 in., \$8.55; 18 in., \$12.30; 24 in., \$15.68; 30 in., \$18.71; 36 in., \$21.38; 48 in., \$28.50; 60 in., \$35.63; 72 in., \$42.75. |                         |
| Same, all Brass 6.50                                                                                                                                                                                              | Police Flash Lanterns 1.50                | Sell Full Roll—12 in., \$9.60; 18 in., \$13.85; 24 in., \$17.65; 30 in., \$21.05; 36 in., \$24.00; 48 in., \$32.00; 60 in., \$40.10; 72 in., \$48.10.              |                         |
|                                                                                                                                                                                                                   | Traffic Signal Lant'ns 4.00               | Sell Cut (lin. ft.)—12 in., 8½c; 18 in., 12½c; 24 in., 16c; 30 in., 19c; 36 in., 21c; 48 in., 29c; 60 in., 36c; 72 in., 43c.                                       |                         |
|                                                                                                                                                                                                                   | No. 12 Display Stand and Assortment 24.50 |                                                                                                                                                                    |                         |
| LEAD—Bar, 30c lb.; Calking (100 lbs), 20c lb.; Pig (100 lbs.), 20c lb.; Sheet (full), 30c lb.; Wool, 35c lb.                                                                                                      |                                           | NIPPERS, CUTTING—                                                                                                                                                  |                         |
| LEVELS—No. 36, 12-inch, \$3.35; 18-inch, \$4.00; 24-inch, \$4.75. No. 37, 12-inch, \$4.50; 18-inch, \$5.25; 24-inch, \$6.25.                                                                                      |                                           | Kraeuter's—                                                                                                                                                        | 12-inch 2.00            |
| Marx Aluminum—12-inch, \$3.75; 18-inch, \$4.50; 24-inch, 5.50; 28, \$6.25.                                                                                                                                        |                                           | 5-inch 1.35                                                                                                                                                        | 14-inch 2.45            |
| No. 95, 24-inch, \$8.00; 26-inch, \$8.25; 28-inch, \$8.50; 30-inch, \$9.00. No. 96, 24-inch, \$10.00; 28-inch, \$10.50; 30-inch, \$11.00.                                                                         |                                           | 6-inch 1.50                                                                                                                                                        | Utica—                  |
| Special Nos.—No. 0, \$2.00; 15, 24 and 26-inch, \$4.75; 15, 28 and 30-inch, \$5.00; 25, \$5.50. 34, \$1.85; 4524, \$5.00; 4424, \$6.50; 45½, \$5.25; 90, \$3.75; 93, \$5.00; 103, \$1.00.                         |                                           | 7-inch 1.85                                                                                                                                                        | Compound, 5¼-inch 2.50  |
| LEVERS—Ice Box—Brass, 4½-inch, \$1.35 each; 6-inch, \$2.25; 9-inch, \$4.25. Galvanized, 4½-inch, 50c; 6-inch, \$1.25; 9-inch, \$2.00. Tinned, 8½-inch, \$1.65; 11-inch, \$2.65; 14-inch, \$4.00; 16-inch, \$5.75. |                                           | 8-inch 2.15                                                                                                                                                        | Compound, 7½-inch 3.00  |
| LIFTERS—Hot Pan—25c each. Stove Cover, wire circular handle, 15c; straight wire handle, 10c.                                                                                                                      |                                           | Nettleton's—                                                                                                                                                       | Compound, 9-inch 3.75   |
| Transom, Coppered—¼x3-in., 45c each; ¼x4, 50c; 5-16 x4, 80c; 5-16x5, 90c.                                                                                                                                         |                                           | 6-inch 1.45                                                                                                                                                        | Common, 5-inch 1.40     |
| LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 45c each.                                                                                                                                              |                                           | 8-inch 1.60                                                                                                                                                        | Common, 6-inch 1.65     |
| Cotton, Twisted—No. 140, 50c each; 150, 55c.                                                                                                                                                                      |                                           | 10-inch 1.85                                                                                                                                                       | Jeweler's, 3½-inch 1.75 |
| Wire Twisted—50 foot 20 gauge, 40c; 75 foot 20 gauge, 55c; 100 foot 20 gauge, 65c; 50 foot 18 gauge, 60c; 75 foot, 18 gauge, 75c; 100 foot 18 gauge, 90c.                                                         |                                           |                                                                                                                                                                    | Jeweler's, 4½-inch 2.00 |
| Wire, Solid—100 foot, 9 gauge, 80c each.                                                                                                                                                                          |                                           | NIPPLES—See Pipe Fittings—                                                                                                                                         |                         |
| LOCKS—Rim—Steel, 75c set; Cast, 60c set.                                                                                                                                                                          |                                           | NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 60c lb; 5-16, 55c; ¾, 45c; 7-16, 40c; ½, 30c; 9-16, 30c; ⅝, 25c; ¾, 25c; 1, 25c.                                |                         |
| MANILA ROPE—3-16-inch to ¼-inch, 50c per lb; ½-inch and larger, 45c.                                                                                                                                              |                                           | Hot Pressed U. S. S. Square, Tapped—¼, 80c lb; 5-16, 80c; ¾, 25c; 7-16, 20c; ½, 20c; ⅝, 15c; ¾, 15c; 1, 15c.                                                       |                         |
| MATS, DOOR—Cocoa Fibre, Fine, 14x24, \$2.00; 16x27, \$2.25; 18x30, \$2.75.                                                                                                                                        |                                           | Wing, Tapped, U. S. S.—3-16, 25c doz.; ¼, 30c; 5-16, 35c; ¾, 40c; 7-16, 50c; ½, 65c; 1, \$1.50.                                                                    |                         |
| Cocoa Fibre, Medium—16x27, \$3.25; 18x30, \$4.25; 20x33, \$5.00; 22x36, \$6.25.                                                                                                                                   |                                           | OAKUM—Plumbers, 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.                                                                                                       |                         |
| Flexible Galvanized Steel—16x24, \$1.50; 18x30, \$2.00; 22x36, \$3.00; 26x48, \$4.75.                                                                                                                             |                                           | OAR LOCKS—2-in., per pair, 45c; 2¼-in., per pair, 75c; 2½-in., per pair, 85c.                                                                                      |                         |
| Steel Matting in Rolls—Per sq. ft., 55c.                                                                                                                                                                          |                                           | OIL—3-in-1, 1-oz. bottle, 40c each; 8-oz., 85c; 8-oz., 65c; 2½-oz. can, 85c. Household Lubricant, 4-oz. can, 15c each; 8-oz., can, 25c.                            |                         |
| MATTOCKS—                                                                                                                                                                                                         | Each.                                     | OILERS—                                                                                                                                                            | 8 2.25                  |
| Short Cutter, Standard, 5½ lbs. 1.75                                                                                                                                                                              |                                           | Copperized Steel—                                                                                                                                                  | Felloe—                 |
| Long Cutter, Standard, 6 lbs. 1.75                                                                                                                                                                                |                                           | 18 40                                                                                                                                                              | 3 1.75                  |
| Pick, Standard, 6 lb. 1.75                                                                                                                                                                                        |                                           | 14 45                                                                                                                                                              | 4 1.85                  |
| Handled, D E 3 1.00                                                                                                                                                                                               |                                           | 14B 55                                                                                                                                                             | 5 2.00                  |
| Handled, C E 8½ 1.50                                                                                                                                                                                              |                                           | 15A 60                                                                                                                                                             | 6 2.15                  |
| Handled S Q 8½ 1.25                                                                                                                                                                                               |                                           | 16 65                                                                                                                                                              | Zinc, Chase's—          |
| MAULS—Post—10-lb., \$1.50 each; 18-lb. \$1.75; 16-lb., \$2.25; 18-lb., \$2.50; 20-lb., \$2.75.                                                                                                                    |                                           | Cannon Pump—Brass—                                                                                                                                                 | 00 10                   |
| Ship or Top—30c lb.                                                                                                                                                                                               |                                           | 11 2.50                                                                                                                                                            | 0 15                    |
| Wood Choppers—Adze or Round Eye, 30c lb.                                                                                                                                                                          |                                           | 12 2.75                                                                                                                                                            | 1 15                    |
| MILLS—Cider—                                                                                                                                                                                                      |                                           | 13 3.25                                                                                                                                                            | 2 20                    |
| Junior 42.00                                                                                                                                                                                                      | Senior 65.00                              | Cannon Pump—Tin—                                                                                                                                                   | 3 25                    |
| Medium 48.00                                                                                                                                                                                                      | Force Feed 30.00                          | 1 1.50                                                                                                                                                             | 4 80                    |
| MOPS—Handled—                                                                                                                                                                                                     |                                           | 2 1.75                                                                                                                                                             | 5 85                    |
| Brown Daisy                                                                                                                                                                                                       | O-Cedar                                   | 2½ 2.00                                                                                                                                                            | 6 45                    |
| 6 1.00                                                                                                                                                                                                            | 4 1.00                                    |                                                                                                                                                                    |                         |
| 8 1.15                                                                                                                                                                                                            | 8 1.50                                    | OPENERS (OAN)—                                                                                                                                                     |                         |
| 7BD 1.25                                                                                                                                                                                                          | 10B 1.25                                  | No.                                                                                                                                                                | Each.                   |
| 9BD 1.50                                                                                                                                                                                                          | 11B 1.25                                  | 4 10                                                                                                                                                               | 140 15                  |
|                                                                                                                                                                                                                   |                                           | 16 15                                                                                                                                                              | 840 30                  |
|                                                                                                                                                                                                                   |                                           | 100 30                                                                                                                                                             |                         |
| MOP STICKS—No. 2, 25c each; No. 7, 35c each; No. 13, 35c each; No. 70 or Janitor's, 75c each.                                                                                                                     |                                           |                                                                                                                                                                    |                         |

## RETAIL SELLING PRICES—Continued.

## OVENS, PORTABLE—Boss—

| No.             | Each. | No.    | Each. |
|-----------------|-------|--------|-------|
| 012             | 5.25  | 550    | 5.50  |
| 055             | 5.75  | 700    | 5.50  |
| 0900            | 5.25  | 750    | 6.50  |
| 450             | 5.50  | 755    | 6.75  |
| Perfection—     |       | 17 G.  | 8.75  |
| 121 G           | 6.25  | 122 G. | 7.50  |
| Pinney & Boyle— |       | 88     | 8.25  |
| 18              | 8.00  | 87     | 8.75  |
| 17              | 8.50  | 87 G.  | 8.85  |

PACKING—Sheet Rubber—Standard, 80c lb.; Rainbow, 90c; Italian Hemp, Common, 45c; Square Flax, braided, 75c; Piston Spiral Steam, High Pressure, \$2.25; Steam or Water, Low Pressure, \$1.25.

PADS—Sweat—No. 63 N12, Red Edge, \$1.25; No. 146 A 12, Blue and White striped, \$1.75.

## PADLOCKS—Corbin—

| No.        | Each. | No.       | Each. |
|------------|-------|-----------|-------|
| 958        | .35   | 1903      | .60   |
| 2802 1/4   | .45   | 9902      | .85   |
| 2822 1/4   | .65   | 9902 N O. | .75   |
| 2869       | 1.25  | 21090     | 1.00  |
| 2879       | 2.10  | Yale—     |       |
| 2880       | 2.35  | 223       | 1.00  |
| 2881       | 3.00  | 225       | 1.40  |
| 2882       | 4.50  | 453 J     | .45   |
| Miller—    |       | 453 X     | .45   |
| 1          | 1.85  | 563       | 1.80  |
| 016        | .85   | 565       | 2.25  |
| 18         | .40   | 585       | 2.50  |
| 18 B.      | .40   | 635       | 2.25  |
| 19         | .50   | 645 J     | .80   |
| 21         | .50   | 803       | 2.50  |
| 75         | .55   | 805       | 2.50  |
| 76         | .85   | 805 1/2   | 3.00  |
| 78         | 1.00  | 813       | 2.75  |
| 96         | .55   | 815       | 2.50  |
| 960        | .75   | 823       | 3.00  |
| 121        | .55   | 832       | 3.50  |
| 5441       | 1.15  | 843       | 4.00  |
| Slaymaker— |       | 853       | 4.50  |
| 1902       | .75   | 8454      | 8.50  |

## PAINT SUNDRIES—

|                              |         |                         |         |
|------------------------------|---------|-------------------------|---------|
| Alcohol—(Denatured)—         |         | Lard, No. 1.....        | 1.80    |
| 1 gallon                     | 1.65    | Lan-O-Oil               | .90     |
| 5 gallon                     | 1.45    | Nutsfoot No. 1...       | 2.40    |
| Alum—                        |         | Neutral                 | .60     |
| Pwd, less than 100           |         | Paraffine               | .70     |
| lbs. lb.                     | .17     | Paint, Dry Colors—      |         |
| Benzine—                     |         | Umber                   | .11     |
| New cans, casd, gal          | .60     | Chrome Green, Med       | .30     |
| Old cans, uncasd, gal.       | .40     | Graphite                | .06     |
| Coal Tar—                    |         | Princess Metallic       | .06     |
| 5-Gal.                       | .50     | Sienna                  | .11     |
| 1-Gal.                       | .65     | Venetian Red            | .05     |
| Crocoate—                    |         | Yellow Ochre            | .05     |
| Gal.                         | .85     | Painters' Petroleum—    |         |
| Distillate—                  |         | 1-Gal.                  | .40     |
| Light, gal                   | .40     | Paints, Ready Mixed—1st |         |
| Glue—                        |         | grade, white—           |         |
| No. 2 Gelatine               | .50     | Gals.                   | 4.40    |
| Chicago White                | .50     | 1/2-gals.               | 2.30    |
| Kalsomine, White—            |         | Quarts                  | 1.25    |
| Bbls, 280 lbs.               | .08     | Pints                   | .70     |
| Kegs, 100 lbs.               | .09     | 1/2-pints               | .40     |
| 4 25-lb. pkgs. bulk          | .09 1/4 | 1st Grade, Colors—      |         |
| 25 lbs., bulk.               | .09 1/2 | Gals.                   | 4.25    |
| Less 25 lbs.                 | .11     | 1/2-gals.               | 2.25    |
| 100 lbs. 5-lb. pkgs          | .10     | Quarts                  | 1.20    |
| Less 100 lbs. pkgs           | .11     | Pints                   | .65     |
| Lamp Black—Bear Brand—       |         | 1/2-pints               | .35     |
| 1-lb. lb. pkg.               | .40     | 2d Grade, White or      |         |
| 1/2-lb.                      | .25     | Colors—                 |         |
| 1/4-lb.                      | .15     | Gals.                   | 2.90    |
| Linseed Oil, Boiled—         |         | 1/2-gals.               | 1.60    |
| 5's                          | 2.55    | Quarts                  | .95     |
| 1's                          | 2.70    | Inside Floor—           |         |
| 1/2's                        | 1.45    | Gals.                   | 2.90    |
| 1/4's                        | .75     | 1/2-gals.               | 1.60    |
| 1/8's                        | .40     | Quarts                  | .95     |
| Raw Linseed Oil, 3c less     |         | Porch—                  |         |
| than price of boiled. Paint- |         | Gals.                   | 4.25    |
| ing contractors' price on    |         | 1/2-gals.               | 2.25    |
| Linseed Oil, 5c above cost,  |         | Quarts                  | 1.20    |
| according to quantity.       |         | Plaster Paris—          |         |
| Oil—                         |         | Less sack, lb.          | .08     |
| Floor                        | .75     | Putty, Bladder—         |         |
| Gloss                        | 1.50    | Less than 100 lbs.      | .07 1/2 |
|                              |         | Putty, Bulk—            |         |
|                              |         | 1-lb. Cans              | .15     |

|                   |         |                             |               |
|-------------------|---------|-----------------------------|---------------|
| 2-lb. Cans.....   | .12 1/2 | 100 lbs. 5-lb. pkgs.        | .09 1/2       |
| 3-lb. Cans.....   | .09 1/2 | Less 100 lbs. 5-lb.         |               |
| 5-lb. Cans.....   | .09     | pkgs.                       | .10           |
| 10-lb. Cans.....  | .08 1/2 | Turpentine—                 |               |
| 25-lb. Cans.....  | .08     | 5's                         | Gal. 2.40     |
| 85 lb. Cans.....  | .06 1/2 | 1's                         | Gal. 2.65     |
| Bosin—            |         | 1/2's                       | 1/2-gal. 1.40 |
| Lb.               | .14     | 1/4's                       | Qt. .75       |
| Tints, Kalsomine— |         | 1/8's                       | Pt. .40       |
| Barrels, 280 lbs. | .09     | Painting contractors' price |               |
| Kegs, 100 lbs.    | .10     | on turpentine: 5 gals. or   |               |
| 100-lb. bulk      | .11     | more, 2c above cost; less   |               |
| 25-lb. bulk.....  | .10 1/2 | 5 gals., 5c above cost.     |               |
| Less 25 lbs.      | .12     |                             |               |

## PANS—Acme Frying—

|                   |     |                  |     |
|-------------------|-----|------------------|-----|
| No. 00, each..... | .30 | No. 4, each..... | .50 |
| No. 0, each.....  | .30 | No. 5, each..... | .60 |
| No. 1, each.....  | .35 | No. 6, each..... | .75 |
| No. 2, each.....  | .40 | No. 7, each..... | .85 |
| No. 3, each.....  | .45 |                  |     |

PAPER—ASBESTOS—1-16 and under, full roll, per lb., 15c; cut, per lb., 25c; over 1-16, full roll per lb., 14c, cut, per lb., 25c; Asbestos Millboard, 80c per lb.

| BUILDING—       | P & B | Imitation P & B |
|-----------------|-------|-----------------|
| No. 1—500.....  | 3.75  | 3.50            |
| No. 1—1000..... | 7.85  | 4.75            |
| No. 2—500.....  | 5.25  | 4.00            |
| No. 2—1000..... | 10.25 | 2.50            |
| No. 3—500.....  | 7.00  | 5.50            |
| No. 3—1000..... | 13.75 | 10.00           |

Red Resin—17-lb., \$1.50; 20-lb., \$1.75; 25-lb., \$2.25; 30-lb., \$2.75.

Black Glazed—No. 1, 500 sq. ft. roll, \$1.75; 1000 sq. ft. roll \$8.00; No. 2, 500 sq. ft. roll, \$2.50; 1000 sq. ft. roll, \$4.50; No. 3, 500 sq. ft. roll, \$3.25; 1000 sq. ft. roll, \$6.00

FELT—Asphalt saturated, per roll, \$3.50; Deadening, per lb. 09.

INSULATING—No. 8, per roll, \$2.25; No. 10, per roll, \$3.50.

| ROOFING—(Per square)— | 1-Ply | 2-Ply | 3-Ply |
|-----------------------|-------|-------|-------|
| Astec Smooth          | 3.25  | 3.75  | 4.25  |
| Astec Sanded          | 2.75  | 3.25  | 3.75  |
| Cronolite             | 3.00  | 3.50  | 4.25  |
| Asbestos              | 4.50  | 4.75  | 5.25  |
| Malthoid              | 3.85  | 4.75  | 5.75  |
| Ruberoid              | 3.85  | 4.00  | 5.75  |
| Pioneer—Flaxine       | 3.25  | 3.75  | 4.25  |
| Pioneer—Sanded        | 2.75  | 3.25  | 3.75  |
| Security Sanded       | 1.85  | 2.15  | 2.60  |
| Standard              | 2.50  | 3.25  | 3.75  |

## SAND AND EMERY—(Per quire of sheets)—

|             | 0   | 1   | 1 1/2 | 2    | 2 1/2 | 3    |
|-------------|-----|-----|-------|------|-------|------|
| Carborundum | .80 | .95 | 1.10  | 1.30 | 1.50  | 1.75 |
| B. & A.     | .45 | .50 | .55   | .60  | .75   | .85  |
| Astec       | .40 | .45 | .50   | .60  | .65   | .70  |
| Aloxite     | .80 | .85 | .90   | 1.00 | 1.10  | 1.20 |

SHEATHING—Red or gray—20-lb., \$1.50 per roll; 25-lb., \$1.85; 30-lb., \$2.00.

## PEAVIES—

|               | Socket. | Maple, Hickory. | Socket.       | Maple, Hickory. |
|---------------|---------|-----------------|---------------|-----------------|
| 2 1/4 x 4     | 8.40    | 4.75            | 2 3/4 x 4 1/2 | 3.85            |
| 2 1/4 x 4 1/2 | 8.65    | 4.85            | 2 3/4 x 5     | 4.00            |
| 2 3/4 x 4 1/2 | 8.75    | 5.00            | 2 3/4 x 5 1/2 | 4.25            |
| 2 3/4 x 5     | 8.85    | 5.00            | 3 x 5         | 4.25            |
| 2 3/4 x 5 1/2 | 4.00    | 5.25            |               |                 |

## PERCOLATORS, COFFEE—Universal—

| No. | Each. | No. | Each. |
|-----|-------|-----|-------|
| 44  | 5.00  | 74  | 6.50  |
| 46  | 5.50  | 76  | 7.00  |
| 48  | 6.25  | 79  | 7.75  |
| 52  | 5.25  | 714 | 8.50  |
| 54  | 5.50  | 464 | 6.75  |
| 56  | 6.00  | 466 | 7.25  |
| 58  | 6.75  | 469 | 8.00  |
| 64  | 6.00  | 474 | 7.25  |
| 66  | 6.50  | 476 | 7.75  |
| 69  | 7.25  | 479 | 8.50  |
| 614 | 8.00  |     |       |

Percolator Tops, 10c each.

PICKS—Drifting, 3-lb. \$1.85 each; 4, \$1.50; 4 1/2, \$1.65; 5, \$1.75; 5 1/2, \$1.85; 6, \$2.00. Railroad—5-lb., \$1.50 each; 6, \$1.65; 6 1/2, \$1.65; 7-8, \$1.75 Contractors—8-9 lbs., \$2.25.

PINS—Clothes—C—Common, 5c doz.; US—Spring, 15c; H—Hoyt's Spring, 10c.

**RETAIL SELLING PRICES—Continued.**

| PIPE—          | Standard Black |         | Galvanized |         | Cutting and |         |
|----------------|----------------|---------|------------|---------|-------------|---------|
|                | Length         | Full    | Length     | Full    | Threading   | Each    |
|                | Pr. Ft.        | Pr. 100 | Pr. Ft.    | Pr. 100 | Cuts        | Threads |
| 1/8-inch....   | .06            | 5.25    | .08        | 7.75    | .03 1/4     | .072    |
| 1/4-inch....   | .07            | 5.70    | .09        | 8.50    | .03 1/2     | .072    |
| 3/8-inch....   | .07            | 5.70    | .09        | 8.50    | .03 3/4     | .072    |
| 1/2-inch....   | .09            | 7.50    | .11        | 10.00   | .04         | .072    |
| 3/4-inch....   | .11            | 9.75    | .14        | 12.50   | .04 1/4     | .072    |
| 1-inch....     | .16            | 14.20   | .20        | 18.75   | .04 1/2     | .072    |
| 1 1/4-inch.... | .22            | 19.20   | .27        | 25.20   | .05         | .09 1/2 |
| 1 1/2-inch.... | .27            | 23.00   | .35        | 30.00   | .06         | .12     |
| 2-inch....     | .35            | 30.80   | .45        | 40.40   | .08 1/4     | .16 1/4 |

PIPE—Gas and Water (black)—1/4 inch, 6c foot; 1/2 inch, 7c; 3/4 inch, 7c; 1 inch, 9c; 1 1/4 inch, 11c; 1 1/2 inch, 12c; 2 inch, 14c; 2 1/2 inch, 16c; 3 inch, 18c; 3 1/2 inch, 20c; 4 inch, 22c; 4 1/2 inch, 24c; 5 inch, 26c; 5 1/2 inch, 28c; 6 inch, 30c; 6 1/2 inch, 32c; 7 inch, 34c; 7 1/2 inch, 36c; 8 inch, 38c; 8 1/2 inch, 40c; 9 inch, 42c; 9 1/2 inch, 44c; 10 inch, 46c; 10 1/2 inch, 48c; 11 inch, 50c; 11 1/2 inch, 52c; 12 inch, 54c; 12 1/2 inch, 56c; 13 inch, 58c; 13 1/2 inch, 60c; 14 inch, 62c; 14 1/2 inch, 64c; 15 inch, 66c; 15 1/2 inch, 68c; 16 inch, 70c; 16 1/2 inch, 72c; 17 inch, 74c; 17 1/2 inch, 76c; 18 inch, 78c; 18 1/2 inch, 80c; 19 inch, 82c; 19 1/2 inch, 84c; 20 inch, 86c; 20 1/2 inch, 88c; 21 inch, 90c; 21 1/2 inch, 92c; 22 inch, 94c; 22 1/2 inch, 96c; 23 inch, 98c; 23 1/2 inch, 100c; 24 inch, 102c; 24 1/2 inch, 104c; 25 inch, 106c; 25 1/2 inch, 108c; 26 inch, 110c; 26 1/2 inch, 112c; 27 inch, 114c; 27 1/2 inch, 116c; 28 inch, 118c; 28 1/2 inch, 120c; 29 inch, 122c; 29 1/2 inch, 124c; 30 inch, 126c; 30 1/2 inch, 128c; 31 inch, 130c; 31 1/2 inch, 132c; 32 inch, 134c; 32 1/2 inch, 136c; 33 inch, 138c; 33 1/2 inch, 140c; 34 inch, 142c; 34 1/2 inch, 144c; 35 inch, 146c; 35 1/2 inch, 148c; 36 inch, 150c; 36 1/2 inch, 152c; 37 inch, 154c; 37 1/2 inch, 156c; 38 inch, 158c; 38 1/2 inch, 160c; 39 inch, 162c; 39 1/2 inch, 164c; 40 inch, 166c; 40 1/2 inch, 168c; 41 inch, 170c; 41 1/2 inch, 172c; 42 inch, 174c; 42 1/2 inch, 176c; 43 inch, 178c; 43 1/2 inch, 180c; 44 inch, 182c; 44 1/2 inch, 184c; 45 inch, 186c; 45 1/2 inch, 188c; 46 inch, 190c; 46 1/2 inch, 192c; 47 inch, 194c; 47 1/2 inch, 196c; 48 inch, 198c; 48 1/2 inch, 200c; 49 inch, 202c; 49 1/2 inch, 204c; 50 inch, 206c; 50 1/2 inch, 208c; 51 inch, 210c; 51 1/2 inch, 212c; 52 inch, 214c; 52 1/2 inch, 216c; 53 inch, 218c; 53 1/2 inch, 220c; 54 inch, 222c; 54 1/2 inch, 224c; 55 inch, 226c; 55 1/2 inch, 228c; 56 inch, 230c; 56 1/2 inch, 232c; 57 inch, 234c; 57 1/2 inch, 236c; 58 inch, 238c; 58 1/2 inch, 240c; 59 inch, 242c; 59 1/2 inch, 244c; 60 inch, 246c; 60 1/2 inch, 248c; 61 inch, 250c; 61 1/2 inch, 252c; 62 inch, 254c; 62 1/2 inch, 256c; 63 inch, 258c; 63 1/2 inch, 260c; 64 inch, 262c; 64 1/2 inch, 264c; 65 inch, 266c; 65 1/2 inch, 268c; 66 inch, 270c; 66 1/2 inch, 272c; 67 inch, 274c; 67 1/2 inch, 276c; 68 inch, 278c; 68 1/2 inch, 280c; 69 inch, 282c; 69 1/2 inch, 284c; 70 inch, 286c; 70 1/2 inch, 288c; 71 inch, 290c; 71 1/2 inch, 292c; 72 inch, 294c; 72 1/2 inch, 296c; 73 inch, 298c; 73 1/2 inch, 300c; 74 inch, 302c; 74 1/2 inch, 304c; 75 inch, 306c; 75 1/2 inch, 308c; 76 inch, 310c; 76 1/2 inch, 312c; 77 inch, 314c; 77 1/2 inch, 316c; 78 inch, 318c; 78 1/2 inch, 320c; 79 inch, 322c; 79 1/2 inch, 324c; 80 inch, 326c; 80 1/2 inch, 328c; 81 inch, 330c; 81 1/2 inch, 332c; 82 inch, 334c; 82 1/2 inch, 336c; 83 inch, 338c; 83 1/2 inch, 340c; 84 inch, 342c; 84 1/2 inch, 344c; 85 inch, 346c; 85 1/2 inch, 348c; 86 inch, 350c; 86 1/2 inch, 352c; 87 inch, 354c; 87 1/2 inch, 356c; 88 inch, 358c; 88 1/2 inch, 360c; 89 inch, 362c; 89 1/2 inch, 364c; 90 inch, 366c; 90 1/2 inch, 368c; 91 inch, 370c; 91 1/2 inch, 372c; 92 inch, 374c; 92 1/2 inch, 376c; 93 inch, 378c; 93 1/2 inch, 380c; 94 inch, 382c; 94 1/2 inch, 384c; 95 inch, 386c; 95 1/2 inch, 388c; 96 inch, 390c; 96 1/2 inch, 392c; 97 inch, 394c; 97 1/2 inch, 396c; 98 inch, 398c; 98 1/2 inch, 400c; 99 inch, 402c; 99 1/2 inch, 404c; 100 inch, 406c; 100 1/2 inch, 408c; 101 inch, 410c; 101 1/2 inch, 412c; 102 inch, 414c; 102 1/2 inch, 416c; 103 inch, 418c; 103 1/2 inch, 420c; 104 inch, 422c; 104 1/2 inch, 424c; 105 inch, 426c; 105 1/2 inch, 428c; 106 inch, 430c; 106 1/2 inch, 432c; 107 inch, 434c; 107 1/2 inch, 436c; 108 inch, 438c; 108 1/2 inch, 440c; 109 inch, 442c; 109 1/2 inch, 444c; 110 inch, 446c; 110 1/2 inch, 448c; 111 inch, 450c; 111 1/2 inch, 452c; 112 inch, 454c; 112 1/2 inch, 456c; 113 inch, 458c; 113 1/2 inch, 460c; 114 inch, 462c; 114 1/2 inch, 464c; 115 inch, 466c; 115 1/2 inch, 468c; 116 inch, 470c; 116 1/2 inch, 472c; 117 inch, 474c; 117 1/2 inch, 476c; 118 inch, 478c; 118 1/2 inch, 480c; 119 inch, 482c; 119 1/2 inch, 484c; 120 inch, 486c; 120 1/2 inch, 488c; 121 inch, 490c; 121 1/2 inch, 492c; 122 inch, 494c; 122 1/2 inch, 496c; 123 inch, 498c; 123 1/2 inch, 500c; 124 inch, 502c; 124 1/2 inch, 504c; 125 inch, 506c; 125 1/2 inch, 508c; 126 inch, 510c; 126 1/2 inch, 512c; 127 inch, 514c; 127 1/2 inch, 516c; 128 inch, 518c; 128 1/2 inch, 520c; 129 inch, 522c; 129 1/2 inch, 524c; 130 inch, 526c; 130 1/2 inch, 528c; 131 inch, 530c; 131 1/2 inch, 532c; 132 inch, 534c; 132 1/2 inch, 536c; 133 inch, 538c; 133 1/2 inch, 540c; 134 inch, 542c; 134 1/2 inch, 544c; 135 inch, 546c; 135 1/2 inch, 548c; 136 inch, 550c; 136 1/2 inch, 552c; 137 inch, 554c; 137 1/2 inch, 556c; 138 inch, 558c; 138 1/2 inch, 560c; 139 inch, 562c; 139 1/2 inch, 564c; 140 inch, 566c; 140 1/2 inch, 568c; 141 inch, 570c; 141 1/2 inch, 572c; 142 inch, 574c; 142 1/2 inch, 576c; 143 inch, 578c; 143 1/2 inch, 580c; 144 inch, 582c; 144 1/2 inch, 584c; 145 inch, 586c; 145 1/2 inch, 588c; 146 inch, 590c; 146 1/2 inch, 592c; 147 inch, 594c; 147 1/2 inch, 596c; 148 inch, 598c; 148 1/2 inch, 600c; 149 inch, 602c; 149 1/2 inch, 604c; 150 inch, 606c; 150 1/2 inch, 608c; 151 inch, 610c; 151 1/2 inch, 612c; 152 inch, 614c; 152 1/2 inch, 616c; 153 inch, 618c; 153 1/2 inch, 620c; 154 inch, 622c; 154 1/2 inch, 624c; 155 inch, 626c; 155 1/2 inch, 628c; 156 inch, 630c; 156 1/2 inch, 632c; 157 inch, 634c; 157 1/2 inch, 636c; 158 inch, 638c; 158 1/2 inch, 640c; 159 inch, 642c; 159 1/2 inch, 644c; 160 inch, 646c; 160 1/2 inch, 648c; 161 inch, 650c; 161 1/2 inch, 652c; 162 inch, 654c; 162 1/2 inch, 656c; 163 inch, 658c; 163 1/2 inch, 660c; 164 inch, 662c; 164 1/2 inch, 664c; 165 inch, 666c; 165 1/2 inch, 668c; 166 inch, 670c; 166 1/2 inch, 672c; 167 inch, 674c; 167 1/2 inch, 676c; 168 inch, 678c; 168 1/2 inch, 680c; 169 inch, 682c; 169 1/2 inch, 684c; 170 inch, 686c; 170 1/2 inch, 688c; 171 inch, 690c; 171 1/2 inch, 692c; 172 inch, 694c; 172 1/2 inch, 696c; 173 inch, 698c; 173 1/2 inch, 700c; 174 inch, 702c; 174 1/2 inch, 704c; 175 inch, 706c; 175 1/2 inch, 708c; 176 inch, 710c; 176 1/2 inch, 712c; 177 inch, 714c; 177 1/2 inch, 716c; 178 inch, 718c; 178 1/2 inch, 720c; 179 inch, 722c; 179 1/2 inch, 724c; 180 inch, 726c; 180 1/2 inch, 728c; 181 inch, 730c; 181 1/2 inch, 732c; 182 inch, 734c; 182 1/2 inch, 736c; 183 inch, 738c; 183 1/2 inch, 740c; 184 inch, 742c; 184 1/2 inch, 744c; 185 inch, 746c; 185 1/2 inch, 748c; 186 inch, 750c; 186 1/2 inch, 752c; 187 inch, 754c; 187 1/2 inch, 756c; 188 inch, 758c; 188 1/2 inch, 760c; 189 inch, 762c; 189 1/2 inch, 764c; 190 inch, 766c; 190 1/2 inch, 768c; 191 inch, 770c; 191 1/2 inch, 772c; 192 inch, 774c; 192 1/2 inch, 776c; 193 inch, 778c; 193 1/2 inch, 780c; 194 inch, 782c; 194 1/2 inch, 784c; 195 inch, 786c; 195 1/2 inch, 788c; 196 inch, 790c; 196 1/2 inch, 792c; 197 inch, 794c; 197 1/2 inch, 796c; 198 inch, 798c; 198 1/2 inch, 800c; 199 inch, 802c; 199 1/2 inch, 804c; 200 inch, 806c; 200 1/2 inch, 808c; 201 inch, 810c; 201 1/2 inch, 812c; 202 inch, 814c; 202 1/2 inch, 816c; 203 inch, 818c; 203 1/2 inch, 820c; 204 inch, 822c; 204 1/2 inch, 824c; 205 inch, 826c; 205 1/2 inch, 828c; 206 inch, 830c; 206 1/2 inch, 832c; 207 inch, 834c; 207 1/2 inch, 836c; 208 inch, 838c; 208 1/2 inch, 840c; 209 inch, 842c; 209 1/2 inch, 844c; 210 inch, 846c; 210 1/2 inch, 848c; 211 inch, 850c; 211 1/2 inch, 852c; 212 inch, 854c; 212 1/2 inch, 856c; 213 inch, 858c; 213 1/2 inch, 860c; 214 inch, 862c; 214 1/2 inch, 864c; 215 inch, 866c; 215 1/2 inch, 868c; 216 inch, 870c; 216 1/2 inch, 872c; 217 inch, 874c; 217 1/2 inch, 876c; 218 inch, 878c; 218 1/2 inch, 880c; 219 inch, 882c; 219 1/2 inch, 884c; 220 inch, 886c; 220 1/2 inch, 888c; 221 inch, 890c; 221 1/2 inch, 892c; 222 inch, 894c; 222 1/2 inch, 896c; 223 inch, 898c; 223 1/2 inch, 900c; 224 inch, 902c; 224 1/2 inch, 904c; 225 inch, 906c; 225 1/2 inch, 908c; 226 inch, 910c; 226 1/2 inch, 912c; 227 inch, 914c; 227 1/2 inch, 916c; 228 inch, 918c; 228 1/2 inch, 920c; 229 inch, 922c; 229 1/2 inch, 924c; 230 inch, 926c; 230 1/2 inch, 928c; 231 inch, 930c; 231 1/2 inch, 932c; 232 inch, 934c; 232 1/2 inch, 936c; 233 inch, 938c; 233 1/2 inch, 940c; 234 inch, 942c; 234 1/2 inch, 944c; 235 inch, 946c; 235 1/2 inch, 948c; 236 inch, 950c; 236 1/2 inch, 952c; 237 inch, 954c; 237 1/2 inch, 956c; 238 inch, 958c; 238 1/2 inch, 960c; 239 inch, 962c; 239 1/2 inch, 964c; 240 inch, 966c; 240 1/2 inch, 968c; 241 inch, 970c; 241 1/2 inch, 972c; 242 inch, 974c; 242 1/2 inch, 976c; 243 inch, 978c; 243 1/2 inch, 980c; 244 inch, 982c; 244 1/2 inch, 984c; 245 inch, 986c; 245 1/2 inch, 988c; 246 inch, 990c; 246 1/2 inch, 992c; 247 inch, 994c; 247 1/2 inch, 996c; 248 inch, 998c; 248 1/2 inch, 1000c; 249 inch, 1002c; 249 1/2 inch, 1004c; 250 inch, 1006c; 250 1/2 inch, 1008c; 251 inch, 1010c; 251 1/2 inch, 1012c; 252 inch, 1014c; 252 1/2 inch, 1016c; 253 inch, 1018c; 253 1/2 inch, 1020c; 254 inch, 1022c; 254 1/2 inch, 1024c; 255 inch, 1026c; 255 1/2 inch, 1028c; 256 inch, 1030c; 256 1/2 inch, 1032c; 257 inch, 1034c; 257 1/2 inch, 1036c; 258 inch, 1038c; 258 1/2 inch, 1040c; 259 inch, 1042c; 259 1/2 inch, 1044c; 260 inch, 1046c; 260 1/2 inch, 1048c; 261 inch, 1050c; 261 1/2 inch, 1052c; 262 inch, 1054c; 262 1/2 inch, 1056c; 263 inch, 1058c; 263 1/2 inch, 1060c; 264 inch, 1062c; 264 1/2 inch, 1064c; 265 inch, 1066c; 265 1/2 inch, 1068c; 266 inch, 1070c; 266 1/2 inch, 1072c; 267 inch, 1074c; 267 1/2 inch, 1076c; 268 inch, 1078c; 268 1/2 inch, 1080c; 269 inch, 1082c; 269 1/2 inch, 1084c; 270 inch, 1086c; 270 1/2 inch, 1088c; 271 inch, 1090c; 271 1/2 inch, 1092c; 272 inch, 1094c; 272 1/2 inch, 1096c; 273 inch, 1098c; 273 1/2 inch, 1100c; 274 inch, 1102c; 274 1/2 inch, 1104c; 275 inch, 1106c; 275 1/2 inch, 1108c; 276 inch, 1110c; 276 1/2 inch, 1112c; 277 inch, 1114c; 277 1/2 inch, 1116c; 278 inch, 1118c; 278 1/2 inch, 1120c; 279 inch, 1122c; 279 1/2 inch, 1124c; 280 inch, 1126c; 280 1/2 inch, 1128c; 281 inch, 1130c; 281 1/2 inch, 1132c; 282 inch, 1134c; 282 1/2 inch, 1136c; 283 inch, 1138c; 283 1/2 inch, 1140c; 284 inch, 1142c; 284 1/2 inch, 1144c; 285 inch, 1146c; 285 1/2 inch, 1148c; 286 inch, 1150c; 286 1/2 inch, 1152c; 287 inch, 1154c; 287 1/2 inch, 1156c; 288 inch, 1158c; 288 1/2 inch, 1160c; 289 inch, 1162c; 289 1/2 inch, 1164c; 290 inch, 1166c; 290 1/2 inch, 1168c; 291 inch, 1170c; 291 1/2 inch, 1172c; 292 inch, 1174c; 292 1/2 inch, 1176c; 293 inch, 1178c; 293 1/2 inch, 1180c; 294 inch, 1182c; 294 1/2 inch, 1184c; 295 inch, 1186c; 295 1/2 inch, 1188c; 296 inch, 1190c; 296 1/2 inch, 1192c; 297 inch, 1194c; 297 1/2 inch, 1196c; 298 inch, 1198c; 298 1/2 inch, 1200c; 299 inch, 1202c; 299 1/2 inch, 1204c; 300 inch, 1206c; 300 1/2 inch, 1208c; 301 inch, 1210c; 301 1/2 inch, 1212c; 302 inch, 1214c; 302 1/2 inch, 1216c; 303 inch, 1218c; 303 1/2 inch, 1220c; 304 inch, 1222c; 304 1/2 inch, 1224c; 305 inch, 1226c; 305 1/2 inch, 1228c; 306 inch, 1230c; 306 1/2 inch, 1232c; 307 inch, 1234c; 307 1/2 inch, 1236c; 308 inch, 1238c; 308 1/2 inch, 1240c; 309 inch, 1242c; 309 1/2 inch, 1244c; 310 inch, 1246c; 310 1/2 inch, 1248c; 311 inch, 1250c; 311 1/2 inch, 1252c; 312 inch, 1254c; 312 1/2 inch, 1256c; 313 inch, 1258c; 313 1/2 inch, 1260c; 314 inch, 1262c; 314 1/2 inch, 1264c; 315 inch, 1266c; 315 1/2 inch, 1268c; 316 inch, 1270c; 316 1/2 inch, 1272c; 317 inch, 1274c; 317 1/2 inch, 1276c; 318 inch, 1278c; 318 1/2 inch, 1280c; 319 inch, 1282c; 319 1/2 inch, 1284c; 320 inch, 1286c; 320 1/2 inch, 1288c; 321 inch, 1290c; 321 1/2 inch, 1292c; 322 inch, 1294c; 322 1/2 inch, 1296c; 323 inch, 1298c; 323 1/2 inch, 1300c; 324 inch, 1302c; 324 1/2 inch, 1304c; 325 inch, 1306c; 325 1/2 inch, 1308c; 326 inch, 1310c; 326 1/2 inch, 1312c; 327 inch, 1314c; 327 1/2 inch, 1316c; 328 inch, 1318c; 328 1/2 inch, 1320c; 329 inch, 1322c; 329 1/2 inch, 1324c; 330 inch, 1326c; 330 1/2 inch, 1328c; 331 inch, 1330c; 331 1/2 inch, 1332c; 332 inch, 1334c; 332 1/2 inch, 1336c; 333 inch, 1338c; 333 1/2 inch, 1340c; 334 inch, 1342c; 334 1/2 inch, 1344c; 335 inch, 1346c; 335 1/2 inch, 1348c; 336 inch, 1350c; 336 1/2 inch, 1352c; 337 inch, 1354c; 337 1/2 inch, 1356c; 338 inch, 1358c; 338 1/2 inch, 1360c; 339 inch, 1362c; 339 1/2 inch, 1364c; 340 inch, 1366c; 340 1/2 inch, 1368c; 341 inch, 1370c; 341 1/2 inch, 1372c; 342 inch, 1374c; 342 1/2 inch, 1376c; 343 inch, 1378c; 343 1/2 inch, 1380c; 344 inch, 1382c; 344 1/2 inch, 1384c; 345 inch, 1386c; 345 1/2 inch, 1388c; 346 inch, 1390c; 346 1/2 inch, 1392c; 347 inch, 1394c; 347 1/2 inch, 1396c; 348 inch, 1398c; 348 1/2 inch, 1400c; 349 inch, 1402c; 349 1/2 inch, 1404c; 350 inch, 1406c; 350 1/2 inch, 1408c; 351 inch, 1410c; 351 1/2 inch, 1412c; 352 inch, 1414c; 352 1/2 inch, 1416c; 353 inch, 1418c; 353 1/2 inch, 1420c; 354 inch, 1422c; 354 1/2 inch, 1424c; 355 inch, 1426c; 355 1/2 inch, 1428c; 356 inch, 1430c; 356 1/2 inch, 1432c; 357 inch, 1434c; 357 1/2 inch, 1436c; 358 inch, 1438c; 358 1/2 inch, 1440c; 359 inch, 1442c; 359 1/2 inch, 1444c; 360 inch, 1446c; 360 1/2 inch, 1448c; 361 inch, 1450c; 361 1/2 inch, 1452c; 362 inch, 1454c; 362 1/2 inch, 1456c; 363 inch, 1458c; 363 1/2 inch, 1460c; 364 inch, 1462c; 364 1/2 inch, 1464c; 365 inch, 1466c; 365 1/2 inch, 1468c; 366 inch, 1470c; 366 1/2 inch, 1472c; 367 inch, 1474c; 367 1/2 inch, 1476c; 368 inch, 1478c; 368 1/2 inch, 1480c; 369 inch, 1482c; 369 1/2 inch, 1484c; 370 inch, 1486c; 370 1/2 inch, 1488c; 371 inch, 1490c; 371 1/2 inch, 1492c; 372 inch, 1494c; 372 1/2 inch, 1496c; 373 inch, 1498c; 373 1/2 inch, 1500c; 374 inch, 1502c; 374 1/2 inch, 1504c; 375 inch, 1506c; 375 1/2 inch, 1508c; 376 inch, 1510c; 376 1/2 inch, 1512c; 377 inch, 1514c; 377 1/2 inch, 1516c; 378 inch, 1518c; 378 1/2 inch, 1520c; 379 inch, 1522c; 379 1/2 inch, 1524c; 380 inch, 1526c; 380 1/2 inch, 1528c; 381 inch, 1530c; 381 1/2 inch, 1532c; 382 inch, 1534c; 382 1/2 inch, 1536c; 383 inch, 1538c; 383 1/2 inch, 1540c; 384 inch, 1542c; 384 1/2 inch, 1544c; 385 inch, 1546c; 385 1/2 inch, 1548c; 386 inch, 1550c; 386 1/2 inch, 1552c; 387 inch, 1554c; 387 1/2 inch, 1556c; 388 inch, 1558c; 388 1/2 inch, 1560c; 389 inch, 1562c; 389 1/2 inch, 1564c; 390 inch, 1566c; 390 1/2 inch, 1568c; 391 inch, 1570c; 391 1/2 inch, 1572c; 392 inch, 1574c; 392 1/2 inch, 1576c; 393 inch, 1578c; 393 1/2 inch, 1580c; 394 inch, 1582c; 394 1/2 inch, 1584c; 395 inch, 1586c; 395 1/2 inch, 1588c; 396 inch, 1590c; 396 1/2 inch, 1592c; 397 inch, 1594c; 397 1/2 inch, 1596c; 398 inch, 1598c; 398 1/2 inch, 1600c; 399 inch, 1602c; 399 1/2 inch, 1604c; 400 inch, 1606c; 400 1/2 inch, 1608c; 401 inch, 1610c; 401 1/2 inch, 1612c; 402 inch, 1614c; 402 1/2 inch, 1616c; 403 inch, 1618c;



## RETAIL SELLING PRICES—Continued.

PULLERS—Nail—Rex, \$2.00 each; Rex, Jr., \$1.75; Red Devil, \$2.75; Morrill's, \$2.75; Little Giant, \$2.75.

PULLEYS—Brass Screw, No. 350, ½ inch, 20c each; ¾, 25c; 1, 30c; 1½, 40c; 1¾, 65c. No. 370, ¾ inch, 40c each, 1, 60c.  
Brass Side—No. 1150, ½ inch, 25c each; ¾, 30c. No. 1170, ½ inch, 40c each; ¾, 45c.  
Brass Upright—No. 500, 35c each.  
Clothes Line—No. 610, 2 inch, 20c each; 2½, 25c. No. 660, 20c; 670, 20c; 1610, 2 inch, 25c; 2½, 35c; 1660, 25c; 1670, 30c; 6350G, 35c; 6500G, 55c.  
Hay Fork, No. 1267, 60c each; 692, 60c; 796, 75c; 46, \$1; 1651, \$1.75.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, \$1.00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, \$3.75; 2, \$4.25; 3, \$4.80; 4, \$5.50.

PUTTY—Per lb., 15c.

RAKES—GARDEN—Malleable, 12-tooth, 70c each; 14-tooth, 80c. Steel Straight, 12-tooth, \$1.10; 14-tooth, \$1.25. Steel Row, 11 and 12-tooth, \$1.35; 13 and 14-tooth, \$1.45; 15 and 16-tooth, \$1.60. Lawn, 85c.

RAIL (HOUSE DOOR)—Prouty—No. 5 .....foot, \$ .18

## Richards-Wilcox

9 .....foot, \$ .15 16, 019 .....foot, \$ .45  
132, 0132 ..... .60 150 ..... .18

RASPS—Flat Wood, 8-inch, 70c; 10-inch, 95c; 12-inch, \$1.25; 14-inch, \$1.65; 16-inch, \$2.25. Half Round Wood, 8-inch, 75c; 10-inch, \$1.00; 12-inch, \$1.35; 14-inch, \$1.80; 16-inch, \$2.35. Half Round Cabinet, 8-inch, 95c; 10-inch, \$1.25; 12-inch, \$1.65; 14-inch, \$2.10; 16-inch, \$2.65. Horse, Hellers Plain, 12-inch, 55c; 14-inch, 75c; 16-inch, \$1.00. Horse, Hellers Flanged, 14-inch, \$1.00; 16-inch, \$1.35.

RAZORS (SAFETY)—Eveready

No. 700, each .....\$1.00 No. 706 B, Blades, Pkg.... .40  
2, each ..... .80

## Gem

800, each ..... 1.00 800 B, Blades, Pkg.... .50

## Enders

900, each ..... 1.00 900 B, Blades, Pkg.... .85

## Durham Domino

1000, each ..... 1.00 1000 B, Blades, Pkg.. .50

## Gillette

00, each ..... 7.50 480, each ..... 5.00

460, each ..... 5.00 500, each ..... 5.00

460 B, each ..... 5.00 500 B, each ..... 6.00

470, each ..... 5.00 501, each ..... 5.00

501 B, each ..... 6.00 6 X B Blades, pkg. .50

13 X B Blades, pkg 1.00

## Auto Strop

1, set ..... 5.00 2541, set ..... 5.00

15, set ..... 6.00 600 B Blades, pkg. 1.00

25, set ..... 6.50 600½ B Blades, pkg. .50

251, set ..... 5.00

REELS—Hose—No. 1 Wire, \$1.65 each; No. 60, Wood, \$2.25.

REGISTERS—

REVOLVERS—

Colts, Model Each.

Police Positive ..... \$4.00 304 B ..... 17.25

Police Positive Special 35.50 323 B ..... 17.00

Police Positive Target 36.00 324 ..... 17.00

Army Special ..... 38.00 324 B ..... 17.25

New Service ..... 39.00 343, 353 ..... 17.75

Single Action ..... 36.75 343 B, 353 B ..... 18.00

Harrington & Richardson 344, 354 ..... 18.00

203, 223 ..... 10.50 344 B, 354 B ..... 18.50

203 B, 223B ..... 11.00 364 B ..... 19.25

204, 224 ..... 10.75 865 B ..... 19.50

204 B, 224 B ..... 11.25

263, 273 ..... 11.50

263 B, 273 B ..... 12.00

284, 274 ..... 12.00

264 B, 274 B ..... 12.50

Iver Johnson—

300, 303, 323 ..... 16.50

300 B, 303 B ..... 16.75

804 ..... 16.75

RIFLES—No. and Model—

Daisy Air—Each

25 ..... 5.25 Marlin—

40 ..... 5.25 20 TD—Octagon Brl... 18.50

3 ..... 8.00 27 TD—Round Brl... 21.80

30 ..... 2.85 TD—Octagon Barrel. 24.55

11 ..... 2.35 29 TD—Round Brl... 15.60

12 ..... 2.00 1897 TD—Round Brl. 22.75

King Air—

4 ..... 2.25 Remington—

5 ..... 2.65 4 TD—Octagon Brl... 15.00

21 ..... 1.85 6 TD—Round Brl... 10.00

22 ..... 1.50 8 A TD Round Brl... 81.25

12 TD—Round Brl... 19.40

TD—Octagon Brl.... 27.50

14 A TD—Standard... 56.00

TD—Carbine ..... 56.00

16 A TD—Standard... 42.50

Savage—

1899 250-3000..... 61.50

1899 TD, Feath'wt... 56.50

1899 SF ..... 46.00

1904 TD, Single shot 9.75

1914 TD, Hammerless 28.50

Stevens—

Little Scout ..... 5.75

Crack Shot ..... 7.25

Marksmen ..... 9.50

Favorite ..... 11.00

70 TD, 22 ..... 17.25

1919, 22 ..... 23.50

Winchester—

1886 SF—Round Brl. 48.00

TD—Round Brl 56.75

1890 TD—Oct. Fancy 57.50

TD—Oct. Plain. 30.00

1892 SF—Round Brl. 37.50

SF—Oct. Brl... 32.50

TD—Oct. Brl... 45.75

SF—Carbine ..... 32.00

1894 SF—Round Brl. 35.00

SF—Oct. Brl... 42.00

SF—Carbine ..... 35.50

TD—Oct. Brl... 54.50

1895 SF ..... 47.00

1895—Govt. Model... 50.50

1895 TD ..... 59.25

1902 TD ..... 10.00

1903 TD—Plain ..... 42.50

TD—Fancy ..... 69.00

1904—TD—22 ..... 10.00

1906 TD ..... 27.50

1907 TD ..... 58.00

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 9S, 10c box.

Copper—With Burrs—

Size. ½ Lbs. Lbs. Size. ½ Lbs. Lbs.

7—St'r Lgths .50 .75 7—Asst. .... .45 .80

8 " .50 .80 8 " ..... .45 .80

9 " .50 .80 9 " ..... .50 .85

10 " .50 .85 10 " ..... .50 .90

12 " .50 .90 12 " ..... .50 .95

Copper Iron, with Burrs—08 Asst., 25c ½-lb. box; 010, 30c.

RIVETS—Tinnners—Black, all sizes (in kegs), 30c lb. Tinned,

3, 3½ (in kegs), 30c lb.; 4, 5, 80c; 6, 7, 8, 35c; 10, 35c.

ROOFING—(See Paper)—

ROPE—Cotton, Thread—8-16, \$1.10; ¼ to 5-16, \$1.10 lb.;

¾ to ¾, \$1.10; ¾ to 1, \$1.15.

Manila—Base, 40c lb.

Sisal—Base, 80c lb.

RULES, Boxwood—Lufkin-Stanley—No. 171 (36), 60c each;

372 (36½), 85c; 378 (3), \$1.50; 386 (32), 90c; 388

(32½), \$1.30; 488 (57), 80c; 651 (68), 35c; 702 (18),

55c; 751 (61), 40c; 752 (70), 50c; 761 (63), 50c; 762B

(7), \$1.40; 771 (84), 85c; 780 (62½), \$1.00; 781 (62)

\$1.00; 861A (53½), \$1.00; 862C (38½), \$1.50; 871 (52),

95c; 881 (54), \$1.15; 981 (60), \$1.40; 8851 (66½), 80c;

8851Y (66), 80c; 8861 (66½), 90c; 8881 (66½), \$2.00.

Rules, Steel—B 85, Blacksmith's, \$1.00 each; 1085, Black-

smith's, 85c; 041 Pocket, 20c; 4141, 4641, Zig-Zag, \$1.15;

4142, 4642, Zig-Zag, \$1.85; 4143, 4643, Zig-Zag, \$2.75;

4144, 4644, Zig-Zag, \$3.75.

RULES, ZIG ZAG—Lufkin-Stanley—No. 804 F, 50c each;

No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515

(05), 65c; 8516 (06), 75c; 8518 (08), \$1.00; 8523 (403 F),

40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F),

75c; 8613 (103), 45c; 8615 (105) 70c; 8616 (106), 85c;

8624 (854 F), 60c; 8626 (856 F), 85c.

Aluminoid, Zig Zag—4 ft., \$1.75; 5 ft., \$3.00; 6 ft., \$3.25.

SAWS—One Man—Cross-cut—

Disston Chinook Chinook

3 ft. .... 4.00 5½ ft. .... 7.70

3½ ft. .... 4.80 6 ft. .... 8.65

4 ft. .... 5.25 6½ ft. .... 10.75

4½ ft. .... 5.75 7 ft. .... 10.90

5 ft. .... 6.50 7½ ft. .... 12.00

Simonds Falling same price as Royal Chinook Cross Out.

SAWS—Hand—

12 Disston or 69 Atkins. No. 7 Disston

20 inch. .... 4.15 18 inch. .... 2.50

22 inch. .... 4.65 20 inch. .... 2.65

24 inch. .... 5.00 22 inch. .... 2.35

26 inch. .... 5.25 24 inch. .... 3.10

28 inch. .... 5.75 26 inch. .... 3.20

30 inch. .... 6.00 28 inch. .... 3.75

D8 Disston, or 51 Atkins. No. 120 Disston

18 inch. .... 8.00 26 inch. .... 5.75

20 inch. .... 3.25 28 inch. .... 6.00

22 inch. .... 3.65 No. 113 Disston—

24 inch. .... 3.85 26 inch. .... 4.15

26 inch. .... 4.00 28 inch. .... 4.50

28 inch. .... 4.65 D100 or D20 Disston—

30 inch. .... 5.00 26 inch. .... 4.00

28 inch. .... 4.40

Simonds Hand and Cross-cut Saws—Prices on Application.

SAWS—Miscellaneous—

Back Compass No. 2

12-inch ..... 2.50 12-inch ..... .85

14-inch ..... 2.85 14-inch ..... .90

16-inch ..... 3.25 16-inch ..... .95

22-inch ..... 4.00 Kitchen No. 3

24-inch ..... 4.25 12-inch ..... .65

26-inch ..... 4.75 14-inch ..... .70

28-inch ..... 5.50 16-inch ..... .75

Butcher No. 10

16-inch ..... 1.80 24-inch ..... 5.25

18-inch ..... 1.90 26-inch ..... 5.75

20-inch ..... 2.00 28-inch ..... 6.50

22-inch ..... 2.15

## RETAIL SELLING PRICES—Continued.

## SAWS—MISCELLANEOUS—Continued—

| Nest, Complete            |      | No. 50 California, 14-in. | 1.40 |
|---------------------------|------|---------------------------|------|
| No. 8.....                | 2.50 | No. 51 California, 12-in. | 1.80 |
| Pruning                   |      | No. 51 California, 14-in. | 1.90 |
| No. 50 California, 12 in. | 1.85 | Disston, No. 9, 14-inch.  | 3.00 |
|                           |      | Disston, No. 10, 14-inch  | 3.25 |

| Buck—                            |      |  |  |
|----------------------------------|------|--|--|
| Com Sgl Brace V tooth.....       | 1.50 |  |  |
| Com Dbbl Brace Tuttle tooth..... | 2.50 |  |  |
| Com Dbbl Brace V tooth.....      | 2.25 |  |  |
| No. 150 Special.....             | 1.75 |  |  |

SAW CLAMPS—No. 3, \$2.00; 0, \$1.35. Perfection, No. 1W, \$2.25; No. 3W, \$2.75; No. 2W, \$3.25. No. 11, with Guide, \$3.25; Bishop's No. 750, 85c; Stearns' No. 105, \$2.75; No. 200, \$1.75; N33, \$2.25; No. 3, Disston, \$4.50.

## SAW SETS—

| X Cut—             |      |                    |      |
|--------------------|------|--------------------|------|
| 201 G. & P.....    | 1.05 | Morrill No. 3..... | 1.35 |
| Spec. Morrill..... | 2.00 | Baker No. 3.....   | 2.35 |
| 105 Morrill.....   | .60  | Colonial.....      | 1.35 |
| 1 Morrill.....     | 1.60 | 7 Taintor.....     | 1.75 |
| 10.....            | 1.10 | 28 Triumph.....    | 1.65 |
| 77.....            | .95  | Hammer.....        | .85  |
|                    |      | Lever.....         | .25  |

## SAW TOOLS—

|                            |      |                          |      |
|----------------------------|------|--------------------------|------|
| Clipper Outfit.....        | .80  | Morin No. 2½.....        | 4.60 |
| Morin Raker Gauge—         |      | Morin No. 3.....         | 2.00 |
| No. 1.....                 | 1.50 | Setting Tool Disston—    |      |
| No. 6.....                 | 2.25 | No. 100.....             | .80  |
| No. 9.....                 | 2.50 | No. 4 Setting Blocks—    |      |
| Atkins Raker Swage.....    | .40  | No. 4 Blocks, Morin..... | 2.00 |
| 5-M Tooth Gauge.....       | .25  | Swages No. 0 Disst.....  | 4.75 |
| Jointers Pikes Perf.....   | .75  | Swages, Whittings.....   | 1.00 |
| Jointers No. 7 Sterns..... | .70  | Atkins, Rex.....         | 1.00 |
| Morin No. 2.....           | 4.00 | Atkins, Excelsior.....   | .85  |

SCALES—Family, testing without scoop, \$3.00; with scoop, \$3.50; Peddlers', glass sash, \$4.50; glass sash with chains, \$4.75; brass dial, \$5.00; brass dial with chains, \$5.25. Spring Balance, No. 50, 80c each; 51, 55c; family, \$5.75; No. 202, \$6.50.

SCISSORS—Cast, No. 10, 50c each; No. 44, 7¼ inch, 50c; 8¼ inch, 55c; No. 240, 4 inch, 25c; 4½ inch, 30c; No. 255, 4 inch, 30c; 4½ inch, 85c; 5 inch, 85c; 5½ inch, 40c; 6 inch, 45c; No. 320, 70c; No. 350, 65c.

Wiss—No. 14 B H, \$1.85; 54¼, \$1.20; 55, \$1.25; 55½, \$1.30; 56, \$1.40; 56½, \$1.50; 57, \$1.60; 57½, \$1.45; 155, \$1.50; 155½, \$1.55; 156, \$1.60; 156½, \$1.70; 157, \$1.85; 364, \$1.55; 364½, \$1.60; 365, \$1.65; 366, \$1.85; 463, \$1.40; 463½, \$1.45; 464, \$1.50; 573, \$1.85; 578½, \$2.10; 574¼, \$2.30; 663, \$1.85; 663½, \$2.10; 664, \$2.30; 763, \$1.30; 763½, \$1.40; 764, \$1.45; 764½, \$1.50; 765, \$1.55; 765½, \$1.60; 766, \$1.75; 773, \$1.45; 773½, \$1.50; 774, \$1.55; 814, \$1.55; 814½, \$1.60; 815, \$1.65; 815½, \$1.70; 816, \$1.85.

SCOOPS—Common Hollow Back—No. 2, \$2.40 each; 3, \$2.50; 4, \$2.60; 5, \$2.75; 6, \$2.85; 7, \$2.90; 8, \$3.00; 9, \$3.10; 10, \$3.25.

SCREENS—Adjustable—Window—Wabash, Wood Frame, 15x 33, 80c; 18x33, 90c; 24x33, \$1.15; 30x33, \$1.45; 24x37, \$1.25; 28x37, \$1.50.

Sherwood, Steel Frame—18x33, \$1.10; 24x33, \$1.25; 24x 37, \$1.35; 30x37, \$1.65.

## SCREWS—Cap and Set—

Machine—Brass, Flat or Round Head—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

| Size.   | ¾-in. | ¾-in. | ¾-in. | ¾-in. | 1-in. |
|---------|-------|-------|-------|-------|-------|
| 2.....  | .30   | .35   | .40   | .45   | ...   |
| 4.....  | .35   | .40   | .45   | .50   | .80   |
| 6.....  | .45   | .50   | .55   | .60   | .75   |
| 8.....  | .65   | .75   | .85   | .90   | 1.10  |
| 10..... | .90   | 1.05  | 1.20  | 1.40  | 1.70  |
| 12..... | 1.20  | 1.40  | 1.55  | 1.70  | 2.00  |
| 14..... | 1.50  | 1.75  | 2.00  | 2.30  | 2.75  |
| 16..... | 2.40  | 2.65  | 2.90  | 3.15  | 3.65  |
| 18..... | 3.00  | 3.40  | 3.70  | 4.00  | 4.75  |
| 20..... | 3.80  | 4.15  | 4.55  | 5.00  | 5.75  |

| Size.   | 1¼-in. | 1¼-in. | 1¼-in. | 2-in. |
|---------|--------|--------|--------|-------|
| 4.....  | .75    | .90    | 1.15   | 1.40  |
| 6.....  | 1.00   | 1.25   | 1.55   | 1.90  |
| 8.....  | 1.35   | 1.55   | 1.90   | 2.25  |
| 10..... | 2.00   | 2.20   | 2.50   | 2.85  |
| 12..... | 2.35   | 2.70   | 3.10   | 3.50  |
| 14..... | 3.10   | 3.45   | 3.85   | 4.25  |
| 16..... | 4.00   | 4.55   | 5.15   | 5.75  |
| 18..... | 5.20   | 5.70   | 6.35   | 7.10  |
| 20..... | 6.60   | 7.45   | 8.25   | 9.00  |

| Iron, Flat or Round Head— |       |       |       |       |       |
|---------------------------|-------|-------|-------|-------|-------|
| Size.                     | ¾-in. | ¾-in. | ¾-in. | ¾-in. | 1-in. |
| 2.....                    | .20   | .25   | .25   | .30   | ...   |
| 4.....                    | .20   | .25   | .25   | .30   | .35   |
| 6.....                    | .25   | .25   | .30   | .30   | .40   |
| 8.....                    | .30   | .35   | .35   | .40   | .45   |
| 10.....                   | .45   | .50   | .50   | .55   | .60   |
| 12.....                   | .50   | .55   | .60   | .60   | .70   |
| 14.....                   | .60   | .65   | .70   | .70   | .85   |
| 16.....                   | .80   | .80   | .85   | .90   | 1.10  |
| 18.....                   | 1.00  | 1.10  | 1.15  | 1.20  | 1.35  |
| 20.....                   | 1.30  | 1.35  | 1.40  | 1.50  | 1.65  |

| Size    | 1¼-in. | 1¼-in. | 1¼-in. | 2-in. |
|---------|--------|--------|--------|-------|
| 4.....  | .40    | .50    | .60    | .75   |
| 6.....  | .45    | .55    | .65    | .90   |
| 8.....  | .50    | .60    | .70    | .90   |
| 10..... | .75    | .90    | 1.00   | 1.15  |
| 12..... | .80    | .95    | 1.10   | 1.25  |
| 14..... | .95    | 1.15   | 1.25   | 1.50  |
| 16..... | 1.15   | 1.40   | 1.70   | 1.95  |
| 18..... | 1.65   | 1.90   | 2.15   | 2.45  |
| 20..... | 1.90   | 2.15   | 2.45   | 2.70  |

## Cap Screws—

Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.

U. S. S. Thread, Iron—

| Lgth. (ins.) | ¾-in. | 5-16-in. | ¾-in. | 7-16-in. | ¾-in. |
|--------------|-------|----------|-------|----------|-------|
| ¾.....       | .55   | .60      | .65   | .80      | 1.05  |
| 1.....       | .55   | .60      | .65   | .80      | 1.05  |
| 1½.....      | .60   | .65      | .75   | .90      | 1.10  |
| 2.....       | .65   | .65      | .75   | .95      | 1.20  |
| 2½.....      | .70   | .75      | .80   | 1.05     | 1.30  |
| 3.....       | .75   | .80      | .85   | 1.10     | 1.40  |
| 3½.....      | .75   | .85      | .95   | 1.20     | 1.50  |
| 4.....       | .85   | .95      | 1.00  | 1.30     | 1.60  |
| 4½.....      | .95   | 1.05     | 1.10  | 1.35     | 1.70  |
| 5.....       | 1.10  | 1.15     | 1.25  | 1.50     | 1.80  |
| 6.....       | ...   | ...      | ...   | 1.75     | 2.15  |
| 8.....       | ...   | ...      | ...   | ...      | 2.50  |

| Lgth. (ins.) | ¾-in. | ¾-in. | ¾-in. | 1-in. |
|--------------|-------|-------|-------|-------|
| 1.....       | 1.65  | 2.25  | 3.30  | ...   |
| 1½.....      | 1.70  | 2.25  | 3.30  | ...   |
| 2.....       | 1.80  | 2.45  | 3.30  | ...   |
| 2½.....      | 1.85  | 2.60  | 3.50  | 4.10  |
| 3.....       | 2.10  | 2.80  | 3.80  | 4.50  |
| 3½.....      | 2.25  | 3.00  | 4.10  | 4.90  |
| 4.....       | 2.45  | 3.15  | 4.25  | 5.30  |
| 5.....       | 2.70  | 3.65  | 4.70  | 6.10  |
| 6.....       | 3.05  | 4.25  | 5.40  | 6.95  |
| 8.....       | 3.60  | 4.85  | 6.00  | 7.75  |

## S. A. F. Thread, Steel—

| Lgth. (in.) | ¾-in. | 5-16-in. | ¾-in. | 7-16-in. | ¾-in. |
|-------------|-------|----------|-------|----------|-------|
| ¾.....      | .60   | .75      | .85   | 1.20     | 1.25  |
| 1.....      | .65   | .80      | .90   | 1.20     | 1.30  |
| 1½.....     | .70   | .80      | .90   | 1.25     | 1.35  |
| 2.....      | .75   | .85      | .95   | 1.30     | 1.45  |
| 2½.....     | .80   | .90      | 1.00  | 1.45     | 1.60  |
| 3.....      | .85   | .95      | 1.10  | 1.55     | 1.75  |
| 3½.....     | .90   | 1.10     | 1.20  | 1.65     | 1.90  |
| 4.....      | 1.05  | 1.20     | 1.25  | 1.80     | 2.00  |
| 4½.....     | 1.20  | 1.30     | 1.35  | 1.90     | 2.15  |
| 5.....      | 1.30  | 1.40     | 1.50  | 2.00     | 2.25  |
| 6.....      | 1.40  | 1.55     | 1.60  | 2.15     | 2.45  |
| 8.....      | 1.60  | 1.75     | 1.90  | 2.50     | 2.75  |
| 10.....     | 1.75  | 2.00     | 2.15  | 2.80     | 3.10  |

| Lgth. (ins.) | 9-16-in. | ¾-in. | ¾-in. |
|--------------|----------|-------|-------|
| ¾.....       | 2.15     | ...   | ...   |
| 1.....       | 2.15     | ...   | ...   |
| 1½.....      | 2.15     | ...   | ...   |
| 2.....       | 2.15     | ...   | ...   |
| 2½.....      | 2.25     | 2.65  | 4.45  |
| 3.....       | 2.40     | 2.85  | 4.45  |
| 3½.....      | 2.60     | 3.05  | 4.70  |
| 4.....       | 2.80     | 3.25  | 5.05  |
| 4½.....      | 3.05     | 3.50  | 5.35  |
| 5.....       | 3.25     | 3.80  | 5.60  |
| 6.....       | 3.45     | 3.95  | 5.95  |
| 8.....       | 3.85     | 4.60  | 6.75  |
| 10.....      | 4.50     | 5.25  | 7.55  |

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

Square Head, V or U. S. S. Thread—

| Lgth. (ins.) | ¾-in. | 5-16-in. | ¾-in. | 7-16-in. | ¾-in. |
|--------------|-------|----------|-------|----------|-------|
| ¾.....       | .25   | .30      | .35   | .40      | .50   |
| 1.....       | .30   | .35      | .40   | .45      | .55   |
| 1½.....      | .30   | .35      | .40   | .45      | .55   |
| 2.....       | .30   | .35      | .40   | .50      | .60   |
| 2½.....      | .35   | .40      | .45   | .55      | .65   |
| 3.....       | .40   | .40      | .50   | .65      | .75   |
| 3½.....      | .45   | .45      | .55   | .70      | .85   |
| 4.....       | .50   | .55      | .65   | .80      | .95   |
| 4½.....      | ...   | .65      | .70   | .90      | 1.05  |
| 5.....       | ...   | .70      | .80   | 1.00     | 1.15  |
| 6.....       | ...   | ...      | ...   | ...      | 1.40  |
| 8.....       | ...   | ...      | ...   | ...      | 1.65  |

| Lgth. (ins.) | ¾-in. | ¾-in. | ¾-in. | 1-in. |
|--------------|-------|-------|-------|-------|
| ¾.....       | .90   | ...   | ...   | ...   |
| 1.....       | .90   | ...   | ...   | ...   |
| 1½.....      | 1.00  | 1.70  | 2.40  | ...   |
| 2.....       | 1.10  | 1.85  | 2.50  | 3.40  |
| 2½.....      | 1.25  | 2.00  | 2.70  | 3.75  |
| 3.....       | 1.35  | 2.10  | 2.95  | 4.00  |
| 3½.....      | 1.45  | 2.25  | 3.20  | 4.35  |
| 4.....       | 1.65  | 2.40  | 3.40  | 4.65  |
| 4½.....      | 1.85  | 2.65  | 3.90  | 5.25  |
| 6.....       | 2.10  | 3.00  | 4.35  | 5.90  |
| 8.....       | 2.35  | 3.40  | 4.80  | 6.50  |

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Brass, Flat or Round Head—

## RETAIL SELLING PRICES—Continued.

## WOOD SCREWS—Continued—

| Size.   | 1/4-in. | 3/8-in. | 1/2-in. | 5/8-in. | 3/4-in. | 1-in. | 1 1/4-in. |
|---------|---------|---------|---------|---------|---------|-------|-----------|
| 0.....  | .60     | .60     | .65     | ...     | ...     | ...   | ...       |
| 1.....  | .60     | .60     | .65     | ...     | ...     | ...   | ...       |
| 2.....  | .60     | .65     | .65     | ...     | ...     | ...   | ...       |
| 3.....  | .65     | .70     | .70     | .75     | .85     | 1.05  | 1.15      |
| 4.....  | .70     | .75     | .75     | .80     | .85     | 1.10  | 1.20      |
| 5.....  | .75     | .80     | .85     | .90     | 1.00    | 1.15  | 1.20      |
| 6.....  | ...     | .85     | .90     | 1.00    | 1.10    | 1.15  | 1.25      |
| 7.....  | ...     | .95     | 1.00    | 1.10    | 1.25    | 1.35  | 1.50      |
| 8.....  | ...     | 1.05    | 1.15    | 1.20    | 1.40    | 1.55  | 1.70      |
| 9.....  | ...     | ...     | ...     | 1.50    | 1.60    | 1.75  | 1.95      |
| 10..... | ...     | ...     | ...     | 1.70    | 1.85    | 2.05  | 2.20      |
| 11..... | ...     | ...     | ...     | 1.85    | 2.10    | 2.35  | 2.55      |
| 12..... | ...     | ...     | ...     | ...     | 2.35    | 2.60  | 2.85      |
| 13..... | ...     | ...     | ...     | ...     | ...     | ...   | 2.90      |
| 14..... | ...     | ...     | ...     | ...     | ...     | ...   | 2.90      |
| 15..... | ...     | ...     | ...     | ...     | ...     | ...   | 4.65      |
| 16..... | ...     | ...     | ...     | ...     | ...     | ...   | ...       |

| Size.   | 1 1/4-in. | 1 1/2-in. | 1 3/4-in. | 2-in. | 2 1/4-in. | 2 1/2-in. | 2 3/4-in. | 3-in. |
|---------|-----------|-----------|-----------|-------|-----------|-----------|-----------|-------|
| 6.....  | 1.65      | ...       | ...       | ...   | ...       | ...       | ...       | ...   |
| 7.....  | 1.70      | 2.25      | 2.80      | 3.65  | ...       | ...       | ...       | ...   |
| 8.....  | 2.00      | 2.80      | 2.90      | 3.70  | ...       | ...       | ...       | ...   |
| 9.....  | 2.25      | 2.55      | 2.95      | 3.75  | ...       | 6.60      | ...       | ...   |
| 10..... | 2.45      | 3.00      | 3.80      | 3.80  | 4.95      | 6.65      | ...       | ...   |
| 11..... | 2.90      | 3.25      | 3.75      | 4.80  | 5.10      | 6.70      | 9.70      | ...   |
| 12..... | 3.25      | 3.75      | 4.35      | 4.80  | 5.55      | 6.75      | 9.80      | ...   |
| 13..... | 3.75      | 4.15      | 4.70      | 5.20  | 6.25      | 6.90      | 9.90      | ...   |
| 14..... | 4.10      | 4.65      | 5.15      | 5.90  | 6.85      | 7.50      | 10.00     | ...   |
| 15..... | 4.60      | 5.35      | 6.05      | 6.85  | 7.50      | 8.30      | 10.25     | ...   |
| 16..... | 5.05      | 5.85      | 6.65      | 7.50  | 8.35      | ...       | ...       | ...   |
| 17..... | ...       | 6.40      | ...       | 8.20  | 9.10      | ...       | ...       | ...   |
| 18..... | ...       | 7.60      | ...       | 9.75  | 10.75     | ...       | ...       | ...   |

## Flat Head, Bright—

| Size.     | 1/4-in. | 3/8-in. | 1/2-in. | 5/8-in. | 3/4-in. | 1-in. | 1 1/4-in. |
|-----------|---------|---------|---------|---------|---------|-------|-----------|
| 0 to 2... | .35     | .35     | ...     | ...     | ...     | ...   | ...       |
| 3.....    | .35     | .35     | .35     | .35     | .35     | .35   | .40       |
| 4.....    | .35     | .35     | .35     | .35     | .40     | .40   | .45       |
| 5.....    | ...     | .35     | .35     | .35     | .40     | .45   | .45       |
| 6.....    | ...     | .40     | .40     | .40     | .45     | .45   | .45       |
| 7.....    | ...     | .40     | .40     | .45     | .45     | .50   | .50       |
| 8.....    | ...     | .45     | .45     | .45     | .50     | .50   | .55       |
| 9.....    | ...     | .45     | .50     | .50     | .50     | .55   | .55       |
| 10.....   | ...     | ...     | .55     | .55     | .55     | .60   | .60       |
| 11.....   | ...     | ...     | .55     | .55     | .60     | .65   | .65       |
| 12.....   | ...     | ...     | .60     | .60     | .65     | .70   | .70       |
| 13.....   | ...     | ...     | ...     | .65     | .70     | .75   | .80       |
| 14.....   | ...     | ...     | ...     | .65     | .75     | .80   | .85       |
| 15.....   | ...     | ...     | ...     | ...     | .85     | .85   | 1.00      |
| 16.....   | ...     | ...     | ...     | ...     | .90     | 1.00  | 1.25      |
| 17.....   | ...     | ...     | ...     | ...     | ...     | ...   | 1.35      |
| 18.....   | ...     | ...     | ...     | ...     | ...     | ...   | 1.40      |
| 20.....   | ...     | ...     | ...     | ...     | ...     | ...   | 1.75      |

| Size.   | 1 1/4-in. | 1 1/2-in. | 1 3/4-in. | 2-in. | 2 1/4-in. | 2 1/2-in. | 2 3/4-in. | 3-in. |
|---------|-----------|-----------|-----------|-------|-----------|-----------|-----------|-------|
| 3.....  | .45       | .50       | ...       | ...   | ...       | ...       | ...       | ...   |
| 4.....  | .50       | .55       | ...       | ...   | ...       | ...       | ...       | ...   |
| 5.....  | .50       | .55       | .65       | .75   | .80       | .95       | ...       | ...   |
| 6.....  | .55       | .60       | .70       | .75   | .80       | 1.00      | 1.50      | 1.50  |
| 7.....  | .55       | .60       | .75       | .80   | .85       | 1.05      | 1.50      | 1.50  |
| 8.....  | .60       | .65       | .75       | .80   | .90       | 1.10      | 1.55      | 1.55  |
| 9.....  | .60       | .70       | .80       | .85   | .95       | 1.15      | 1.55      | 1.55  |
| 10..... | .65       | .70       | .80       | .90   | 1.00      | 1.20      | 1.60      | 1.60  |
| 11..... | .70       | .75       | .85       | .95   | 1.05      | 1.25      | 1.60      | 1.60  |
| 12..... | .80       | .85       | .90       | 1.00  | 1.10      | 1.30      | 1.65      | 1.65  |
| 13..... | .85       | .90       | 1.00      | 1.10  | 1.20      | 1.35      | 1.70      | 1.70  |
| 14..... | .95       | 1.00      | 1.15      | 1.25  | 1.35      | 1.45      | 1.75      | 1.75  |
| 15..... | 1.10      | 1.20      | 1.30      | 1.40  | 1.55      | 1.65      | 1.90      | 1.90  |
| 16..... | 1.25      | 1.40      | 1.45      | 1.55  | 1.75      | 1.85      | 2.10      | 2.10  |
| 17..... | 1.40      | 1.60      | 1.75      | 1.85  | 1.95      | 2.10      | 2.40      | 2.40  |
| 18..... | 1.65      | 1.90      | 2.00      | 2.10  | 2.30      | 2.35      | 2.75      | 2.75  |
| 20..... | 2.00      | 2.15      | 2.25      | 2.40  | 2.65      | 2.90      | 3.25      | 3.25  |

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head, Bright.

## SAFETY SET—(Bristle)—

1/4-inch, any length, 10c each; 5-16, 10c; 3/8, 12c; 7-16, 15c; 1/2, 18c; 3/4, 25c; 1, 30c; 1 1/4, 35c; 1-inch, 40c.

## SCREWS—Lag—Gimlet Point, Square Head—80% below.

| 1/4, 5-16-in. | 3/8, 1/2-in. | 1/2, 3/4-in. | 3/4, 1-in. | 1, 1 1/4-in. |
|---------------|--------------|--------------|------------|--------------|
| Dos. 100      | Dos. 100     | Dos. 100     | Dos. 100   | Dos. 100     |
| 1.....        | .35          | 2.25         | ...        | ...          |
| 1 1/4.....    | .35          | 2.25         | ...        | ...          |
| 1 1/2.....    | .35          | 2.25         | .45        | 2.70         |
| 1 3/4.....    | .40          | 2.45         | .45        | 2.95         |
| 2.....        | .40          | 2.45         | .45        | 2.95         |
| 2 1/4.....    | .45          | 2.65         | .50        | 3.25         |
| 2 1/2.....    | .45          | 2.65         | .55        | 3.50         |
| 2 3/4.....    | .50          | 3.05         | .60        | 3.75         |
| 3.....        | .50          | 3.25         | .65        | 4.00         |
| 3 1/4.....    | .55          | 3.45         | .70        | 4.25         |
| 3 1/2.....    | .60          | 3.65         | .75        | 4.50         |
| 3 3/4.....    | .65          | 4.05         | .80        | 5.05         |
| 4.....        | .65          | 4.05         | .80        | 5.05         |
| 4 1/4.....    | .65          | 4.05         | .80        | 5.05         |
| 4 1/2.....    | .65          | 4.05         | .80        | 5.05         |
| 4 3/4.....    | .65          | 4.05         | .80        | 5.05         |
| 5.....        | .65          | 4.05         | .80        | 5.05         |
| 5 1/4.....    | .65          | 4.05         | .80        | 5.05         |
| 5 1/2.....    | .65          | 4.05         | .80        | 5.05         |
| 5 3/4.....    | .65          | 4.05         | .80        | 5.05         |
| 6.....        | .65          | 4.05         | .80        | 5.05         |
| 6 1/4.....    | .65          | 4.05         | .80        | 5.05         |
| 6 1/2.....    | .65          | 4.05         | .80        | 5.05         |
| 6 3/4.....    | .65          | 4.05         | .80        | 5.05         |
| 7.....        | .65          | 4.05         | .80        | 5.05         |
| 7 1/4.....    | .65          | 4.05         | .80        | 5.05         |
| 7 1/2.....    | .65          | 4.05         | .80        | 5.05         |
| 7 3/4.....    | .65          | 4.05         | .80        | 5.05         |
| 8.....        | .65          | 4.05         | .80        | 5.05         |
| 8 1/4.....    | .65          | 4.05         | .80        | 5.05         |
| 8 1/2.....    | .65          | 4.05         | .80        | 5.05         |
| 8 3/4.....    | .65          | 4.05         | .80        | 5.05         |
| 9.....        | .65          | 4.05         | .80        | 5.05         |
| 9 1/4.....    | .65          | 4.05         | .80        | 5.05         |
| 9 1/2.....    | .65          | 4.05         | .80        | 5.05         |
| 9 3/4.....    | .65          | 4.05         | .80        | 5.05         |
| 10.....       | .65          | 4.05         | .80        | 5.05         |
| 10 1/4.....   | .65          | 4.05         | .80        | 5.05         |
| 10 1/2.....   | .65          | 4.05         | .80        | 5.05         |
| 10 3/4.....   | .65          | 4.05         | .80        | 5.05         |
| 11.....       | .65          | 4.05         | .80        | 5.05         |
| 11 1/4.....   | .65          | 4.05         | .80        | 5.05         |
| 11 1/2.....   | .65          | 4.05         | .80        | 5.05         |
| 11 3/4.....   | .65          | 4.05         | .80        | 5.05         |
| 12.....       | .65          | 4.05         | .80        | 5.05         |

## SCREW DRIVERS—Machinists', No. 51, 50c each; 5 1/4, 75c;

52, 85c; 5 1/2, \$1.10; 53, \$1.15; 53 1/2, \$1.40; 54, \$2.65; 210, \$1.90; 215, \$2.25; 218, \$2.75.  
Yankee Ratchet—No. 11, 2-inch, 70c each; 3, 85c; 4, 95c; 5, \$1; 6, \$1.15; 8, \$1.35; 10, \$1.65; 12, \$1.00; 15, 2-inch, 75c; 3, 80c; 4, 85c; 5, 90c. No. 30, \$3.00, \$1, \$4.00; 35, \$2.25; 60, \$1.00; 130, \$3.75.

## SCREW DRIVERS—G. &amp; P.—367—1 1/4, 35c; 3, 40c; 4, 45c.

## SCYTHES—Bush—

| No.      | Each. | No.      | Each. |
|----------|-------|----------|-------|
| 400..... | 2.50  | 200..... | 2.50  |
| 450..... | 2.35  | 250..... | 2.35  |
| ...      | ...   | 100..... | 2.50  |
| 300..... | 2.50  | 150..... | 2.35  |
| 350..... | 2.85  | ...      | ...   |

SHEETS—IRON—Galvanized—10 to 16, 11 1/2c; 18 to 24, 12c; 26 to 27, 12 1/2c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., \$6.25 Galv., 26, \$9.50; 28, \$8.50. Rockface Siding, \$9.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 20c cut; 13c full sheet. Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut 22c; 15c full sheet.

## SHIELDS—Expansion—Sebeco—Per hundred list.

| Size           | Each  | %   | Each  | %   |
|----------------|-------|-----|-------|-----|
| 8-16 inch..... | 3.40  | 1/2 | 22.00 | 1/2 |
| 1/4.....       | 9.40  | 1/2 | 27.80 | 1/2 |
| 5-16.....      | 10.50 | 1/2 | 29.95 | 1/2 |
| 1/2.....       | 18.25 | 1/2 | 53.30 | 1/2 |
| 7-16.....      | 17.75 | 1   | 66.60 | 1   |

## SHINGLES—Tin, 5x7, \$2.50; 7x10, \$4.00.

SHOT—Air Rifle, No. 35 (bulk), 30c lb.; No. 125 (1-lb. bags), 30c lb.; No. 525 (tubes), 10c pkg. Balls, Nos. 0, 00, 000, 20c lb. Buck Nos. 1, 2, 3, 30c lb. Drop, Nos. 1 to 12, 30c lb.; B, BB, BBB, 25c lb.

SHOVELS—D Handle, Round Point, No. 102, \$2.50 each; 201 \$2.85; 401, \$2.00; 1003, \$2.25; 1004, \$2.35; 1005, \$2.50. D Handle, Square Point—No. 104, \$2.50 each; 202, \$2.85; 307, \$3.00; 408, \$2.00; 404B, \$2.00; 1009, \$2.65; 1010, \$2.50; 1111, \$2.35; 1112, \$2.85. Long Handle, Round Point—300, \$2.35; 800, \$2.50; 400, \$1.90; 400A, \$2.15; 700, \$2.50; 701, \$2.50; 800, \$2.50; 801, \$2.65; 1000, \$2.35; 1001, \$2.35; 1003, \$2.50. Long Handle, Square Point—No. 108, \$2.50 each; 202, \$2.35; 304, \$2.50; 402, \$2.00; 702, \$2.50; 1006, \$2.25; 1007, \$2.35; 1008, \$2.50.

## SLEDs—Hand and Coaster—

| Flexible Flyer— | Jr. Racer | Racer |
|-----------------|-----------|-------|
| No. 1.....      | 8.00      | 5.00  |
| No. 2.....      | 8.50      | 7.50  |
| No. 3.....      | 4.50      | ...   |
| No. 4.....      | 5.50      | ...   |
| No. 5.....      | 7.50      | ...   |
| No. 6.....      | 15.00     | ...   |

## SMOOTH-ON—35c lb.

SOLDER—1/2 and 3/4, 60c lb.; No. 1, 90-100, 60c; Wiping, 40-60, 55c; Wire, 50-60, 65c; Electrical Wire, 40-60, 55c.

## SPORTING GOODS—

| Each                                     | Handballs | Boxing Gloves, 8-oz. | Striking Bags | Championship Tennis Balls | Best Grade Rackets, Sutton | Cotton Gym Shirts | White Running Pants | Bike Jockey Strap | Rubber Soled Tennis Gym Shoes | Rubber Soled Tennis or Gym High | Basketball Shoes |
|------------------------------------------|-----------|----------------------|---------------|---------------------------|----------------------------|-------------------|---------------------|-------------------|-------------------------------|---------------------------------|------------------|
| Official Baseballs.....                  | 2.50      | 18.50                | 9.00          | .55                       | 12.00                      | .75               | 1.00                | .75               | 1.95                          | 2.35                            | 5.00             |
| Second Grade Baseballs.....              | 2.00      | ...                  | ...           | ...                       | ...                        | ...               | ...                 | ...               | ...                           | ...                             | ...              |
| Playground B. B., Out or Plain Seam..... | 8.00      | ...                  | ...           | ...                       | ...                        | ...               | ...                 | ...               | ...                           | ...                             | ...              |
| 14-inch.....                             | 2.75      | ...                  | ...           | ...                       | ...                        | ...               | ...                 | ...               | ...                           | ...                             | ...              |
| 12-inch.....                             | 1.75      | ...                  | ...           | ...                       | ...                        | ...               | ...                 | ...               | ...                           | ...                             | ...              |
| Baseball Bats, league.....               | 10.00     | ...                  | ...           | ...                       | ...                        | ...               | ...                 | ...               | ...                           | ...                             | ...              |
| Baseball Masks.....                      | 8.50      | ...                  | ...           | ...                       | ...                        | ...               | ...                 | ...               | ...                           | ...                             | ...              |
| Chest Protectors.....                    | 10.00     | ...                  | ...           | ...                       | ...                        | ...               | ...                 | ...               | ...                           | ...                             | ...              |
| Official—                                | ...       | ...                  | ...           | ...                       | ...                        | ...               | ...                 | ...               | ...                           | ...                             | ...              |
| Rugby Footballs.....                     | 12.00     | ...                  | ...           | ...                       | ...                        | ...               | ...                 | ...               | ...                           | ...                             | ...              |
| Soccer Footballs.....                    | 15.00     | ...                  | ...           | ...                       | ...                        | ...               | ...                 | ...               | ...                           | ...                             | ...              |
| Basketballs.....                         | 8.00      | ...                  | ...           | ...                       | ...                        | ...               | ...                 | ...               | ...                           | ...                             | ...              |
| Volley Balls.....                        | ...       | ...                  | ...           | ...                       | ...                        | ...               | ...                 | ...               | ...                           | ...                             | ...              |

SPRAYERS—Myers' Bucket Pump, 8 lbs., \$9.50 each; 6 lbs., \$7.00. Hand—Faultless, 70c each; Misty, 60c. Knap-sack—Kant Klog, \$7.50; Perfection, \$9.00; Utility, \$7.25.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, \$6.55; Barnes, 276, \$9.50; Little Giant, \$27 1/4, \$5.75; Acme Pressure 345, \$8.50; Defiance, No. 324, \$8.50.

SPRINGS, DOOR—Coiled 16-inch, Japanned Spring, 1/4-inch, 10c; 9-32, 10c; 11-32, 10c; 13-32, 10c; 1/4, 15c. Faultless, Tight No. 12 Steel Wire, 16-inch, 45c each. Victor, Adjustable Tension, 9-inch, 20c each; 10-inch, 25c; 11-inch, 30c; 12-inch, 40c. Reliance, Extra Heavy Ratchet Tension, 10-inch, 55c each. Warner's Coppered Steel Wire for screen doors, each, 15c. Torrey Screen Door, 39 in steel rod, 50c.

## SPRINKLERS, LAWN—

Perforated Tube, Dew Drop, 7 feet long, brass, \$3.00 each; 8 feet, \$3.25; 8 feet, galvanized, \$2.50. Pluvius—Revolving Brass Spon. \$1.15 each; Revolving Arms, 6-inch, \$1.85; Revolving Arms, 11-inch, \$2.35. Ring—5 1/4-inch diameter, 75c each; 8 1/4-inch, \$1.00. Rose—3-inch perforated oblong plate spray, 75c each. Ross—Perforated oblong plate spray, 75c each. Thompson's—Twin, 40c each; Fountain, 50c; Fan, 25c; Simplex Circle, 40c; Shower, 50c; Peerless, 55c. Will's Galvanized Pipe—6 feet, \$2.25 each; 7 feet, \$2.50; 8 feet, \$3.00.

RETAIL SELLING PRICES—Continued.

STAPLES—Fence Wire—Polished, 8c lb.; galvanized, 9c  
Poultry Wire— $\frac{1}{4}$ -inch, 15c lb.

STARRETT'S TOOLS—Add to Catalogue—

Micrometers, 50%  
Thickness Gauges, 50% End Meas. Rods, 50%  
Gr. Flat Stock, 50% Caliper Gauges, 50%  
Handy Equiv. Table, 50% Micrometer Cases, 50%  
Balance of Book (not itemized) add to list 40%.

STEEL—Mild—See—Iron. Tool, 22c; Drill, Co., 20c.

STONES—Carborundum—No. 76, 50c; 107, \$2.00; 108, \$2.25;  
109, \$1.75; 110, \$2.00; 111, \$1.85; 112, \$1.00; 113, \$1.00;  
115, \$1.75; 116, \$1.75; 117, \$1.75; 118, \$1.50; 119, \$1.50;  
120, \$1.50; 121, \$1.25; 122, \$1.25; 123, \$1.25; 124, \$1.00;  
126, 75c; 127, 75c; 128, 75c; 129, 75c; 130, 75c; 131, 50c;  
132, 50c; 133, 50c; 134, 50c; 135, 50c; 136, 50c; 137, 50c;  
138, 50c; 139, 50c; 140, 50c; 141, 50c; 142, 50c; 143, 50c;  
144, 50c; 145, 50c; 146, 50c; 147, 50c.

Pike's Oil and Water—No. 18, 60c each; 14, 60c; 16, 10c;  
20, 40c; 22, \$1.00; 25, 15c; 27, 25c; 40, 35c; 42, 35c;  
48, 50c; 51, \$1.00; 52, \$1.25; 53, \$1.50; 54, \$1.00; 55,  
\$1.25; 56, \$1.50; 59, 15c; 60, \$1.75; 62, \$2.25; 66, \$2.75;  
68, \$3.75; 78, 50c; 80, 60c; 86, 75c; 88, \$1.00; 92, 50c;  
94, 60c.

Pike's Scythes—No. 29, 15c each; 40, 15c; 41, 15c; 42, 20c.

STOP AND WASTE—

Rough Brass, Iron Pipe Threads No. 10 T-Handle or No.  
20 Lever Handle.

$\frac{1}{2}$ -inch, \$1.25;  $\frac{3}{4}$ -inch, \$1.75.

No. 30 High Grade Cap Pattern T or Lever Handle—

$\frac{1}{2}$ -inch, \$1.50;  $\frac{3}{4}$ -inch, \$2.00.

Glauber or Muellers—

$\frac{1}{2}$ -inch, \$1.75;  $\frac{3}{4}$ -inch, \$2.25.

Compression—

$\frac{1}{2}$ -inch, \$2.25;  $\frac{3}{4}$ -inch, \$2.50.

STRIP—Weather—Rubber,  $\frac{1}{2}$ -inch, 5c ft.;  $\frac{3}{4}$ -inch, 7c ft.  
Felt,  $\frac{1}{2}$ -inch, 5c ft.;  $\frac{3}{4}$ -inch, 7c ft.

SUPPORTS—Wagon Tongue—

Lindquist's—

1 ..... 2.00 0 ..... 1.35

2 ..... 2.50 1 ..... 1.75

3 ..... 3.25 2 ..... 1.90

4 ..... 3.75 3 ..... 2.15

Haggard Spiral—

1 ..... 2.00 0 ..... 1.35

2 ..... 2.50 1 ..... 1.75

3 ..... 3.25 2 ..... 1.90

4 ..... 3.75 3 ..... 2.15

SWEEPERS CARPET—Bissel's American Queen, \$7.50; Olub,  
\$18.00; Elite, \$8.25; Gold Medal, \$7.00; Grand Rapida  
(Nic), \$7.00; Grand Rapida (Jap), \$8.25; Grand (Jap),  
\$9.00; Parlor Queen, \$7.75; Princess, \$7.25; Prize, \$7.00;  
Universal (Nic), \$6.75; Universal (Jap), \$6.00.

Vacuum—Superba, \$18.00; Grand Rapida, \$11.00; House-  
hold, \$9.00. On account of the freight, retail prices 50  
cents higher prevail in the following Western and Southern  
states: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz.,  
Nev., Ida., Wash., Calif., Tex., Okla., Ark., La., Miss., Ala.,  
Fla., Ga., N. C. and S. C.

TACKS—Bills Posters', No. 545 Wire, or 555 Out, 3, 35c lb.;  
4, 35c; 6, 35c; 8, 35c; 10, 35c.

Carpet—484 Out, or 484 Wire  $\frac{1}{4}$ -lb. papers. No. 3, 10c  
box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c.

488 Out, or 488 Wire  $\frac{1}{4}$ -lb. papers. No. 3, 6c box; 4,  
6c; 6, 6c; 8, 6c; 10, 6c; 12, 6c.

495 Wire in bulk. No. 3, 40c lb.; 4, 35c; 6, 35c; 8,  
35c; 10, 35c; 12, 35c.

Gimp—824. No. 2  $\frac{1}{2}$ , 15c box; 3, 15c; 4, 15c; 6, 15c;  
8, 15c.

Upholsterers'—304 Out,  $\frac{1}{4}$ -lb. papers. No. 1  $\frac{1}{2}$ , 15c box;  
2, 15c; 3  $\frac{1}{2}$ , 15c; 4, 15c; 6, 15c; 8, 15c; 10, 15c;  
12 to 16, 15c.

305 Out, or 355 Wire in bulk. No. 3, 40c lb.; 4, 35c;  
6, 35c; 8, 35c; 10, 35c; 12, 35c.

Double Pointed—Blued  $\frac{1}{4}$ -lb. papers. No. 9, 6c box;  
10, 6c; 11, 6c; 12, 6c; 14, 6c.

Blued in bulk. No. 209, 40c lb.; 210, 40c; 211, 40c;  
212, 40c.

TAPES—MEASURING—(Lufkin)—(Starrett)—

Asses' Skin 735 ..... 1.50

No. 710 ..... .75

712 ..... 1.00

715 ..... 1.50

716 ..... 1.75

730 ..... .75

733 ..... 1.15

500 L ..... 3.50

503 L ..... 5.00

505 L ..... 6.50

506 L ..... 8.00

148 ..... .95

276 D ..... 18.00

5100 ..... 9.00

200 D ..... 6.00

203 ..... 9.75

208 D ..... 9.35

205 ..... 14.35

205 D ..... 18.50

|       |       |      |       |
|-------|-------|------|-------|
| 260   | 5.00  | 553  | 6.00  |
| 263   | 6.15  | 555  | 7.65  |
| 265   | 8.00  | 556  | 9.75  |
| 266   | 10.50 | 1240 | 4.25  |
| 550   | 4.65  | 1243 | 5.25  |
| 206   | 17.00 | 1260 | 4.75  |
| 206 D | 16.50 | 1268 | 6.00  |
| 240   | 4.50  | 1264 | 7.50  |
| 243   | 5.50  | 1265 | 7.75  |
| 245   | 7.50  | 1266 | 10.00 |
| 246   | 9.75  |      |       |

Comparative Nos. K. & E. and Starrett same price as Lufkin.  
Asses' Skin Case—25, 65c; 50, 85c; 75, \$1.15; 100, \$1.85.

TAPE—Friction— $\frac{1}{4}$  lb., 45c; 2 oz., 15c; 1 oz., 10c.

TENTS—Single Filling—

| Size                 | 8-oz. | 10-oz. | Size       | 8-oz. | 10-oz. |
|----------------------|-------|--------|------------|-------|--------|
| 7x7                  | 14.80 | 17.80  | 16x18      | 57.25 | 67.85  |
| 7x9                  | 17.55 | 20.45  | 18x20      | 68.10 | 78.65  |
| 9x9                  | 20.25 | 23.70  | 16x24      | 71.85 | 89.60  |
| 9 $\frac{1}{2}$ x 12 | 23.85 | 27.85  | 16x30      | 86.95 | 101.80 |
| 12x14                | 32.00 | 37.85  | A or Wedge |       |        |
| 12x18                | 39.50 | 46.15  | 5x7        | 9.25  | 10.75  |
| 14x16                | 42.00 | 49.80  | 7x7        | 11.65 | 13.60  |
| 14x20                | 52.15 | 60.60  | 7x9        | 13.95 | 16.85  |

Fly's Half Price of Tents.

Wagon Covers—Single Filling—

| Size  | 8-oz. | 10-oz. | Size  | 8-oz. | 10-oz. |
|-------|-------|--------|-------|-------|--------|
| 10x14 | 8.85  | 11.10  | 12x16 | 12.90 | 15.90  |
| 10x16 | 10.15 | 12.70  | 12x18 | 14.35 | 17.90  |

Stockmen's Bed Sheets—Single Filling—

| Size | 8-oz. | 10-oz. | 12-oz. |
|------|-------|--------|--------|
| 6x12 | 5.00  | 6.50   | 7.50   |
| 6x14 | 5.85  | 7.50   | 8.75   |
| 7x14 | 8.35  | 10.85  | 12.35  |
| 7x16 | 9.85  | 12.50  | 14.10  |

THIMBLES—Flue—6-in., 10c; 7-in., 15c; 6-in. to 7-in. Adj.,  
15c.

TIN—

Bar and Pig, \$1.35 lb.

Common Roofing, 40c per sheet.

Valley, No. 4, 6c per ft.; 10, 10c; 14, 14c; 20, 20c.

Painted 1 side, 1c foot extra, two sides 2c.

Flashing, IC, 1x1, \$3.35 per 100 feet;  $\frac{1}{2}$  x 1, \$3.35.

Shingles—5x7, \$3.50 per 100 ft.

Valley—14-inch, 17c per foot, \$15.00 per roll; 20-inch, 25c  
per foot, \$22.00 per roll.

TOGGLE BOLTS—Sebeco No. 1—Per hundred list.

| Length                | $\frac{1}{2}$ -in. | Diameter— | 8-16-in. | $\frac{1}{4}$ -in. |
|-----------------------|--------------------|-----------|----------|--------------------|
| 8-inch                | 6.00               | 7.50      | 8.50     |                    |
| 8 $\frac{1}{2}$ -inch | 6.25               | 8.00      | 9.00     |                    |
| 4-inch                | 6.75               | 8.50      | 9.50     |                    |
| 5-inch                | 7.50               | 9.25      | 10.25    |                    |
| 6-inch                | 8.00               | 10.00     | 11.00    |                    |

Sebeco No. 5—With either round or flat head machine  
screws—

| Length | $\frac{1}{2}$ -in. | Diameter— | 8-16-in. | $\frac{1}{4}$ -in. |
|--------|--------------------|-----------|----------|--------------------|
| 8-inch | 2.68               | 3.15      | 3.50     |                    |
| 4-inch | 2.97               | 3.50      | 3.85     |                    |
| 5-inch | 3.32               | 3.85      | 4.20     |                    |
| 6-inch | 3.67               | 4.20      | 4.55     |                    |

TORCHES—Clayton & Lambert—No. 28, Alcohol, \$4.25 each.

Gasoline—No. 14, \$6.00 each; 37, \$10.25; 38, \$11.00; 81,  
\$11.50; 82, \$12.25; 48, \$13.75; 62, \$16.00; 112, \$11.00;  
114, \$9.00.

TRAPS—Fly—Paragon, 35c each; Balloon, 25c; Edgewood 1,  
\$2.00; Edgewood 2, \$2.00; Avis 1, \$2.75; Avis 2, \$2.50;  
Avis 3, \$2.25; Perfect, \$1.45.

Game—No. 0 Newhouse, 65c each; 1 Newhouse, 75c; 1  $\frac{1}{2}$   
Newhouse, \$1.15; 2 Newhouse, \$1.65; 3 Newhouse, \$2.25;  
4 Newhouse, \$2.75; 5 Newhouse, \$3.00; 1 Oneida Jump,  
35c; 1  $\frac{1}{2}$  Oneida Jump, 55c; 2 Oneida Jump, 90c; 0 Victor,  
25c; 1 Victor, 30c; 1  $\frac{1}{2}$  Victor, 45c; 2 Victor, 60c; 3 Victor,  
\$1.00; 4 Victor, \$1.25.

Gopher—Western, 25c each; Noxall, 25c; Maccabee, 25c;  
Easy Set, 25c; Newhouse, 25c; California Pocket, 40c.

Mole—Reddick, \$1.25 each; Out-O-Sight, \$1.75.

Mouse—Sure Catch, 5c each; Security, 10c; Choker-Wood,  
15c; Choker-Tim, 10c; Delusion, 25c; Holdem, 65c;  
Oage, 25c.

Rat—Sure Catch, 15c each; Security, 25c; Holdem, small,  
\$1.15; Holdem, large, \$1.25.

TROLLEY—Richards—Per Set—

|                                                                                                                     |
|---------------------------------------------------------------------------------------------------------------------|
| Easy Set, 25c; Newhouse, 25c; California Pocket, 40c.                                                               |
| Mole—Roddick, \$1.25 each; Out-O-Sight, \$1.75.                                                                     |
| Mouse—Sure Catch, 5c each; Security, 10c; Choker-Wood, 15c; Choker-Tim, 10c; Delusion, 25c; Holdem, 65c; Oage, 25c. |
| Rat—Sure Catch, 15c each; Security, 25c; Holdem, small, \$1.15; Holdem, large, \$1.25.                              |

185—1, \$8.00 each; 186—2, \$4.50; 187—1, \$2.50; 9—  
Midget, 60c; 90T—Midget Track, 12c.

# HARDWARE WORLD

## RETAIL SELLING PRICES—Continued.

### TINWARE

|                     |                  |                        |                 |                   |
|---------------------|------------------|------------------------|-----------------|-------------------|
| 8 Wash Boilers 8.00 | 6 Pot Covers .10 | 225 .75                | 08 .35          | 6 Muffin Pans .25 |
| 9 .85               | 10 .15           | 230 1.00               | 15 .30          | 8 .30             |
| 28 A. 3.40          | 12 .20           | 235 1.50               | 020 .30         | 9 .35             |
| 29 A. 3.85          | 18 .25           | 01 1/2 Tea Kettles .45 | 110 .35         | Pie Pans          |
| 128 B. 3.75         | 14 .30           | 02 .50                 | 120 .45         | 6 .10             |
| 129 B. 4.00         | 15 .40           | 027 .55                | 130 .55         | 7 .10             |
| 229 B. 4.10         |                  | 029 .75                |                 | 10 .15            |
| Wash Bowls          | 09 .15           | 047 2.00               | 5 Oake Pans .15 | 75 .25            |
| 07 .20              | 010 .20          | 049 3.00               | 15 .30          | Sauce Pans        |
| 08 .25              | 23 .25           | 067 2.25               | 081 .15         | 012 .25           |
| 7 .85               | 023 .15          | 069 3.00               | 032 .30         | 016 .45           |
| 8 .45               | 211, 212 .10     | Preserving Kettles     | 034 .30         | 020 .55           |
| Covered Buckets     | 214 .15          | 160 .40                | 041 .30         | 024 .75           |
| 11 .15              | Outters          | 200 .55                | 043 .30         | 028 .95           |
| 12 .25              | All sizes .10    | 240 .75                | 72 .40          | Coffee Pots       |
| 13 .30              | Dippers          | 280 .95                | 74 .55          | 1 .30             |
| 14 .85              | 01 .35           | 320 1.15               | Dish Pans       | 2 .40             |
| Dinner Buckets      | 2 .15            | Moulds                 | IX Tin .90      | 4 .50             |
| 1 .65               | 02 .25           | 2 Melon 1.35           | 14 1.05         | 6 .80             |
| 2 .75               | 08 .35           | 4 Melon 1.85           | 17 1.85         | Tea Pots          |
| 8 .90               | 4 .30            | 08 Jelly .15           | 21 1.60         | 240 .25           |
| 04 .110             | 9 .35            | 15 Jelly .30           | IXXX Tin 2.00   | 242 .40           |
| 80 .75              | 10 .30           | 61 Cake .40            | 17 2.10         | Flour Sieves      |
| 40 .85              | 32 .25           | 62 Cake .50            | 21 2.10         | 2 .25             |
| 600 1.45            | 34 .30           | Dairy Pails            | 30 3.10         | 316 .30           |
| 675 1.65            | 35 .35           | 10 .80                 | Milk Pans       | 318 .35           |
| Milk Cans           | 42 .40           | 12 .85                 | 200 .10         | Flour Sifters     |
| 1 .35               | 208 .60          | 14 .90                 | 202 .15         | 1 .35             |
| 8 .60               | Forks            | 40 .35                 | 204 .30         | 4 .45             |
| 4 .75               | 1, 2, 3, 4 .10   | 60 .35                 | 206 .25         | 5 .25             |
| 01 .85              | 5, 6 .15         | 80 .40                 | 2100 .35        | 10 .30            |
| 08 .60              | 314 .35          | 100 .40                | 2120 .40        | Skimmers          |
| 04 .75              | 318 .30          | 104 1.15               | 300 .15         | 10 .20            |
| 12 2.50             | 431 .10          | 105 1.50               | 301 .30         | 45 .10            |
| 14 3.00             | Funnels          | 120 .50                | 302 .30         | Strainers         |
| 500 4.00            | 10, 15, 20 .10   | 124 1.35               | 304 .40         | 2 .15             |
| 508 5.75            | 25 .15           | 125 1.50               | 306 .50         | 8 .30             |
| 505 6.00            | 30 .30           | 140 .60                | 3100 .65        | 10 .35            |
| 510 7.50            | 35 .35           | 144 1.35               | 3120 .85        | 20 .45            |
| Oil Cans            | 120 .30          | 512 2.00               | 504 .40         | 33 .65            |
| 10 .30              | 125 .35          | 514 2.10               | 506 .50         | 110 .40           |
| 31 .50              | 180 .30          | Bread Pans             | 510 .75         | 113, 131 .50      |
|                     | 220 .65          | 01 .30                 |                 | 123 .65           |

TWINE—Cotton—Wrapping, \$1.25 lb. Budding, \$1.25.  
Flax—18 BB, 65c lb.; 24 BB, 65c; 18 BC, 75c; 25 BC, 75c; 36 BC, 75c; 1018 Bc, 75c; 1024 Bc, 75c; 1036 Bc, 75c; 30 Sacking, 65c; 40 Sacking, 65c; 33 Sacking, 75c; 44 Sacking, 75c.

#### VALVES

| Standard Globe and Angle Valves— | Standard Gate Valves— |
|----------------------------------|-----------------------|
| 1/2 .80                          | 1/2 .1.60             |
| 3/4 .85                          | 3/4 .1.70             |
| 1 .90                            | 1 .1.85               |
| 1 1/2 1.10                       | 1 1/2 2.25            |
| 2 1.40                           | 2 3.10                |
| 3 2.00                           | 3 4.10                |
| 4 2.80                           | 4 5.50                |
| 6 3.85                           | 6 8.00                |
| 8 5.85                           |                       |

#### WAGONS—Boys—

| No. and Size. | Each. | 336—16x36 | Wagners—      |
|---------------|-------|-----------|---------------|
| 118—8x18      | 2.00  | 7.25      | No. 18 .10.00 |
| 120—9x20      | 3.25  |           | No. 20 .11.50 |
| 122—10x22     | 2.50  |           | No. 24 .13.00 |
| 124—11x24     | 3.00  |           | Coaster—Star— |
| 126—12x26     | 3.50  |           | No. 10 .9.50  |
| 128—13x28     | 4.00  |           | No. 20 .10.50 |
| 130—14x30     | 4.50  |           | No. 40 .11.50 |
| 132—15x32     | 5.00  |           | No. 80 .12.50 |

#### Samson

| No. and Size. | Each. | Mara-Wells—  |
|---------------|-------|--------------|
| 326—12x26     | 4.00  | No. 10 .7.50 |
| 328—13x28     | 4.25  | No. 11 .8.00 |
| 332—15x32     | 5.50  | No. 12 .9.50 |

WASHERS—Cast Iron—Size 1/4 lb. to 1 1/2 lb.; 1/2 lb. to 1 1/2 lb.; 1 lb. to 1 1/2 lb.; 1 1/2 lb. to 2 lb.; 2 lb. to 3 lb.; 3 lb. to 4 lb.; 4 lb. to 5 lb.; 5 lb. to 6 lb.; 6 lb. to 7 lb.; 7 lb. to 8 lb.; 8 lb. to 9 lb.; 9 lb. to 10 lb.; 10 lb. to 11 lb.; 11 lb. to 12 lb.; 12 lb. to 13 lb.; 13 lb. to 14 lb.; 14 lb. to 15 lb.; 15 lb. to 16 lb.; 16 lb. to 17 lb.; 17 lb. to 18 lb.; 18 lb. to 19 lb.; 19 lb. to 20 lb.; 20 lb. to 21 lb.; 21 lb. to 22 lb.; 22 lb. to 23 lb.; 23 lb. to 24 lb.; 24 lb. to 25 lb.; 25 lb. to 26 lb.; 26 lb. to 27 lb.; 27 lb. to 28 lb.; 28 lb. to 29 lb.; 29 lb. to 30 lb.; 30 lb. to 31 lb.; 31 lb. to 32 lb.; 32 lb. to 33 lb.; 33 lb. to 34 lb.; 34 lb. to 35 lb.; 35 lb. to 36 lb.; 36 lb. to 37 lb.; 37 lb. to 38 lb.; 38 lb. to 39 lb.; 39 lb. to 40 lb.; 40 lb. to 41 lb.; 41 lb. to 42 lb.; 42 lb. to 43 lb.; 43 lb. to 44 lb.; 44 lb. to 45 lb.; 45 lb. to 46 lb.; 46 lb. to 47 lb.; 47 lb. to 48 lb.; 48 lb. to 49 lb.; 49 lb. to 50 lb.; 50 lb. to 51 lb.; 51 lb. to 52 lb.; 52 lb. to 53 lb.; 53 lb. to 54 lb.; 54 lb. to 55 lb.; 55 lb. to 56 lb.; 56 lb. to 57 lb.; 57 lb. to 58 lb.; 58 lb. to 59 lb.; 59 lb. to 60 lb.; 60 lb. to 61 lb.; 61 lb. to 62 lb.; 62 lb. to 63 lb.; 63 lb. to 64 lb.; 64 lb. to 65 lb.; 65 lb. to 66 lb.; 66 lb. to 67 lb.; 67 lb. to 68 lb.; 68 lb. to 69 lb.; 69 lb. to 70 lb.; 70 lb. to 71 lb.; 71 lb. to 72 lb.; 72 lb. to 73 lb.; 73 lb. to 74 lb.; 74 lb. to 75 lb.; 75 lb. to 76 lb.; 76 lb. to 77 lb.; 77 lb. to 78 lb.; 78 lb. to 79 lb.; 79 lb. to 80 lb.; 80 lb. to 81 lb.; 81 lb. to 82 lb.; 82 lb. to 83 lb.; 83 lb. to 84 lb.; 84 lb. to 85 lb.; 85 lb. to 86 lb.; 86 lb. to 87 lb.; 87 lb. to 88 lb.; 88 lb. to 89 lb.; 89 lb. to 90 lb.; 90 lb. to 91 lb.; 91 lb. to 92 lb.; 92 lb. to 93 lb.; 93 lb. to 94 lb.; 94 lb. to 95 lb.; 95 lb. to 96 lb.; 96 lb. to 97 lb.; 97 lb. to 98 lb.; 98 lb. to 99 lb.; 99 lb. to 100 lb.; 100 lb. to 101 lb.; 101 lb. to 102 lb.; 102 lb. to 103 lb.; 103 lb. to 104 lb.; 104 lb. to 105 lb.; 105 lb. to 106 lb.; 106 lb. to 107 lb.; 107 lb. to 108 lb.; 108 lb. to 109 lb.; 109 lb. to 110 lb.; 110 lb. to 111 lb.; 111 lb. to 112 lb.; 112 lb. to 113 lb.; 113 lb. to 114 lb.; 114 lb. to 115 lb.; 115 lb. to 116 lb.; 116 lb. to 117 lb.; 117 lb. to 118 lb.; 118 lb. to 119 lb.; 119 lb. to 120 lb.; 120 lb. to 121 lb.; 121 lb. to 122 lb.; 122 lb. to 123 lb.; 123 lb. to 124 lb.; 124 lb. to 125 lb.; 125 lb. to 126 lb.; 126 lb. to 127 lb.; 127 lb. to 128 lb.; 128 lb. to 129 lb.; 129 lb. to 130 lb.; 130 lb. to 131 lb.; 131 lb. to 132 lb.; 132 lb. to 133 lb.; 133 lb. to 134 lb.; 134 lb. to 135 lb.; 135 lb. to 136 lb.; 136 lb. to 137 lb.; 137 lb. to 138 lb.; 138 lb. to 139 lb.; 139 lb. to 140 lb.; 140 lb. to 141 lb.; 141 lb. to 142 lb.; 142 lb. to 143 lb.; 143 lb. to 144 lb.; 144 lb. to 145 lb.; 145 lb. to 146 lb.; 146 lb. to 147 lb.; 147 lb. to 148 lb.; 148 lb. to 149 lb.; 149 lb. to 150 lb.; 150 lb. to 151 lb.; 151 lb. to 152 lb.; 152 lb. to 153 lb.; 153 lb. to 154 lb.; 154 lb. to 155 lb.; 155 lb. to 156 lb.; 156 lb. to 157 lb.; 157 lb. to 158 lb.; 158 lb. to 159 lb.; 159 lb. to 160 lb.; 160 lb. to 161 lb.; 161 lb. to 162 lb.; 162 lb. to 163 lb.; 163 lb. to 164 lb.; 164 lb. to 165 lb.; 165 lb. to 166 lb.; 166 lb. to 167 lb.; 167 lb. to 168 lb.; 168 lb. to 169 lb.; 169 lb. to 170 lb.; 170 lb. to 171 lb.; 171 lb. to 172 lb.; 172 lb. to 173 lb.; 173 lb. to 174 lb.; 174 lb. to 175 lb.; 175 lb. to 176 lb.; 176 lb. to 177 lb.; 177 lb. to 178 lb.; 178 lb. to 179 lb.; 179 lb. to 180 lb.; 180 lb. to 181 lb.; 181 lb. to 182 lb.; 182 lb. to 183 lb.; 183 lb. to 184 lb.; 184 lb. to 185 lb.; 185 lb. to 186 lb.; 186 lb. to 187 lb.; 187 lb. to 188 lb.; 188 lb. to 189 lb.; 189 lb. to 190 lb.; 190 lb. to 191 lb.; 191 lb. to 192 lb.; 192 lb. to 193 lb.; 193 lb. to 194 lb.; 194 lb. to 195 lb.; 195 lb. to 196 lb.; 196 lb. to 197 lb.; 197 lb. to 198 lb.; 198 lb. to 199 lb.; 199 lb. to 200 lb.; 200 lb. to 201 lb.; 201 lb. to 202 lb.; 202 lb. to 203 lb.; 203 lb. to 204 lb.; 204 lb. to 205 lb.; 205 lb. to 206 lb.; 206 lb. to 207 lb.; 207 lb. to 208 lb.; 208 lb. to 209 lb.; 209 lb. to 210 lb.; 210 lb. to 211 lb.; 211 lb. to 212 lb.; 212 lb. to 213 lb.; 213 lb. to 214 lb.; 214 lb. to 215 lb.; 215 lb. to 216 lb.; 216 lb. to 217 lb.; 217 lb. to 218 lb.; 218 lb. to 219 lb.; 219 lb. to 220 lb.; 220 lb. to 221 lb.; 221 lb. to 222 lb.; 222 lb. to 223 lb.; 223 lb. to 224 lb.; 224 lb. to 225 lb.; 225 lb. to 226 lb.; 226 lb. to 227 lb.; 227 lb. to 228 lb.; 228 lb. to 229 lb.; 229 lb. to 230 lb.; 230 lb. to 231 lb.; 231 lb. to 232 lb.; 232 lb. to 233 lb.; 233 lb. to 234 lb.; 234 lb. to 235 lb.; 235 lb. to 236 lb.; 236 lb. to 237 lb.; 237 lb. to 238 lb.; 238 lb. to 239 lb.; 239 lb. to 240 lb.; 240 lb. to 241 lb.; 241 lb. to 242 lb.; 242 lb. to 243 lb.; 243 lb. to 244 lb.; 244 lb. to 245 lb.; 245 lb. to 246 lb.; 246 lb. to 247 lb.; 247 lb. to 248 lb.; 248 lb. to 249 lb.; 249 lb. to 250 lb.; 250 lb. to 251 lb.; 251 lb. to 252 lb.; 252 lb. to 253 lb.; 253 lb. to 254 lb.; 254 lb. to 255 lb.; 255 lb. to 256 lb.; 256 lb. to 257 lb.; 257 lb. to 258 lb.; 258 lb. to 259 lb.; 259 lb. to 260 lb.; 260 lb. to 261 lb.; 261 lb. to 262 lb.; 262 lb. to 263 lb.; 263 lb. to 264 lb.; 264 lb. to 265 lb.; 265 lb. to 266 lb.; 266 lb. to 267 lb.; 267 lb. to 268 lb.; 268 lb. to 269 lb.; 269 lb. to 270 lb.; 270 lb. to 271 lb.; 271 lb. to 272 lb.; 272 lb. to 273 lb.; 273 lb. to 274 lb.; 274 lb. to 275 lb.; 275 lb. to 276 lb.; 276 lb. to 277 lb.; 277 lb. to 278 lb.; 278 lb. to 279 lb.; 279 lb. to 280 lb.; 280 lb. to 281 lb.; 281 lb. to 282 lb.; 282 lb. to 283 lb.; 283 lb. to 284 lb.; 284 lb. to 285 lb.; 285 lb. to 286 lb.; 286 lb. to 287 lb.; 287 lb. to 288 lb.; 288 lb. to 289 lb.; 289 lb. to 290 lb.; 290 lb. to 291 lb.; 291 lb. to 292 lb.; 292 lb. to 293 lb.; 293 lb. to 294 lb.; 294 lb. to 295 lb.; 295 lb. to 296 lb.; 296 lb. to 297 lb.; 297 lb. to 298 lb.; 298 lb. to 299 lb.; 299 lb. to 300 lb.; 300 lb. to 301 lb.; 301 lb. to 302 lb.; 302 lb. to 303 lb.; 303 lb. to 304 lb.; 304 lb. to 305 lb.; 305 lb. to 306 lb.; 306 lb. to 307 lb.; 307 lb. to 308 lb.; 308 lb. to 309 lb.; 309 lb. to 310 lb.; 310 lb. to 311 lb.; 311 lb. to 312 lb.; 312 lb. to 313 lb.; 313 lb. to 314 lb.; 314 lb. to 315 lb.; 315 lb. to 316 lb.; 316 lb. to 317 lb.; 317 lb. to 318 lb.; 318 lb. to 319 lb.; 319 lb. to 320 lb.; 320 lb. to 321 lb.; 321 lb. to 322 lb.; 322 lb. to 323 lb.; 323 lb. to 324 lb.; 324 lb. to 325 lb.; 325 lb. to 326 lb.; 326 lb. to 327 lb.; 327 lb. to 328 lb.; 328 lb. to 329 lb.; 329 lb. to 330 lb.; 330 lb. to 331 lb.; 331 lb. to 332 lb.; 332 lb. to 333 lb.; 333 lb. to 334 lb.; 334 lb. to 335 lb.; 335 lb. to 336 lb.; 336 lb. to 337 lb.; 337 lb. to 338 lb.; 338 lb. to 339 lb.; 339 lb. to 340 lb.; 340 lb. to 341 lb.; 341 lb. to 342 lb.; 342 lb. to 343 lb.; 343 lb. to 344 lb.; 344 lb. to 345 lb.; 345 lb. to 346 lb.; 346 lb. to 347 lb.; 347 lb. to 348 lb.; 348 lb. to 349 lb.; 349 lb. to 350 lb.; 350 lb. to 351 lb.; 351 lb. to 352 lb.; 352 lb. to 353 lb.; 353 lb. to 354 lb.; 354 lb. to 355 lb.; 355 lb. to 356 lb.; 356 lb. to 357 lb.; 357 lb. to 358 lb.; 358 lb. to 359 lb.; 359 lb. to 360 lb.; 360 lb. to 361 lb.; 361 lb. to 362 lb.; 362 lb. to 363 lb.; 363 lb. to 364 lb.; 364 lb. to 365 lb.; 365 lb. to 366 lb.; 366 lb. to 367 lb.; 367 lb. to 368 lb.; 368 lb. to 369 lb.; 369 lb. to 370 lb.; 370 lb. to 371 lb.; 371 lb. to 372 lb.; 372 lb. to 373 lb.; 373 lb. to 374 lb.; 374 lb. to 375 lb.; 375 lb. to 376 lb.; 376 lb. to 377 lb.; 377 lb. to 378 lb.; 378 lb. to 379 lb.; 379 lb. to 380 lb.; 380 lb. to 381 lb.; 381 lb. to 382 lb.; 382 lb. to 383 lb.; 383 lb. to 384 lb.; 384 lb. to 385 lb.; 385 lb. to 386 lb.; 386 lb. to 387 lb.; 387 lb. to 388 lb.; 388 lb. to 389 lb.; 389 lb. to 390 lb.; 390 lb. to 391 lb.; 391 lb. to 392 lb.; 392 lb. to 393 lb.; 393 lb. to 394 lb.; 394 lb. to 395 lb.; 395 lb. to 396 lb.; 396 lb. to 397 lb.; 397 lb. to 398 lb.; 398 lb. to 399 lb.; 399 lb. to 400 lb.; 400 lb. to 401 lb.; 401 lb. to 402 lb.; 402 lb. to 403 lb.; 403 lb. to 404 lb.; 404 lb. to 405 lb.; 405 lb. to 406 lb.; 406 lb. to 407 lb.; 407 lb. to 408 lb.; 408 lb. to 409 lb.; 409 lb. to 410 lb.; 410 lb. to 411 lb.; 411 lb. to 412 lb.; 412 lb. to 413 lb.; 413 lb. to 414 lb.; 414 lb. to 415 lb.; 415 lb. to 416 lb.; 416 lb. to 417 lb.; 417 lb. to 418 lb.; 418 lb. to 419 lb.; 419 lb. to 420 lb.; 420 lb. to 421 lb.; 421 lb. to 422 lb.; 422 lb. to 423 lb.; 423 lb. to 424 lb.; 424 lb. to 425 lb.; 425 lb. to 426 lb.; 426 lb. to 427 lb.; 427 lb. to 428 lb.; 428 lb. to 429 lb.; 429 lb. to 430 lb.; 430 lb. to 431 lb.; 431 lb. to 432 lb.; 432 lb. to 433 lb.; 433 lb. to 434 lb.; 434 lb. to 435 lb.; 435 lb. to 436 lb.; 436 lb. to 437 lb.; 437 lb. to 438 lb.; 438 lb. to 439 lb.; 439 lb. to 440 lb.; 440 lb. to 441 lb.; 441 lb. to 442 lb.; 442 lb. to 443 lb.; 443 lb. to 444 lb.; 444 lb. to 445 lb.; 445 lb. to 446 lb.; 446 lb. to 447 lb.; 447 lb. to 448 lb.; 448 lb. to 449 lb.; 449 lb. to 450 lb.; 450 lb. to 451 lb.; 451 lb. to 452 lb.; 452 lb. to 453 lb.; 453 lb. to 454 lb.; 454 lb. to 455 lb.; 455 lb. to 456 lb.; 456 lb. to 457 lb.; 457 lb. to 458 lb.; 458 lb. to 459 lb.; 459 lb. to 460 lb.; 460 lb. to 461 lb.; 461 lb. to 462 lb.; 462 lb. to 463 lb.; 463 lb. to 464 lb.; 464 lb. to 465 lb.; 465 lb. to 466 lb.; 466 lb. to 467 lb.; 467 lb. to 468 lb.; 468 lb. to 469 lb.; 469 lb. to 470 lb.; 470 lb. to 471 lb.; 471 lb. to 472 lb.; 472 lb. to 473 lb.; 473 lb. to 474 lb.; 474 lb. to 475 lb.; 475 lb. to 476 lb.; 476 lb. to 477 lb.; 477 lb. to 478 lb.; 478 lb. to 479 lb.; 479 lb. to 480 lb.; 480 lb. to 481 lb.; 481 lb. to 482 lb.; 482 lb. to 483 lb.; 483 lb. to 484 lb.; 484 lb. to 485 lb.; 485 lb. to 486 lb.; 486 lb. to 487 lb.; 487 lb. to 488 lb.; 488 lb. to 489 lb.; 489 lb. to 490 lb.; 490 lb. to 491 lb.; 491 lb. to 492 lb.; 492 lb. to 493 lb.; 493 lb. to 494 lb.; 494 lb. to 495 lb.; 495 lb. to 496 lb.; 496 lb. to 497 lb.; 497 lb. to 498 lb.; 498 lb. to 499 lb.; 499 lb. to 500 lb.; 500 lb. to 501 lb.; 501 lb. to 502 lb.; 502 lb. to 503 lb.; 503 lb. to 504 lb.; 504 lb. to 505 lb.; 505 lb. to 506 lb.; 506 lb. to 507 lb.; 507 lb. to 508 lb.; 508 lb. to 509 lb.; 509 lb. to 510 lb.; 510 lb. to 511 lb.; 511 lb. to 512 lb.; 512 lb. to 513 lb.; 513 lb. to 514 lb.; 514 lb. to 515 lb.; 515 lb. to 516 lb.; 516 lb. to 517 lb.; 517 lb. to 518 lb.; 518 lb. to 519 lb.; 519 lb. to 520 lb.; 520 lb. to 521 lb.; 521 lb. to 522 lb.; 522 lb. to 523 lb.; 523 lb. to 524 lb.; 524 lb. to 525 lb.; 525 lb. to 526 lb.; 526 lb. to 527 lb.; 527 lb. to 528 lb.; 528 lb. to 529 lb.; 529 lb. to 530 lb.; 530 lb. to 531 lb.; 531 lb. to 532 lb.; 532 lb. to 533 lb.; 533 lb. to 534 lb.; 534 lb. to 535 lb.; 535 lb. to 536 lb.; 536 lb. to 537 lb.; 537 lb. to 538 lb.; 538 lb. to 539 lb.; 539 lb. to 540 lb.; 540 lb. to 541 lb.; 541 lb. to 542 lb.; 542 lb. to 543 lb.; 543 lb. to 544 lb.; 544 lb. to 545 lb.; 545 lb. to 546 lb.; 546 lb. to 547 lb.; 547 lb. to 548 lb.; 548 lb. to 549 lb.; 549 lb. to 550 lb.; 550 lb. to 551 lb.; 551 lb. to 552 lb.; 552 lb. to 553 lb.; 553 lb. to 554 lb.; 554 lb. to 555 lb.; 555 lb. to 556 lb.; 556 lb. to 557 lb.; 557 lb. to 558 lb.; 558 lb. to 559 lb.; 559 lb. to 560 lb.; 560 lb. to 561 lb.; 561 lb. to 562 lb.; 562 lb. to 563 lb.; 563 lb. to 564 lb.; 564 lb. to 565 lb.; 565 lb. to 566 lb.; 566 lb. to 567 lb.; 567 lb. to 568 lb.; 568 lb. to 569 lb.; 569 lb. to 570 lb.; 570 lb. to 571 lb.; 571 lb. to 572 lb.; 572 lb. to 573 lb.; 573 lb. to 574 lb.; 574 lb. to 575 lb.; 575 lb. to 576 lb.; 576 lb. to 577 lb.; 577 lb. to 578 lb.; 578 lb. to 579 lb.; 579 lb. to 580 lb.; 580 lb. to 581 lb.; 581 lb. to 582 lb.; 582 lb. to 583 lb.; 583 lb. to 584 lb.; 584 lb. to 585 lb.; 585 lb. to 586 lb.; 586 lb. to 587 lb.; 587 lb. to 588 lb.; 588 lb. to 589 lb.; 589 lb. to 590 lb.; 590 lb. to 591 lb.; 591 lb. to 592 lb.; 592 lb. to 593 lb.; 593 lb. to 594 lb.; 594 lb. to 595 lb.; 595 lb. to 596 lb.; 596 lb. to 597 lb.; 597 lb. to 598 lb.; 598 lb. to 599 lb.; 599 lb. to 600 lb.; 600 lb. to 601 lb.; 601 lb. to 602 lb.; 602 lb. to 603 lb.; 603 lb. to 604 lb.; 604 lb. to 605 lb.; 605 lb. to 606 lb.; 606 lb. to 607 lb.; 607 lb. to 608 lb.; 608 lb. to 609 lb.; 609 lb. to 610 lb.; 610 lb. to 611 lb.; 611 lb. to 612 lb.; 612 lb. to 613 lb.; 613 lb. to 614 lb.; 614 lb. to 615 lb.; 615 lb. to 616 lb.; 616 lb. to 617 lb.; 617 lb. to 618 lb.; 618 lb. to 619 lb.; 619 lb. to 620 lb.; 620 lb. to 621 lb.; 621 lb. to 622 lb.; 622 lb. to 623 lb.; 623 lb. to 624 lb.; 624 lb. to 625 lb.; 625 lb. to 626 lb.; 626 lb. to 627 lb.; 627 lb. to 628 lb.; 628 lb. to 629 lb.; 629 lb. to 630 lb.; 630 lb. to 631 lb.; 631 lb. to 632 lb.; 632 lb. to 633 lb.; 633 lb. to 634 lb.; 634 lb. to 635 lb.; 635 lb. to 636 lb.; 636 lb. to 637 lb.; 637 lb. to 638 lb.; 638 lb. to 639 lb.; 639 lb. to 640 lb.; 640 lb. to 641 lb.; 641 lb. to 642 lb.; 642 lb. to 643 lb.; 643 lb. to 644 lb.; 644 lb. to 645 lb.; 645 lb. to 646 lb.; 646 lb. to 647 lb.; 647 lb. to 648 lb.; 648 lb. to 649 lb.; 649 lb. to 650 lb.; 650 lb. to 651 lb.; 651 lb. to 652 lb.; 652 lb. to 653 lb.; 653 lb. to 654 lb.; 654 lb. to 655 lb.; 655 lb. to 656 lb.; 656



## OPENING FOR SALESMEN

Several good positions for hardware salesmen are open in the Northwest. Those locations are in towns of the Inland Empire. Write to Box 909, care **HARDWARE WORLD**.

## SALESMAN WANTED

By large retail store with first class trade and good location, young man with thorough knowledge of hardware and kitchen ware. Must be live, energetic, courteous and neat appearing. First class references required. State salary expected and experience. Address G. H. C., care **HARDWARE WORLD**.

## FOR SALE

A general merchandise business in the best irrigated valley in Nevada, has been established for 10 years, and is a money maker. Stock will run \$25,000 to \$30,000; did over \$80,000 business last year. Owner wishes to retire and will sell at inventory price. Business includes \$7,000 gent's furnishing and dry goods, \$6,000 groceries and the balance in hardware, paints, plumbing supplies. Address Nevada, care **HARDWARE WORLD**.

## WANTED

By wholesale hardware company operating in Inter-Mountain region, an experienced traveling salesman. One who is familiar with general hardware lines. In answering state experience, sales record, age, etc. Drawing account and percentage of profits to right man. Address H. P. S., care **HARDWARE WORLD**.

## HARDWARE BUSINESS FOR SALE

Stock of Hardware in best factory suburb of Indianapolis, Ind. Stock extra well selected, and in store strictly up to date; publishes monthly store magazine, which is mailed to 1000 of its customers. Office is completely equipped with addressograph, dictaphone, adding machine, stamp affixing machine, and all other modern equipment. Stock invoices \$10,000 and fixtures, including new Vim truck, \$3,000. Volume of business last year was \$31,000. Been established over 16 years. For particulars, address XXX, care **HARDWARE WORLD**.

## BUSINESS FOR SALE

Good paying hardware and implement business in the Sacramento Valley town for sale. Store will invoice about \$25,000. Agencies for standard implement lines, also building material. Address W. H. W., care **HARDWARE WORLD**.

## WANTED

To buy a good paying Hardware and Implement business, well located in live town, two to twelve thousand population. Stock and fixtures \$8,000 to \$12,000. Will pay for same with good fifteen acre income orange grove, thoroughly equipped, fine, dry climate, in highly improved section. Address B. N. G., care **HARDWARE WORLD**.

## FOR SALE

A first class, clean hardware stock for sale in one of the best towns in North Dakota, situated on the main line of the N. P. R. R. Population 1500; good schools and churches. Stock of \$10,000.00; store in the heart of the city; fire-proof building. A money maker for a live wire. Address N. D., care **HARDWARE WORLD**.

## FOR SALE OR EXCHANGE

We have for sale or exchange the following:

- 1 New Era Gas Engine, No. 1078, 15 H. P.
- 20-inch Crescent Jointer.
- 1 36-inch J. A. Fay & Engen Band Saw.
- 1 L. G. McKnight 24-inch Sander.
- 1 Pony Planer, 24-inch.
- 1 Boring Machine.

Machines complete with counter shafts. This machinery has been in use about six months. The cost today would be from \$1500 to \$1600. We will sell it for \$850 or exchange it for hardware, automobile or truck.

Address Steubenville Hardware & Supply Co., Steubenville, Ohio.

## PISTON RING SALESMEN

The best piston ring manufacturers want the best salesmen; salary and commission. Good men can make \$300 per month and more. Give full particulars in first letter; unless you are absolutely all right in every way don't apply.

Address Z. A. W., care **HARDWARE WORLD**.

## WANTED

Two sheet metal workers wanted in open shop. \$8.00 per day, steady work. Furnish references. Address The Newman & Stuart Co., 2254 Washington St., Ogden, Utah.

## WANTED

Hardware Road Salesman. Must be thoroughly experienced, capable and ready to do hard work. Do not apply if you do not have these qualifications. Address W. R. R., care **HARDWARE WORLD**.

## WANTED TO REPRESENT

Salesman of proven ability now calling regularly on the hardware trade desires strong factory line for California; commission basis, either selling jobber or direct to retail trade. Address Hardware Salesman, care **HARDWARE WORLD**.

## WANTED

Young man with thorough knowledge of hardware and kitchen ware in a large retail store with high class trade and a good location. Must be live, energetic, neat appearing and courteous. Must furnish first-class references. State experience and salary expected. Address O. H. C., care **HARDWARE WORLD**.

## POSITION WANTED

As assistant manager or director of a housefurnishing department in a retail or department store is the position I would like. Nine years' experience should be sufficient to guarantee my ability to fill the position. Twenty years as a road man, visiting this same trade, has kept me in touch with the line specified. Salary no particular object, but a living remuneration expected for my services. Address G. S. H., care **HARDWARE WORLD**.

## BUSINESS FOR SALE

Good paying hardware and implement business in the Sacramento Valley town for sale. Store will invoice about \$12,000. Agencies for standard implement lines, also building material. Address W. H. W., care **HARDWARE WORLD**.

## WANTED TO BUY

A Hardware or Hardware and Implement Store in Idaho, Oregon or Washington. Want a store that invoices \$10,000 to \$12,000, complete with fixtures. Will pay cash. Write full particulars. Address W. I. care **HARDWARE WORLD**.

## EXECUTIVE WANTED

An established wholesale heavy hardware company, located in a Western State, wants a man with either office or traveling experience in the line. Must be willing to cooperate with the other two members of the firm actively interested. The business is excellently located in a proven field. The opening requires a man ready to enter business for himself and as associates. The position requires and justifies an investment. Address M. F. G., care **Hardware World**.

## FOR SALE

Hardware and Furniture Stock in prosperous, well located city in Oregon; a clean, good paying business. Stock will invoice about \$30,000. Anyone wanting a business of this kind will pay them well to investigate this proposition. Address L. O., care **HARDWARE WORLD**.

## SITUATION WANTED

By experienced road salesman, hardware specialty, Michigan territory, salary and commission. Leo. P. Gillon, Detroit, Michigan, Gen Del.

## FOR SALE

Good, clean stock of Hardware, Implements and Plumbing goods. Invoice, about \$6,500.00. Excellent farming and fruit country to draw from. Center of prune district. This is a good going business, stock was turned over 4 times last year. Address Riddle Hardware Company, Riddle, Oregon.

## FOR SALE

Good paying Hardware Business in one of the best towns in the Snake River valley in southern Idaho. Store and fixtures will invoice \$40,000.00. Did over \$85,000 business last year. Reason of selling on account of poor health. Address W. M., care **HARDWARE WORLD**.

## FOR SALE

Surplus stock of Monarch, Malleable, Peoria, Lexington, Coles Stoves and Ranges. If interested, write for special prices. Address Roanoke Hardware Co., Roanoke, Illinois.

## TRADE RHYMES \$1.00

Any advertiser can have a three verse trade rhyme or five two-line slogans sent them on approval by investing \$1.00. Send any suggestions or circulars to (Reegtherhymer) H. Summer Geer, Studio No. 62, 209 Dyckman St., New York City. Suggestions selected and used \$1.00 each.

## FOR SALE

Good hardware business, 53 miles from Los Angeles in center of good fruit and farming district. Stock and fixtures run about \$6,500. Address L. C., care of **HARDWARE WORLD**.

## WANTED

To buy good second hand hardware shelving and cases. Must be a bargain. Address Western Lumber Co., Hugoton, Kansas.

## EXECUTIVE POSITION WANTED

"High caliber" Hardware Executive wants position as Manager, Buyer or Department Head, or assistant to any of the above. Eighteen years experience. Thirty-four years of age; married. Address V. W., 523 North 48th St., Seattle, Washington.

## TRADE OR SELL

Have fifteen acres, including apples, peaches, pears and small fruits; six room house, electric lights, city water and telephone. Greenhouse, packing and storage houses, garage, cow barn and corral. All modern conveniences of city home. Ten blocks to accredited grade school, railroad station and postoffice, on well sprinkled road. Will trade this property for Hardware Stock of equal value, or sell for cash. Books show \$2600.00 profit and have done no manual labor myself, hiring it all done. An ideal place for someone wanting to retire; perfect climate. If interested, write to F. C. Faist, 430 Symes Bldg., Denver, Colorado.

## MANAGER WILL INVEST

A married man, age 37, possessing executive ability, a pleasing personality and keen business judgment, with 17 years practical and successful experience as hardware and implement salesman and manager, is desirous of purchasing stock and assuming management or taking an active part in an established business in California. At present located in the San Joaquin Valley. Wish to invest \$4,000.00 to \$5,000.00. Reference required and given. Address Manager, care **HARDWARE WORLD**.

## INDEX TO ADVERTISERS

|                                |         |                                 |           |                                     |           |
|--------------------------------|---------|---------------------------------|-----------|-------------------------------------|-----------|
| <b>A</b>                       |         |                                 |           |                                     |           |
| Able Mfg. Co.                  | 177     | Thomas M. Gardiner              | 171       | Prentiss-Wabers Stove Co.           | 167       |
| Albert Lea Sprayer Co.         | 68      | Gem Safety Razor Co.            | 201       | Progressive Mfg. Co.                | 76        |
| Alert Tool Co.                 | 181     | Geneva Cutlery Co.              | 25        | <b>Q</b>                            |           |
| Alexander Mfg. Co.             | 69      | Gerstendorfer Bros.             | 3rd Cover | Quick Meal Stove Co.                | 86        |
| Allith-Prouty Co.              | 19      | Giant Powder Co.                | 87        | <b>R</b>                            |           |
| Aluminum Goods Mfg. Co.        | 47-102  | J. E. Gilson Co.                | 69        | Raydex Mfg. Co.                     | 138-139   |
| Aluminum Products Co.          | 214     | Glass Founders' Corporation     | 181       | Reed & Prince Mfg. Co.              | 76        |
| American Bolt & Screw Case Co. | 211     | Goodell-Pratt Co.               | 23        | F. C. Reichard Mfg. Co.             | 70        |
| American Chain Co.             | 22      | Goodrich Co. B. F.              | 137       | Remington Arms U. M. C. Co.         | 35        |
| American Grinder Mfg. Co.      | 153     | Goodyear Rubber Company         | 82        | Republic Auto Parts Co.             | 179       |
| American Ironing Machine Co.   | 91      | John Gottschall Co.             | 88        | Richards-Wilcox Mfg. Co.            | 68        |
| American Pad & Textile Co.     | 82      | Greenfield Tap & Die Corp.      | 27        | A. L. Richmond                      | 68        |
| American Saw & Mfg. Co.        | 77      | Grinnell Co.                    | 51        | Rid-Jid Products Corp.              | 105       |
| American Steel & Wire Co.      | 28      | H. J. Guts & Co.                | 52        | Ritter Oan & Specialty Co.          | 94        |
| American Wire Fabrics Co.      | 59      | <b>H</b>                        |           | Rochester Can Co.                   | 45        |
| Apco Mfg. Co.                  | 174     | Hays Mfg. Co.                   | 209       | Romort Mfg. Co.                     | 169       |
| Armstrong Mfg. Co.             | 205     | Hay-Budden Mfg. Co.             | 75        | H. Roth & Sons                      | 81        |
| Atkins, E. C. & Co.            | 9       | Hercules Products Co.           | 94        | G. D. Rowell & Son                  | 204       |
| Atlas Mfg. Co., The            | 90      | Hess-Snyder Mfg. Co.            | 71        | Royal Mfg. Co.                      | 20        |
| Atlas Shear Co.                | 97      | Higgins Spring & Axle Co.       | 189       | Royal Self Heating Iron Co.         | 86        |
| Auto Specialties Mfg. Co.      | 135     | John J. Hildebrandt Co.         | 85        | Myer S. Rubens Stove & Furnace      | 212       |
| Auto-Strop Safety Razor Co.    | 182-188 | A. M. Holter Hardware Co.       | 79        | Repair Works                        | 58-64     |
| Avis Hardware Co.              | 83      | Honeyman Hardware Co.           | 79        | A. C. Rulofson Co.                  | 7         |
| <b>B</b>                       |         | Frank A. Hoppe                  | 87        | Russell & Erwin Mfg. Co.            | 143       |
| Baker, Hamilton & Pacific Co.  | 53      | Hunt, Helm, Ferris & Co.        | 80        | Russell Mfg. Co.                    | 173       |
| Baldwin Refrigerator Co.       | 40      | Hyfield Mfg. Co.                | 73        | Rutenber Electric Co.               | 93        |
| Barcalo Mfg. Co.               | 18      | Hygrade Lamp Co.                | 183       | <b>S</b>                            |           |
| Bartlett Mfg. Co.              | 95      | <b>I</b>                        |           | Safety Interlocking Stove Pipe Co.  | 94        |
| Beaton & Cadwell Mfg. Co.      | 207     | International Silver Co.        | 42        | Salt Lake Hardware Co.              | 79        |
| Beaton & Corbin Mfg. Co.       | 211     | Ironton Stove & Mfg. Co.        | 90        | Samson Cordage Works                | 74        |
| Benjamin Air Rifle Co.         | 85      | <b>J</b>                        |           | J. Sand & Sons                      | 65        |
| Berna Co., Otto                | 213     | W. E. & W. H. Jackson           | 177       | Sargent & Company                   | 17        |
| Berger Bros. Co.               | 96      | Jobbers' Mfg. Co.               | 74        | Savage Arms Corp.                   | 61        |
| Billings & Spencer Co.         | 11      | Johns-Manville Co.              | 146-147   | Savill's Sons, Thomas               | 211       |
| Black & Decker Mfg. Co.        | 154-155 | <b>K</b>                        |           | Sawyer-Weber Tool Mfg. Co.          | 179       |
| Block Machine Works            | 66      | F. D. Kees Mfg. Co.             | 73        | Wm. B. Scaife & Sons                | 209       |
| Bommer Spring Hinge Co.        | 77      | Chas. F. U. Kelly, Inc.         | 188-189   | Schaw-Batcher Co.                   | 80        |
| Boston Brass Co.               | 211     | M. L. Kline Co.                 | 203       | Christian Schlicker Mfg. Co.        | 94        |
| Boston Woven Hose & Rubber Co. | 106     | <b>L</b>                        |           | R. F. Sedgley, Inc.                 | 149       |
| Boyle Mfg. Co.                 | 156     | Lalance & Grosjean Mfg. Co.     | 89        | Shelby Spring Hinge Co.             | 62        |
| Brainerd Mfg. Co.              | 70      | Will B. Lane Unique Tool Co.    | 197       | Simmons Hardware Co.                | 12        |
| Braender Rubber & Tire Co.     | 175     | Landers, Frary & Clark          | 43        | Simonds Mfg. Co.                    | 55        |
| Brier Hill Steel Co.           | 58      | Lane Bros. Co.                  | 67        | Simplex Electric Heating Co.        | 194       |
| Bridgeport Hardware Mfg. Co.   | 71      | Lawson Mfg. Co.                 | 6         | Slaymaker Lock Company              | 71        |
| Buckeye Aluminum Co.           | 92      | Lindemann, O. & Co.             | 96        | Smith Mfg. Co., F. H.               | 58        |
| Buffalo Forge Co.              | 66      | Lockwood Mfg. Co.               | 149       | Specialty Mfg. Co.                  | 75        |
| Buffalo Sled Co.               | 78      | Ludlow-Saylor Wire Co.          | 57        | Spokane Stove & Furnace Repair Wks. | 214       |
| Buffum Tool Co.                | 162     | Lufkin Rule Co.                 | 77        | Spring Leaf Lubricator Co.          | 179       |
| Bullen & Co.                   | 170     | <b>M</b>                        |           | Standard Four Tire Corp.            | 151       |
| Burgess-Norton Mfg. Co.        | 183     | Maine Mfg. Company              | 84        | Stanley Rule & Level Co.            | 60        |
| Butterfield & Co.              | 193     | Mangrum & Otter                 | 80        | Stanley Works                       | Cover     |
| <b>C</b>                       |         | Manhattan Electrical Supply Co. | 181       | Stanwood Equipment Co.              | 159       |
| Caldwell Sales Co.             | 81      | R. H. Marchant Co.              | 88        | Star Expansion Bolt Co.             | 66        |
| Central Stamping Co.           | 49      | Mayhew Steel Products, Inc.     | 63        | Star Heel Plate Co.                 | 64        |
| Chicago Flexible Shaft Co.     | 44      | McCaffrey File Co.              | 76        | Stark Rolling Mill Co.              | 26        |
| Chicago Spring Butt Co.        | 56      | McKinney Mfg. Co.               | 10        | Starrett, L. S. & Co.               | 31        |
| O. J. Childs Co.               | 70      | M. H. Merchant Corp.            | 169       | Sterling Tire Corporation           | 172       |
| Champion Blower & Forge Co.    | 55      | Meyers Mfg. Co., Fred J.        | 69        | Stine Screw Holes Co.               | 70        |
| Champion Ignition Mfg. Co.     | 141     | Monarch Refrigerator Works      | 86        | Strevel-Paterson Hardware Co.       | 79        |
| John Chatillon & Sons          | 93      | Montauk Paint Mfg. Co.          | 201       | Sturges & Burn Mfg. Co.             | 73        |
| C. F. Church Mfg. Co.          | 207     | Frank Mossberg Co.              | 185       | Superior Laboratories               | 87        |
| George M. Clark Co.            | 84      | Motor Mercantile Co.            | 39        | Superior Spring Hinge Co.           | 76        |
| Clayton & Lambert Mfg. Co.     | 207-213 | L. J. Mueller Furnace Co.       | 72        | Jas. Swan Co.                       | 54        |
| Cleveland Stone Co.            | 66      | F. E. Myers & Bro.              | 72        | <b>T</b>                            |           |
| Coes Wrench Co.                | 8       | <b>N</b>                        |           | Taylor Mfg. Co.                     | 94        |
| Colt's Patent Firearms Co.     | 87      | Napier Saw Works                | 13        | Thomson-Diggs Co.                   | 74        |
| Columbus Anvil & Forging Co.   | 74      | National Cash Register Co.      | 99        | Thompson Mfg. Co.                   | 72        |
| Columbian Rope Co.             | 191     | New England Mills Co.           | 169       | Three-In-One Oil Co.                | 97        |
| Collette Mfg. Co.              | 98      | New Era Spring & Specialty Co.  | 197       | Topping Mfg. Co.                    | 72        |
| Coleman Lamp Co.               | 101     | New Haven Clock Co.             | 80        | Trimont Mfg. Co.                    | 203       |
| Connors, Wm., Paint Mfg. Co.   | 90      | New Process Stove Co.           | 38        | Triner Scale & Mfg. Co.             | 75        |
| Converse Rubber Shoe Co.       | Cover   | C. S. Norcross & Sons           | 68        | Tritch Hardware Co.                 | 44        |
| Corcoran Mfg. Co.              | 163     | New York Stamping Co.           | 41        | Tucker Duck & Rubber Co.            | 85        |
| H. C. Cook Co.                 | 192     | Nicholson File Co.              | 14        | Turner Brass Works                  | 207       |
| Corbin Screw Corporation       | 185     | North Bros. Mfg. Co.            | 59        | <b>U</b>                            |           |
| C. W. B. Cornelius, Inc.       | 203     | North & Judd Mfg. Co.           | 16        | U. S. Chain & Forging Co.           | 57        |
| Corning Glass Works            | 108     | The Nye Tool & Machine Works    | 209       | U. S. Steel Products Co.            | 24        |
| Covert Mfg. Co.                | 62      | <b>O</b>                        |           | United Mfg. & Distributing Co.      | 181       |
| Crescent Tool Co.              | 60      | Ohio Wire Goods Co.             | 193       | United Royalties Corp.              | 95        |
| Curtis Pneumatic Machinery Co. | 181     | Ohlen-Bishop Co.                | 74        | U. S. Rubber Company                | 165       |
| <b>D</b>                       |         | Ontario Knife Co.               | 88        | Utility Trailer Sales Co.           | 159       |
| Defiance Welding Co.           | 197     | Operello Phonograph Co.         | 97        | <b>V</b>                            |           |
| Delta File Works               | 56      | Wm. H. Ottemiller               | 65        | Vaughan & Bushnell Mfg. Co.         | 77        |
| Detroit Twist Drill Co.        | 21      | <b>P</b>                        |           | <b>W</b>                            |           |
| Diamond Saw & Stamping Co.     | 67      | Pacific Pump & Supply Co.       | 205       | Wagner Mfg. Co.                     | 64        |
| Diamond Tire Co.               | 137     | Pacific Sanitary Mfg. Co.       | 205       | Warren Axe & Tool Co.               | 75        |
| R. E. Dietz Co.                | 24      | Packham Crimper Co.             | 94        | Walden-Worcester, Inc.              | 193       |
| Henry Dixon & Sons             | 5       | Panama Lamp & Supply Co.        | 100       | Washington Hardware & Implement     |           |
| Joseph Dixon Crucible Co.      | 185     | Parker Supply Co.               | 71        | Underwriters                        | 74        |
| Du Pont Powder Co.             | 33      | H. W. Peabody & Co.             | 104       | Wellston Mfg. Co.                   | 29        |
| Duluth Show Case Co.           | 93      | Peck, Stow & Wilcox             | 15        | Western Brass Mfg. Co.              | 140       |
| Dunham, Carrigan & Hayden Co.  | 50      | Peerless Mfg. Co.               | 91        | Western States Cutlery & Mfg. Co.   | 95        |
| Durham Mfg. Co.                | 89      | Pennsylvania Lawn Mower Co.     | 69        | Whitlock Cordage Co.                | 3         |
| <b>E</b>                       |         | Peters Cartridge Co.            | 85        | W. H. Willburn                      | 95        |
| Ehman Tire & Rubber Co.        | 179     | Perfection Mfg. Company         | 96        | Wills Sprinkler Mfg. Co.            | 72        |
| Elastic Tip Co.                | 34      | Philadelphia Lawn Mower Co.     | 65        | Winchester Repeating Arms Co.       | 186-187   |
| Elgin Stove & Oven Co.         | 88      | Phoenix Horse Shoe Co.          | 54        | Witt Cornice Company                | 93        |
| Empire Rubber & Tire Co.       | 145     | Phenix Mfg. Co.                 | 70        | Wrought Washer Mfg. Co.             | 63        |
| Eyelet Tool Co.                | 65      | Pillind Lumber Co.              | 61        | Joe Welsh                           | 85        |
| <b>F</b>                       |         | Pioneer Paper Co.               | 81        | <b>X</b>                            |           |
| Faultless Caster Co.           | 46      | Pittsburgh Steel Co.            | 64        | "X" Laboratories                    | 2nd Cover |
| <b>G</b>                       |         | Porter, H. K.                   | 58        | <b>Y</b>                            |           |
| G. & J. Tire Company           | 165     | Portland Cordage Co.            | 82        | Yakima Hardware Co.                 | 67        |
|                                |         | Precision Machine & Tool Co.    | 94        | Yost Gearless Motor Co.             | 66        |

# SAPOLIN

**EVERY MERCHANT EVERYWHERE, SHOULD WRITE FOR PARTICULARS  
ON THIS POPULAR LINE OF ENAMELS, STAINS, GILDINGS,  
VARNISHES, BRONZE POWDERS AND BRONZING  
LIQUIDS**

**WRITE TODAY**

“Special Goods  
for  
Special Purposes”

Sapolin Varnishes  
Sapolin Glass Frosting  
Sapolin Metallic Enamels  
Sapolin Carriage Gloss Colors  
Sapolin Enamel, Porcelain Finish  
Sapolin Gilding Powders and Liquids  
Sapolin Motor & Engine Enamel  
Sapolin Stove Pipe Enamel  
Sapolin Aluminum Enamel  
Sapolin Iron Enamel  
Sapolin Gold Enamel

“Serve, Save  
and Satisfy”



“Special Goods  
for  
Special Purposes”

Sapolin Gold Ink  
Sapolin Bathtub Enamel  
Sapolin Furniture Polish  
Sapolin Wire Screen Enamel  
Sapolin Porch Furniture Stains  
Sapolin Floor & Furniture Stains  
Sapolin Gold and Aluminum Glaze  
Sapolin Hot Pipe Aluminum  
Sapolin Varnish Stains  
Sapolin Auto Enamel  
Sapolin Gold Paint

“Serve, Save  
and Satisfy”

**FOR 40 YEARS**

**THOUSANDS OF MERCHANTS HAVE REALIZED THE DIS-  
TINCT ADVANTAGE OF SELLING SAPOLIN BECAUSE WITH EVERY  
SALE THEY COULD CONSCIENTIOUSLY SAY, “YES, I RECOMMEND  
IT; I BACK UP GERSTENDORFER BROS., BECAUSE THEY BACK UP ME.”**

**WE ARE READY TO BACK YOU IN THE SAME MANNER**

**GERSTENDORFER BROS., 231-35 E. 42d St., New York, U. S. A.**

# SAPOLIN





## Converse Dealer Dividends

"provide a sound profit after overhead expense is paid." This is only one of the ten sound business planks in our **Dividends for Dealers** platform. Get the other nine planks by writing for

"DIVIDENDS FOR DEALERS"

*A Story With a Wallop*

You can insure dealer profits by getting acquainted with the Converse Company—a thoroughly comfortable-house-to-do-business-with.

# Converse Tires

## *More Miles—Less Skid*

CONVERSE RUBBER SHOE COMPANY  
MALDEN, MASS.

*Service Branches:—*

300 Amsterdam Ave., New York    618 W. Jackson Blvd., Chicago  
801 Boylston St., Boston

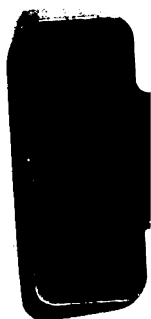
*Exclusive Distributors:—*

|                                     |                                   |
|-------------------------------------|-----------------------------------|
| The Potter Hoy Hardware Co.         | Stauffer, Eshleman & Co.          |
| Bellefonte, Pa.                     | New Orleans, La.                  |
| Nash Hardware Co., Fort Worth, Tex. | Failing, McCalman Co.             |
| F. P. May Hardware Co.              | Portland, Ore.                    |
| Washington, D. C.                   | J. S. Latta & Co.                 |
| McGowin-Lyons Hardware & Supply Co. | 1318 Arch St., Philadelphia, Pa.  |
| Mobile, Ala.                        | Stowe-Shaw Rubber Co., 1319 S.    |
| Sloss & Brittain, 55 Main Street.   | Figueroa St., Los Angeles, Cal.   |
| San Francisco, Cal.                 | Charles A. Shaeffer, Reserve Bank |
| Stratton-Warren Hardware Co.        | Building, Kansas City, Mo.        |
| Memphis, Tenn.                      |                                   |









THE NEW YORK PUBLIC LIBRARY  
REFERENCE DEPARTMENT

**This book is under no circumstances to be  
taken from the Building**

[illegible]





